Solicitation Audit Checklist

Proposal: 25.2 Instructional Materials & Classroom Supplies

Awarded Vendor(s): Carolina Biological, Demco, Discount School Supply, Kaplan Early Learning Co., Lakeshore Learning Materials, Nasco Education, Really Good Stuff

Award Date: 10/1/24 **Contract Number:** 25.2

- ☒ 1 Legal Affidavit(s)
- ☒ 2 Release of Solicitation
- ☒ 3 Copy of Solicitation Documents
- ☒ 4 Copy of Questions & Answers
- ☐ ~~5 Copy of Addenda~~
- ☒ 6 Closed Notification
- ☒ 7 Notification Report
- ☒ 8 Access Report
- ☒ 9 Opening Record
- ☒ 10 Copy of Qualified Vendor Responses
- ☒ 11 Evaluation Summary & Recommendation
- ☒ 12 Copy of Rejection Letter
- ☒ 13 Copy of Award Letter(s)
- ☒ 14 Copy of Signed Contract(s)

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)

650 3rd Ave. S, Suite 1300 | Mineapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Dates of Publication		Advertiser	Account #	Order #
StarTribune	08/05/2024	COOPERATIVE PURCHASING CONNECTION	1000337556	494593
StarTribune	08/12/2024	COOPERATIVE PURCHASING CONNECTION	1000337556	494593

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **$224.00**

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terri Swanson

Subscribed and sworn to before me on: 08/12/2024

Diane E Rak Kleszyk

DIANE E RAK KLESZYK
Notary Public
Minnesota
My Commission Expires January 31, 2027

Notary Public

Ad Number: 0000494593-01
Insertion Number: N/A
Size: 1 Col x 1.69 in
Color Type: 0
Advertiser: Cooperative Purchasing Network
Agency: N/A
Section-Page-Zone(s): D-3-All
Description: Sealed proposals will be received...

Google ruling may slowly bring changes

By SHIRA OVIDE
Washington Post

JASON HENRY • New York Times
The U.S. government must now propose to Judge Amit Mehta ways to restrain Google's actions to fix its monopoly. It could take years to resolve.

A federal judge last week said Google broke the law to kneecap competition in web search in ways that entrenched the company's power.

It was the second time in the past year that a judge or jury had declared Google an illegal monopoly. The previous time was over how Google runs its Android app store.

The next steps, which involve proposing legal fixes to undo Google's behavior, are essentially about imagining an alternative future in which Google isn't Google as we know it.

What new ideas could flourish, which new companies might get off the ground or what products might be cheaper if Google were handcuffed from flexing its monopoly power over search?

Here are some changes that could result. In the end, though, not much may really change. That's what happened after Google was found to have broken the European Union's antimonopoly laws.

The U.S. government must now propose to Judge Amit Mehta ways to restrain Google's actions to fix its monopoly. It could take years to resolve. In the app store case, a judge will soon decide how Google must change its illegal status quo.

Google said it plans to appeal Monday's ruling and is "focused on making products that people find helpful and easy to use." A spokesman for Google declined to discuss speculation about what happens next.

But here are some possibilities.

A search engine without ads?

Imagine a Google-quality search engine but without ads — or one tailored to children, news junkies or Lego fans.

It's possible that Google could be forced to let other companies access its search technology or its essential data to create search engines with the technical chops of Google. What results could be more specialized choices.

You might imagine that a company takes Google's secret sauce and tweaks it to make a kid-friendly search engine, suggested Matt Stoller, director of research at the American Economic Liberties Project and a frequent critic of Big Tech power. Another company could prioritize websites that look out for your privacy. Another might show searches in a visual-first way.

"We're going to see the innovation of mankind come out," Stoller said.

Letting a thousand Google-type search engines bloom is probably the idea that Google critics have embraced the most. But even if the government asks for it and Mehta agrees, it might not work.

Could Google break up? It seems unlikely, but the government could ask the judge to split Google into parts to fix its illegal monopoly power. In this scenario, the Chrome browser might be its own company and so might Google search and Android, for example.

There have been, and are, other search engines, including Microsoft's Bing, the privacy-focused DuckDuckGo and Neeva, started by a former senior Google executive. DuckDuckGo and Bing are nowhere near as popular or as lucrative as Google. Neeva was little used and shut down this year.

Apple could create a search engine

Google pays Apple many billions of dollars a year — $20 billion in 2022 — to make Google the standard way to search the web on Apple's Safari browser.

That arrangement gives Google access to valuable searches from Apple device owners, and it guarantees Apple gobs of money.

Megan Gray, an antitrust law specialist with GrayMatters Law & Policy and a critic of Google's power, said the judge could significantly change or end Google's deals with Apple and companies that put Google search front-and-center on Android phones and web browsers.

The likeliest scenario is you'd need to pick whether to use Google on your iPhone or something else. But technologists and stock analysts have also speculated for years that Apple could make its own search engine. It would be like when Apple started Apple Maps as an alternative to Google Maps.

Apple didn't respond to a request for comment.

Could advertising become less expensive?

Mehta said Google has the power to charge artificially high prices for the text ads you might see when you search for terms like "auto insurance quotes Minneapolis."

In theory, if alternative search engines become popular, there would be more competition and lower prices for the insurance providers and other companies trying to grab your attention when you search.

And again, in theory, if they pay less for advertising, car insurance and other products you buy could be cheaper.

Could the company break up?

This one seems unlikely, but the government could ask the judge to split Google into parts to fix its illegal-monopoly power. In this scenario, the Chrome browser might be its own company and so might Google search and Android, for example.

Stoller said that when corporations such as Standard Oil and AT&T have been forced to split up in past illegal-monopoly rulings, the component companies were liberated to come up with clever ideas that didn't have a chance inside the giant corporation.

Could privacy be strengthened?

Jason Kint, chief executive of online news lobbying group Digital Content Next, said Google's multiple products should no longer be allowed to co-mingle information about what you do. It would essentially be a divorce of Google's products without breaking the company up.

That could mean, for example, that whatever you did on your Android phone or the websites you visit using Chrome would not feed into one giant Google repository about your activities and interests.

If Google had less information, it could be better for your privacy, and it might help other companies that don't have Google's wealth of data.

Could Android app store change?

The judge in the other Google monopoly case has seemed receptive to loosening the company's absolute power over apps.

That might mean that you would be able to buy an Amazon Kindle e-book from its Android app, which you can't do now. Games such as "Fortnite" that have been absent from Android phones might be available, too.

In a recent court hearing, the judge also seemed open to cutting the fees that Google collects when you buy digital subscriptions. to things like Disney Plus, Match.com or X from Android apps. That could translate into lower prices for things you buy in apps.

Our data is not safe. Resist when you can.

◂ **SINGLETARY** from D1

As part of the sign-up process, I was required to provide birthday information. However, I mistakenly reversed the numbers for month and day. Spotting my error minutes after registering, I tried to correct my profile, but Qatar's system wouldn't allow it.

I couldn't get help on the airline's site, so I sent a message via X to @qatarsupport, which promised 24/7 customer support.

In a direct message, I was instructed that I would have to upload two identification documents, such as a passport, birth certificate or driver's license.

Wait, what?

I didn't have to provide documentation when setting up the account.

Immediately, I became concerned. How many people have access to the data? Where is it stored? How secure is Qatar's system?

After several attempts, I couldn't get direct answers from Qatar through an emailed media request, so I reviewed its privacy notice.

The airline writes it "has taken adequate safeguards to ensure the confidentiality and security of your personal data."

I know I cannot win in the race to protect my data. It has been repeatedly exposed. But every act of defiance, however small, is worth a victory lap.

Then, it promised that to prevent unauthorized access, it has "put in place physical, technical and administrative measures to safeguard" my data.

This assurance did not comfort me after reading the following caveat: "Although we use reasonable efforts to protect your personal data, we cannot guarantee the security of your personal data transmitted to our website or mobile apps via the internet or similar connection."

Our data is not safe.

In 2013, Target's computer system was breached, allowing criminals to access to steal credit and debit card information from as many as 40 million consumers. An additional 70 million customers had their names, phone numbers and email addresses compromised.

This incident affected my personal information.

Almost seven years ago, Equifax announced a massive breach had exposed the personal information of about 147 million people. At the time, the company said hackers exploited a "website application vulnerability."

People's names, Social Security numbers, birth dates, addresses and, in some instances, driver's license numbers, credit card numbers and other personal information were stolen, putting millions of folks at risk of identity theft and other fraudulent activity.

Equifax notified me that my data was compromised.

Every time there's a data breach, the companies involved tell their customers that they deeply regret the inconvenience it might cause. They pledge to enhance security procedures. However, gaps in data protection continue to lead to stolen data.

And, to be fair to the companies, con artists and hackers work full time, sometimes with the help of foreign governments, to outsmart corporate security systems.

So, I will not be uploading my driver's license, birth certificate or passport to Qatar's website for its travel rewards program. I found a workaround.

I deleted the one account with the wrong information and created a new one.

I know I cannot win in the race to protect my data. It has been repeatedly exposed.

But every act of defiance, however small, is worth a victory lap.

Resistance isn't always futile.

CLASSIFIEDS + PUBLIC NOTICES
STARTRIBUNE.COM/CLASSIFIEDS
• 612.673.7000 • 800.927.9233

Proposals for Bids

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota until for RFP #25.2 – Instructional Materials and Classroom Supplies.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com).

Proposals must be uploaded to Public Purchase before 1:00 p.m. CT on Tuesday, September 17, 2024, and late proposals will not be considered.

Legal Notices

Public Notice
The Ordway Center for the Performing Arts in St. Paul, MN is securing RFP for the provision of Intelligent LED based Theatrical Lighting Fixtures and support materials. Please request a copy of the RFP by email to aluft@ordway.org or by clicking this link. Proposals must be submitted by August 16, 2024 for consideration.

Public Notice

The Ordway Center for the Performing Arts in St. Paul, MN is soliciting RFPs for an Electrical Contractor and an ETC Theatrical Lighting System Integrator for the renovation and upgrade of the Ordway Music Theater Lighting Infrastructure and Atrium Lighting Systems. Please request a copy of the RFP by email to aluft@ordway.org or by clicking the link below. Proposals must be submitted by October 7, 2024 for consideration.

Electrical Contractor - https://onedrive.live.com/?authkey=%21ADHvH1UN8bmMUzg&id=F07928DE1B5E66B7%2149411&cid=F07928DE1B5E66B7&parId=root&parQt=sharedby&o=OneUp

ETC Systems Integrator - https://onedrive.live.com/?authkey=%21AObbzcsLvXjoVY0&id=F07928DE1B5E66B7%2149413&cid=F07928DE1B5E66B7&parId=root&parQt=sharedby&o=OneUp

Proposals for Bids

Notice to Vendors
Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 30 State Member Agencies until:
1:30 p.m. ET, September 17, 2024
Solicitations: 025-A Athletic Field Lighting, 025-B Hardwood & Synthetic Flooring, 025-C Copiers, Multi-Function Print Devices, Printers, & Managed Print Services, 025-D Roofing & Related Services, 025-E Security Solutions, 025-F Cybersecurity & Training, 025-G Portable & Modular Classrooms, 025-H Playgrounds & Equipment
All responses shall be submitted online via Bonfire by the due date and time listed above. Vendors are requested to visit AEPA's website at https://aepacoop.org/registration-solicitations/ for instructions on how to register at no cost with Bonfire. AEPA documents will be released on August 1, 2024.
Note that Vendors must be able to provide their proposed products and services in up to 30 states.
Solicitations will be publicly opened after **1:30 p.m. ET, September 17, 2024** at Lakes Country Service Cooperative, 1001 E Mt Faith, Fergus Falls, MN 56537. An opening record will be posted to AEPACOOP.org.

Notice to Vendors
Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 30 State Member Agencies until:
1:30 p.m. ET, September 17, 2024
Solicitations: 025-A Athletic Field Lighting, 025-B Hardwood & Synthetic Flooring, 025-C Copiers, Multi-Function Print Devices, Printers, & Managed Print Services, 025-D Roofing & Related Services, 025-E Security Solutions, 025-F Cybersecurity & Training, 025-G Portable & Modular Classrooms
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StarTribune
Business
Monday, August 12, 2024

LocaliQ
South Dakota
GANNETT

PO Box 630567 Cincinnati, OH 45263-0567

AFFIDAVIT OF PUBLICATION

Cooperative Purchase, Lori Mittelstadt
Lakes Country Service Cooperative
1001 E Mount Faith AVE
Fergus Falls MN 56537-2375

STATE OF WISCONSIN, COUNTY OF BROWN

The Argus Leader, a daily newspaper published in the city of Sioux Falls, Minnehaha County, State of South Dakota, and personal knowledge of the facts herein state and that the notice hereto annexed was Published in said newspapers in the issue:

08/05/2024, 08/12/2024

and that the fees charged are legal.
Sworn to and subscribed before on 08/12/2024

Legal Clerk

Notary, State of WI, County of Brown

21428

My commission expires

Publication Cost:	$26.12	
Tax Amount:	$0.00	
Payment Cost:	$26.12	
Order No:	10430952	# of Copies:
Customer No:	1248830	0
PO #:	LABD0137539	

THIS IS NOT AN INVOICE!

Please do not use this form for payment remittance.

KEEGAN MORAN
Notary Public
State of Wisconsin

RFP 25.2

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota until for RFP #25.2 – Instructional Materials and Classroom Supplies.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com).

Proposals must be uploaded to Public Purchase before 1:00 p.m. CT on Tuesday, September 17, 2024, and late proposals will not be considered.
Published August 5, 12
2024, at the total approximate cost of "26.12 and
may be viewed free of
charge at www.sdpublicnotices.com
LABD0137539

The Bismarck Tribune

AFFIDAVIT OF PUBLICATION

State of Pennsylvania, County of Lancaster, ss:

Deidre Stevens-DiGiovanni, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of The Bismarck Tribune, and that the publication(s) were made through The Bismarck Tribune on the following dates:

PUBLICATION DATES:
Aug. 5, 2024, Aug. 12, 2024

NOTICE ID: jc8XBDa1b9gdRxAIymxZ
PUBLISHER ID: COL-ND-0395
NOTICE NAME: RFP 25.2 Bismarck Tribune
Publication Fee: $74.52

(Signed) Deidre Stevens-DiGiovanni

VERIFICATION

State of Pennsylvania
County of Lancaster

Commonwealth of Pennsylvania - Notary Seal
Nicole Burkholder, Notary Public
Lancaster County
My commission expires March 30, 2027
Commission Number 1342120

Subscribed in my presence and sworn to before me on this: 08/12/2024

Nicole Burkholder

Notary Public
Notarized remotely online using communication technology via Proof.

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota until for **RFP #25.2 – Instructional Materials and Classroom Supplies.**

Specifications and forms may be obtained by registering for free with **CPC on Public Purchase (www.publicpurchase.com)**.

Proposals must be uploaded to Public Purchase **before 1:00 p.m. CT on Tuesday, September 17, 2024**, and late proposals will not be considered.
8/5, 8/12 - COL-ND-0395

Forum Communications Company

ND Affidavit No. GFNOfPHVKGuy1oSc0dYn

AFFIDAVIT OF PUBLICATION

State of New Jersey, County of Hudson, ss:

Hayden Lipsky, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of the The Forum of Fargo-Moorhead (ND), a newspaper printed and published in the City of Fargo, County of Cass, State of North Dakota.

1. I am the designated agent of The The Forum of Fargo-Moorhead (ND), under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspaper listed on the attached exhibit.

2. The newspaper listed on the exhibit published the advertisement of: ***ND Bids/Proposals Notice;*** *(2) time: Wednesday, August 7, 2024, Wednesday, August 14, 2024*, as required by law or ordinance.

3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

(Signed) Hayden Lipsky

SHANNEA H HOLMES
NOTARY PUBLIC
STATE OF NEW JERSEY
My Commission Expires August 1, 2026

VERIFICATION

State of New Jersey
County of Hudson

Subscribed in my presence and sworn to before me on this: 08/15/2024

Shannea A. Holmes

Notary Public
Notarized remotely online using communication technology via Proof.

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota until for **RFP #25.2 – Instructional Materials and Classroom Supplies.**

Specifications and forms may be obtained by registering for free with **CPC on Public Purchase (www.publicpurchase.com)**.

Proposals must be uploaded to Public Purchase **before 1:00 p.m. CT on Tuesday, September 17, 2024**, and late proposals will not be considered.
(Aug. 7 & 14, 2024)

From: Public Purchase
To: Amy Lohse
Cc: Joni Puffett; Melissa Mattson; Jane Eastes
Subject: [External]Release Successful on Bid RFP #25.2 - Instructional Materials and Classroom Supplies
Date: Wednesday, August 7, 2024 8:33:48 AM

Amy Lohse:

Bid "RFP #25.2 - Instructional Materials and Classroom Supplies"
Status: Release Successful on Aug 7, 2024 8:33:33 AM CDT

You can check the released bid by going to the following address:
http://www.publicpurchase.com/gems/bid/bidView?bidId=190782

If you have any questions regarding this bid, please contact our Customer Support Staff at agencysupport@publicpurchase.com

Thank you for using Public Purchase.

MK= Q8XBPeULwSOBxUdLiXjRYA==
CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Proposals Requested by the:
Cooperative Purchasing Connection

RFP 25.2 – Instructional Materials & Classroom Supplies

CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad line of instructional materials and classroom supplies, at consortium level discounted pricing. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. This solicitation will not include/accept stand-alone curriculum-based software and learning solutions.

Due: 1:00 p.m. CT on September 17, 2024

Suppliers will submit questions and proposals online via Public Purchase (www.publicpurchase.com)

RFP Facilitator:
Amy Lohse, Procurement Specialist

Published in:
Star Tribune
Argus Leader
Fargo Forum
Bismarck Tribune

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I. Introduction to CPC

The Cooperative Purchasing Connection (CPC) is a joint powers group of local governmental agencies and service cooperatives in Minnesota, organized pursuant to Minnesota Statute §123A.21. CPC obtains the legal authority to develop and offer, among other services, cooperative procurement services to members and participants. Eligible and existing participants include state, city, and county governments, tribal nations, government agencies, public and non-public educational agencies, colleges, universities, nonprofit organizations, and other entities contracted on behalf of an agency. Participation in the resulting contract(s) is open to government and nonprofit agencies across the United States.

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds a joint powers agreement with Lakes Country Service Cooperative (LCSC) in Fergus Falls, Minnesota, to provide purchasing contracts to its participating agencies. South Dakota participating agencies may also utilize CPC's purchasing contracts pursuant to South Dakota State Statute §5-18A-37.

LCSC provides the administrative functions of CPC. Administrative functions include but are not limited to bid and contract research, contract development, negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Description

CPC is seeking to collaborate with an experienced Vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad-line of instructional materials and classroom supplies, at consortium level discounted pricing. A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. Instructional materials and classroom supplies may include, but not limited to the following categories:

1. Early Learning
2. Special Education
3. Science
4. STEM/STEAM
5. Arts & Crafts
6. Career & Tech Education (CTE)
7. Health
8. Math
9. Family and Consumer Science
10. Furniture

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates a Vendor from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through CPC's purchasing procedures. CPC will work closely with the Vendor to market the contract not only to participating agencies but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the Vendor.

CPC intends to award this solicitation to one or more Vendors based on geographic area who can offer acceptable instructional materials and classroom supplies that can be of benefit to all participating agencies. Manufacturers may respond directly and will be required to identify regional suppliers to execute the contract if pricing is consistent in the tri-state area and designated suppliers adhere to the terms outlined in this solicitation.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts, held firm for the duration of the contract term.

Vendors who meet any or all of the mentioned above must complete the required documents in their indicated format to be considered a responsive and responsible Vendor.

The contract(s) resulting from this solicitation will be Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). Historically, from 2020 to present, CPC participating agencies have purchased just under $3 million in instructional materials and classroom supplies. All quantities or dollar values listed within this solicitation are estimates.

Numerous factors could cause the actual value of the contract(s) resulting from this solicitation to vary substantially from the historical value. Such factors include, but are not limited to, the following:

1. There is no guarantee of volume to be purchased, nor is there any guarantee that demand will continue in any manner consistent with previous purchases; and
2. The individual value of each contract is indeterminate and will depend upon actual participating agency demand, and actual quantities ordered during the contract period.

In CPC's experience, depending on the price of a particular item, the actual volume of purchases could be substantially in excess of, or substantially below, estimated volumes. Specifically, if actual contract pricing is lower than anticipated or historical pricing, actual quantities purchased could be substantially greater than the estimates; conversely, if actual contract pricing is higher than anticipated or historical pricing, actual quantities purchased could be substantially lower than the estimates. By submitting a response, the Vendor acknowledges the foregoing and agrees that actual good faith purchasing volumes during the term of the resulting contract(s) could vary substantially from the estimates/historical values provided in this solicitation.

With CPC's intent to market the contract to participating and potential agencies and to possibly position the contract within the Express online marketplace, when applicable, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

III. Responding Minimum Qualifications

All submittals must contain answers, responses and/or documentation to the information requested herein. Any submittal failing to provide the required information and/or documentation will be considered non-responsive. A submittal considered non-responsive may result in possible disqualification for consideration of a solicitation award.

Responding Vendors must demonstrate their ability, capacity, and available resources to provide instructional materials and classroom supplies to participating agencies. Vendors are required to communicate and demonstrate within their submittal that they have extensive knowledge, background, and at least five (5) years of experience with obtaining, producing, delivering, and supporting the product lines offered.

CPC reserves the right to accept or reject any Vendor's proposal failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

IV. Technical Specifications

An attempt has been made to standardize the language used in this solicitation. The words "must", "shall", "mandatory" and the phrase "it is required" are used in connection with a mandatory specification. The words "should" and "may" are used in connection with a specification that is desirable.

A. General

1. The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, back-ordered, or partially filled are not considered filled items when calculating this service level.
2. The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

B. Equipment and Supplies

1. All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer's authorized dealers.
2. An electronic online catalog for order entry must be provided for use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.
3. Recalls.
    a. The Vendor must notify CPC and their participating agencies of any product recalls.
    b. The Vendor will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion.
    c. All costs associated with voluntary and involuntary product recalls shall be borne by the Vendor.
4. Substitutions.
    a. Materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the specification prohibits substitution, Vendors are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Vendor's letterhead attached to the pricing form. Vendors shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

C. Pricing

1. Contract discounts and percentages must be held firm during the initial contract period. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or a large individual project. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.
2. The Vendor must provide a discount price schedule for all categories of products available and labor/services offered in this solicitation.
3. New products and services, pertaining to the scope of this solicitation, can be added during the course of the contract term with notice, as outlined below, to CPC. These items shall meet or exceed all the specifications established in the solicitation and resulting contract. CPC may direct the Vendor to remove products that do not meet the intent or are otherwise in conflict with the contract requirements.

4. CPC may accept a future claim from the Vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established by applying the same pricing method used by the Vendor in their submission. The Vendor must be able to verify the pricing calculation.
5. When a price list is revised (i.e. manufacturer), to add or delete products and accessories that result in revised contract pricing, the Vendor shall notify CPC in writing via email as follows:
    a. Request will be typed on the Vendor's letterhead and emailed to CPC;
    b. It is filed with CPC, a minimum of seven (7) calendar days before the effective date of the proposed change;
    c. It clearly identifies the items impacted by the change and the cause for the adjustment;
    d. It is accompanied by documentation acceptable to the Procurement Solutions Coordinator to warrant the change (i.e. appropriate Bureau of Labor Statistics, Consumer Price Index (CPI-U, change in manufacturer's price, etc.);
    e. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the contract nor charged to the participating agency.
6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

D. Design Layout and/or Installation Services

1. Pricing for design layout and/or installation will be by hourly rate or percentage of the project cost. The Vendor must outline all service charges for design and installation. If the Vendor charges for installation by a method other than hourly or percentage, a complete explanation, and breakdown of how charges are calculated must be included with the submission.
2. Prevailing Wage. If the resulting contract involves a project erection, construction, remodeling, or repairing of a public building or other public work financed in whole or part by State [Minnesota] funds, then pursuant to Minnesota Statutes 177.41 to 177.44 and corresponding Minnesota Rules 5200.1000 to 5200.1120, this contract is subject to the prevailing wages as established by the Minnesota Department of Labor and Industry. Specifically, all Vendors and all tiers of subcontractors must pay all laborers and mechanics the established prevailing wages for work performed under the resulting contract. Failure to comply with the aforementioned may result in civil or criminal penalties. Applicability: The prevailing wage applies to a contract or work under a contract, under which:
    a. Only one (1) trade or occupation is required to complete it and the project is greater than $2,500; or
    b. The estimated total cost of completing the project is greater than $25,000.

    For questions regarding prevailing wage laws, contact the Minnesota Department of Labor and Industry.
3. Prevailing Wage/Davis Bacon [State & Federal Funds]. The Vendor's hourly price shall include, but is not limited to, wage requirements, equipment and tools normally associated with the removal and installation of goods and services. Due to wage rate requirements for State and Federal funded projects, the costs associated with labor may increase from contracted pricing.
4. The Vendor subcontractors will maintain in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in response to this solicitation. This also includes any contractor's licensure as required by state law. The Vendor must have the ability to furnish all required labor, materials, equipment, parts and supplies necessary for the services requested.

5. The Vendor will possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
6. Installation times will be coordinated with the purchasing agency. All areas will be kept clean and free of debris. Vendors must be able to provide the purchasing agency with a list of responsibilities for installation, a minimum of five (5) business days prior to the start of installation.
7. All personnel that are working in participating agencies must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
8. Subcontractors.
    a. The Vendor will not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the Subcontractor Utilization Form.
    b. If a subcontractor is removed from the contract agreement at any time, the Vendor will submit to CPC in writing, the reason for removal and effective date.
    c. To add a subcontractor to the contract agreement, the Vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
    d. The Vendor will be responsible for ensuring that all subcontractors who provide goods or services under the resulting contract agreement comply with the terms and conditions.
    e. CPC reserves the right to require that a subcontractor be removed from the contract.
    f. Any damage done to the participating agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the participating agency.
9. All services will be 100% guaranteed. Any service provided, which does not meet the end-users' expectations will either be redone until the end-users' expectations are met, or the charges for the services are refunded to the participating agency.

E. Maintenance Plans

1. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
2. The Vendor providing maintenance and repair options must provide and clearly state, pricing and terms of the various plans in their submission.

F. Ordering Methods

1. All orders will be executed by participating agencies, directly, with the Vendor. The Vendor may offer a variety of options for agencies to place orders. The Vendor will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.
2. Participating agencies may use two (2) different methods of placing orders from the resulting contract: Purchase Orders (PO's) and procurement cards. The method of payment is at the discretion of the participating agency. Additional surcharges for the use of a procurement card must be clearly outlined (see Vendor Questionnaire).
3. A PO may be issued to the Vendor on behalf of the participating agency ordering the services covered under the resulting contract. An issued PO will become part of the resulting contract. The PO indicated that sufficient funds have been obligated toward the purchase.
4. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
5. Performance under this contract is not to begin until receipt of a PO, procurement card order, or other notification to proceed by the participating agencies to proceed.

G. Freight and Delivery

1. Delivery must be made as ordered and in accordance with the solicitation. If delivery qualifications do not appear in the Vendor's proposal, it will be interpreted to mean that goods are in stock and that shipment will be made within five (5) calendar days. The decision

of CPC, as to reasonable compliance with the delivery terms, shall be final. The burden of proof of delay in receipt of an order shall rest with the Vendor.

2. No delivery charges shall be added to invoices except when authorized on the Purchase Order.
3. All prices submitted are to be F.O.B. Destination, Freight Pre-Paid, and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.
4. Include freight in all proposed pricing. If an item's freight charges vary due to weight and volume, the merchandise must be shipped prepaid with the freight charged added to the invoice as a separate line item. Freight charges must be quoted to the agency prior to any purchase order being issued by the participating agency.
5. Invoice and ship all items directly to CPC's participating agencies. A packing slip will be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. Participating agencies shall be notified of an anticipated availability date, within three (3) business days of receipt of order.
6. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Vendor.
7. All products must be 100% guaranteed. Any product which is damaged, found to be defective, or does not perform to the end-user's expectations must be replaced at the Vendor's expense including all shipping/delivery charges. If a participating agency receives the product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

H. Payment

1. Participating agencies using the resulting contract Agreement will make payments directly to the Vendor.
2. Payment terms will be defined by the Vendor in their response.
    a. Vendors are encouraged to offer payment terms through procurement card (P Card) services, if applicable. Payments shall be made after satisfactory performance, following all provisions thereof, and upon receipt of a properly completed invoice.
    b. Where a question of quality is involved, payment in whole or part against which to charge back any adjustment required shall be withheld at the direction of the participating agency. In the event a cash discount is stipulated, the withholding of payments, as herein described, will not deprive the participating agency of taking such a discount.
    c. Payments for the used portion of inferior delivery will be made by the participating agency on an adjusted price basis.
3. The Vendor will submit invoices to the participating agencies clearly stating, "Per CPC Contract". The shipment tracking number or pertinent information for verification shall be made available upon request.
4. Participating Agencies will follow M.S. §471.425 regarding prompt payment of local government bills.

I. Advertising and Marketing

1. The Vendor will provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies.
2. The Vendor will be able to assist in developing marketing materials that support the contract.
3. The Vendor will provide a comprehensive training and support program on the operation and use of the contract agreement to all applicable personnel. The services offered must be appropriate and adequate to ensure a successful contract agreement.
4. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

5. Upon award and completion of the Vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership through various marketing channels. Contracts will also be promoted at applicable trade shows, conferences, and meetings.

V. Timeline

Date/Time	Event
August 7, 2024	Publication of Instructional Materials & Classroom Supplies
August 21, 2024 at 10:30 a.m. CT	Non-Required Conference Call
September 9, 2024 at 4:00 p.m. CT	**Question Deadline**
September 17, 2024 at 1:00 p.m. CT	**Deadline for Submission**
September 25, 2024	Contact Supplier/Award(s) Made
October 1, 2024	Initial Start of Contract Term

VI. Non-Required Conference Call

A virtual conference will be held allowing Suppliers to ask questions, concerns and/or issues they may have relating to the solicitation. Those participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace, when applicable. The conference call will not be recorded. To attend:

Online:

https://us02web.zoom.us/j/83059292122?pwd=ZIhhjIiF8ZwL1eIywv08HwahgU8njx.1.

Dial-in:

Number: 309 205 3325 **Meeting ID**: 830 5929 2122 **Passcode:** 978272

VII. Method of Award

This solicitation will be evaluated based on the following combined factors. No single factor will determine the final award decision.

	Points Available
Minimum Qualifications	Pass/Fail
Technical Proposal	315
Pricing Proposal	385
Total Points	**700**

As a part of the process of determining responsible respondents, CPC may request reports that describe the financial soundness of your organization. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

Best and Final Offer (BAFO): CPC may request a BAFO if additional information or modified terms are necessary for the evaluation committee to complete its evaluation and ranking. CPC will set a date and time for the submission of BAFO proposals. The BAFO will be limited to specific sections of the RFP or proposal identified by CPC. A BAFO will not be used solely to reduce pricing. If a BAFO is requested, all short-listed Vendors or, if the short-list process is not used, all qualified Vendors will be provided an opportunity to submit a modified response. Only one BAFO request will be issued by CPC. The information received from the BAFO will be used by the evaluation committee to re-rank the Vendors. If a Vendor does not submit a BAFO proposal or a notice of withdrawal, the Vendor's previous proposal is considered the Vendor's BAFO. CPC reserves the right to proceed directly to negotiations with the highest ranked proposers immediately following the initial submission and evaluation of proposals.

Contract Development: Following the final evaluations and contract negotiations, CPC will develop a Master Contract Agreement with the most highly qualified Vendor(s). If a satisfactory contract cannot be developed with the most highly qualified Vendor(s) the second most qualified Vendor(s) may then be approached to develop a contract.

Solicitation Debriefing: An unsuccessful Vendor may request a debriefing to be scheduled with CPC after the solicitation process has been completed and a Master Contract Agreement with the awarded Vendor(s) has been executed. A debriefing is a learning opportunity for the unsuccessful Vendor to learn about the solicitation process and what measures of their response could be improved. Vendors will not be debriefed on how their response compared to other responding Vendors.

VIII. Solicitation and Submittal Procedures

Public Purchase: All solicitations can be found on Public Purchase (www.publicpurchase.com). Public Purchase is an easy-to-use platform that provides Vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit a response to the solicitation. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

Submission of Proposals: It is the responsibility of the Vendor to be certain that the proposal being submitted has been uploaded to Public Purchase by the submission deadline, as described in the solicitation. All the responses to the solicitation must be included in the uploaded documents. CPC does not consider any information submitted in the General Notes section of Public Purchase when evaluating. All proposals must be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the submission deadline, the Public Purchase system will not accept the proposal. If any issues occur during the upload of the proposal, Vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. The data included in the submission will not be password protected. Hardcopy proposals are invalid and will not receive consideration.

Document Title	How to Submit
1 RFP **2 General Terms and Conditions**	Retain for your records.
3 Questionnaire – Name of Company	**Provided as a Word document.** **Submit as one (1) PDF.** Include certifications, if applicable.
4 Forms & Signatures – Name of Company	Provided as PDF. **Submit as one (1) PDF, with signatures.**
5 Pricing Schedule – Name of Company	Provided as Excel document. **Submit as Excel document.**
6 Certificate of Insurance (COI) – Name of Company	**Respondent to submit as PDF.**

Questions: Requests for additional information or questions shall be asked via Public Purchase for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions asked by the question deadline.

Addenda: Addenda are written instruments issued by CPC which modify or interpret the solicitation documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically through Public Purchase; being logged and tracked within the system. If such confirmation is not received, the Vendor may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and Suppliers shall not rely upon such interpretations, corrections, and changes. No answers to questions or addenda will be

issued later than seven (7) business days prior to the submission deadline, except an addendum withdrawing the proposal or one which includes postponement of the submission deadline.

Correction of RFP Documents: Upon examination of the solicitation, Vendors shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, no later than seven (7) business days prior to the solicitation submission deadline. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum.

Late Submittals: Submittals will not be allowed to be submitted or uploaded after the due date and time set by CPC. It is the respondent's responsibility to ensure that submittals are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or canceled by the Vendor for a period of one hundred twenty (120) days following the submission deadline of the proposal, as each Vendor so agrees in submitting a proposal. Prior to the submission deadline, any proposal submitted may be modified or withdrawn within Public Purchase. Withdrawn proposals may be resubmitted within Public Purchase prior to the submission deadline provided that they are in full conformance with this solicitation.

Rejection of Any or All Proposals: CPC reserves the right to reject any, and all bids/proposals, to waive any informality, or to accept/reject any items listed in the pricing schedule in the best interest of CPC and its participating agencies.

Opening of Proposals (Opening Record): Proposals that have been submitted on time will be opened after the submission deadline. An opening record of the proposals received will be made available.

IX. Solicitation Terms and Conditions

Performance Bond *(for construction and/or installation related projects)*: As defined by state statute, performance bonds will be required on all projects valued great than:

1. One hundred seventy-five thousand dollars ($175,000) or more in Minnesota;
2. Fifty thousand dollars ($50,000) or more for educational agencies and two hundred thousand ($200,000) or more for municipalities in North Dakota;
3. One hundred thousand dollars ($100,000) or more for public improvement in South Dakota; or
4. Otherwise requested by the participating agency.

All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.

The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.

The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to CPC via email (info@purchasingconnection.org). The Vendor will be responsible for providing CPC with a copy of all contracts and bonds in accordance with CPC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.

It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. Payment will not be issued for any project for which the required bonds have not been received.

With said construction-based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e. project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed because of the Master Agreement is exclusively between the Vendor and the participating agency. CPC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

Certificate of Insurance: The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent electronically to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: $1,000,000 each occurrence, $500,000 annual aggregate
2. Automobile Liability: $1,000,000 each occurrence
3. Workers Compensation: $100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. **The Vendor must provide the COI with their submission.**

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, the scope of work, and specifications contained in the solicitation. The Vendor acknowledges that the Contract Offer and Award binds the party to all terms and conditions stated in the proposal.

Notification of Intent to Award: An award notification will be made as outlined in the Timeline. The actual award is subject to approval by the CPC Board of Directors and the successful negotiation of a mutually acceptable Master Contract Agreement.

Contract Term: The term of the contract resulting from this RFP will be from October 1, 2024 through September 31, 2026. The contract may be extended for one (1) additional 24-month period, based on successful performance. CPC may grant an extension under certain criteria and conditions. CPC evaluates and reviews all contract agreements. CPC has established a set of performance criteria that will be used in the Supplier evaluation. Performance criteria may include:

1. Contract start-up and communication
2. Partnership responsiveness with CPC
3. Participating agencies evaluation(s)
4. Volume, sales, and competitiveness
5. Marketing

Administrative Fee: The Vendor will be required to pay a two (2.0%) percent administrative fee on the total sales price of all purchases shipped and billed to participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the solicitation, continuing support of the contract, and marketing the contract to participating and potential agencies. Administrative fees shall be paid to CPC quarterly, within 20 business days after the end of each fiscal quarter.

Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form prior to ACH payment.

Sales Reports Required of the Vendor: The Vendor will provide CPC with a quarterly report listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies, the administrative fee calculations, and the correlating savings incurred by participating agencies. CPC may also request reports on commonly purchased items or top-selling items to create or update a market basket or core list of commonly purchased items. All reports must be submitted in MS Excel within 20 business days after the end of each fiscal quarter, (see Appendix A) listing the following information:

1. Name of purchasing agency
2. Address of purchasing agency (city, state, zip code)
3. Date of purchase
4. Invoice number
5. Amount of purchase
6. Administrative fee generated by the sale
7. Savings generated by the sale

X. Appendix A: Sales Report Template

CPC operates on a fiscal year (July through June). The Vendor will receive a sales report template like that shown below. Fiscal quarters are outlined as:

July – September
October – December
January – March
April – June

Vendor Name
April - June 20XX Sales Report

Purchasing Agency	City	State	Zip	Date of Purchase	Invoice Number	Invoice Amount Total USD	Administrative Fee	Member Savings Generated
						$ -	$ -	$ -

General Terms & Conditions

The Cooperative Purchasing Connection (CPC) may make amendments to the General Terms and Conditions when CPC determines that such amendments are in the best interest of its participants. All amendments will be agreed upon between the Parties. Submittals by a Supplier certify that they have read the General Terms and Conditions and understand that they apply to all purchases under the resulting contract(s).

Alcoholic Beverages, Substance Use, and Weapons: A Supplier shall not permit its personnel or any subcontractor to possess upon school property any alcoholic beverages, illicit/non-prescribed drugs, tobacco products, or weapons. All personnel must follow all local substance rules and conduct (dress code, language, parking, etc.) policies while on school premises. Any actions involving, or possession of, any of the aforementioned items while on school property may cause a cancellation of any Agreement, at no cost to CPC and its participating SFAs. Criminal charges may apply.

Assignees, Mergers, Dissolution and Successors: If the original vendor partner sells or transfers all assets or the entire portion of the assets used to perform this contract, the Offeror agrees that during the term of the contract, it will adhere to the terms and provisions of said contract. The parties will be bound by and inure to the benefits of the successors and the respective parties involved. CPC reserves the right to recommend approval, acceptance, or rejection of the new party. A simple change of name agreement will not change the contractual obligations of the Vendor Partner.

Assignment: Any contract awarded under the conditions of this solicitation shall be for the use of organizations eligible for participation. Any eligible agency may participate (piggyback) with this contract at its discretion, with the consent of the Supplier. The Supplier must seek approval from CPC before utilizing the contract with another eligible agency. CPC has partnerships with consortiums across the United States. CPC will work with the Supplier to make such connections should the Supplier want to piggyback the contract as a vehicle for additional sales. All requirements of this solicitation will apply to all participating eligible agencies. Agencies participating in this contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold CPC harmless from any disputes, disagreements, or actions which may arise as a result of using this contract.

Audit: Under applicable law, the Supplier will agree that members of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will ask participating agencies for invoices showing purchases from the Supplier. The Supplier will agree to provide verifiable documentation of all purchases made by said agencies and will make every reasonable effort to resolve discrepancies fairly and equitably to the satisfaction of both CPC and the Supplier. CPC will require a refund to the agencies involved if any difference in price is found and will also require payment of any administrative fees due resulting from sales that were not listed on the sales report(s). CPC will give at least five (5) calendar days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Supplier: The Respondent(s) chosen by CPC to provide goods and/or services to participating.

Awards: Awards will be made with reasonable promptness and by written notice to the successful Supplier; solicitation responses are considered to be irrevocable for a period of one hundred twenty (120) days following the solicitation opening unless expressly provided for to the contrary in the solicitation and may not be withdrawn during this period without the express permission of CPC.

1. Awards shall be made to the Supplier whose offer(s) constitutes the lowest responsive price offer (or lowest responsive price offer on an evaluated basis) for the item(s) in question or the solicitation as a whole, at the

option of CPC. CPC reserves the right to determine those offers which are responsive to the solicitation, or which otherwise serve its members' best interests.

2. CPC reserves the right, before making an award, to initiate investigations as to whether or not the materials, equipment, supplies, qualifications or facilities offered by the Supplier meet the requirements outlined in the proposal and specification and are ample and sufficient to ensure the proper performance of the contract in the event of an award. If upon such examination it is found that the conditions of the proposal are not complied with or that articles or equipment proposed to be furnished do not meet the requirements called for, or that the qualifications or facilities are not satisfactory, CPC may reject such offer. It is distinctly understood, however, that nothing in the foregoing shall mean or imply that it is obligatory upon CPC to make any examinations before awarding a contract; and it is further understood that if such examination is made, it in no way relieves the Supplier from fulfilling all requirements and conditions of the contract.
3. Qualified or conditional offers which impose limitations of the Supplier's liability or modify the requirements of the solicitation, offers for alternate specifications, or which are made subject to different terms and conditions than those specified by CPC may, at the option of the CPC, be:
    a. Rejected as being non-responsive, or
    b. Set aside in favor of the CPC's terms and conditions (with the consent of the respondent), or
    c. Accepted, where CPC determines that such acceptance best serves the interests of participating agencies and CPC.

   Acceptance or rejection of alternate or counteroffers by CPC shall not constitute a precedent that shall be binding on successive solicitations or procurements.
4. CPC reserves the right to determine the responsibility of any Supplier for a particular procurement.
5. CPC reserves the right to reject any responses in whole or in part, to waive technical defects, irregularities, and omissions, and to consider past performance of the offeror wherein its judgment the best interests of participating agencies will be served by so doing.
6. CPC reserves the right to make awards by items, group of items or on the total low response for all the items specified as indicated in the detailed specification unless the Supplier specifically indicates otherwise in their response.
7. Preference may be given to responses on products raised or manufactured in the state, other things being equal.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the Supplier submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the Supplier submitting the proposal to be trade secret data must be marked "proprietary and confidential." Should a challenge occur to said Supplier's designation of data as "proprietary and confidential," the Supplier shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any Supplier regarding their designation of data as "proprietary and confidential." CPC designates the sales reports and administrative fee data, references in this solicitation, as confidential. Therefore, under no circumstances, release this data to any entity other than CPC. CPC, however, is a government entity, is required to, upon request of any individual organization; make this information available to the person(s) requesting to contact the CPC department.

Costs of Preparation: All costs associated with the preparation, development, or submission of a response or other offers will be borne by the Supplier. CPC will not reimburse any Supplier for such costs.

Default Contract: The resulting contract shall be the default contract. All participating agencies' purchases will receive the pricing described in this contract and CPC will receive credit for those purchases made by participating agencies.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of CPC's commodity-based contracts. A Supplier does not have to have an e-commerce site to be included in Express. Express offers integration into two (2) of the main K-12 school financial systems in Minnesota. CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. CPC will work with the Supplier to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express promptly as outlined in the solicitation.

Entire Agreement: The Master Contract Agreement, shall constitute the entire and exclusive agreement between CPC and any Supplier receiving an award. In the event of any conflict between the bidder's standard terms of sale, these conditions or more specific provisions contained in the solicitation shall govern.

1. Each proposal will be received with the understanding that the acceptance, in writing, by contract or purchase order by the participating agency of the offer to do work or to furnish any or all the materials, equipment, supplies or services described therein shall constitute a contract between the Supplier and the participating agency. This shall bind the Supplier to furnish and deliver at the prices following the conditions of the said accepted proposal and detailed specifications and the participating agency to pay for at the agreed prices, all materials, equipment, supplies, or services specified and delivered. A contract shall be deemed executory only to the extent of funds available for payment of the amounts shown on purchase orders issued by the participating agency to the Supplier.
2. No alterations or variations of the terms of the contract shall be valid or binding unless submitted in writing and accepted by CPC. All orders and changes thereof must originate from the participating agencies: no oral agreement or arrangement made by a contractor with an agency or employee will be binding on CPC and may be disregarded.
3. Contracts will remain in force for the contract period specified or until all articles or services ordered before date of termination shall have been satisfactorily delivered or rendered and accepted and thereafter until all terms and conditions have been met, unless
    a. Terminated prior to the expiration date by satisfactory delivery against orders of entire quantities, or
    b. Extended upon written authorization of CPC and accepted by the Supplier, to permit ordering of the unordered balances or additional quantities at the contract price following the contract terms, or
    c. Canceled by CPC following other provisions stated herein.
4. It is mutually understood and agreed that the Supplier shall not assign, transfer, convey, sublet or otherwise dispose of this contract or his right, title or interest therein, or his power to execute such contract, to any other person, company or corporation, without the previous consent, in writing, of CPC.
5. If subsequent to the submission of an offer or issuance of a purchase order or execution of a contract, the Supplier shall merge with or be acquired by another entity, the contract may be terminated, except as a corporate resolution prepared by the Supplier and the new entity ratifying acceptance of the original bid or contract terms, condition, and pricing is submitted to CPC, and expressly accepted.

Federal Uniform Guidance: By entering a contract, the Supplier agrees to comply with all applicable provisions of Title 2, Subtitle A, Chapter II, Part 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards contained in Title 2 C.F.R. § 200 et. seq. (See Supplier Forms and Signatures).

Fiscal Year: a fiscal year is defined as July 1 through June 30 of the following calendar year. The fiscal quarters end on September 30, December 31, March 31, and June 30.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public enemy; pandemics; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic

eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

A Supplier requesting relief under this provision must adhere to the following conditions prior to the price of any product being adjusted:

1. A formal, written request for a price increase must be submitted by the Manufacturer to CPC prior to the price change taking effect. CPC must approve the request. The request will include the Force Majeure cause substantiating the reason the relief is being requested.
2. Adequate documentation to substantiate the request must be included.
3. Failure to comply with provisions of the Force Majeure shall be cause for a request to be denied.

Governing Law: This resulting contract award shall be interpreted and construed in accordance with and governed by the laws of the State of Minnesota.

Governing Venue: The resulting contract award shall be deemed to have been made and performed in Otter Tail County, Minnesota. All legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Otter Tail County, Minnesota.

Hold Harmless: All parties agree to hold the other harmless from any claims and demands of participating agencies which may result from the negligence of the other in connection with their duties and responsibilities under this agreement unless such action is a result of intentional wrongdoing of the other party.

Leasing and Rental Agreements: The Supplier may allow participating agencies to enter into a rental, lease, or lease-purchase agreements, providing such agreements comply with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Supplier and the participating agency. The Supplier agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Supplier should attempt to work with CPC's current leasing Supplier. Note, the current leasing Supplier may require a minimum purchase amount to begin the leasing process. Should the Supplier be required to utilize their own financial leasing company, this should be noted/requested as an exception.

Minority and Women-Owned Business: CPC intends to undertake every effort to increase the opportunity for utilization of minority and women-owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the Supplier agrees to use their best effort to carry out this intent and ensure that minority and women-owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. CPC desires to promote wherever possible equitable opportunities for minority and women-owned businesses to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the Supplier each quarter. Those agencies not renewing their participation must not receive CPC agency pricing/discounts.

Notices: Notices permitted or required to be given hereunder shall be deemed sufficient if given by written email addressed to the following recipients of the parties, or at such other addresses as the respective parties may designate by like notice from time to time. Notices so given shall be effective upon (a) receipt by the party to which notice is given. Notices shall be sent to info@purchasingconnection.org.

Patent Indemnification: The Supplier agrees to hold harmless CPC, its successors, assigns, customers and the users of its products from any liability of any nature or kind for use of any copyrighted or copyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of the contract agreement, for which the contractor is not the patentee, assignee or licensee.

Participating Agency: A participating agency shall be defined in accordance with the Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that the entity is required to follow state and local procurement regulations.

Party: The name given to either organization who enters into a contractual agreement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day before the opening of proposals. A protest shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Protests of an award will only be accepted by Suppliers who have submitted a response to the solicitation. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed. Should such a protest reach arbitration and result in a loss, the Supplier will be borne to all costs, including CPC's legal fees. Protests shall include the following:

1. Name, address and telephone number of protester;
2. Original signature of the protester or its representative;
3. Identification of the solicitation by RFP number;
4. A detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested; and
5. Any protest review and action shall be considered final with no further formalities being considered.

Relationship of Parties: No contract agreement resulting from this solicitation shall be considered a contract of employment. The relationship between CPC and the Supplier is one of the independent contractors each free to exercise judgment and discretion concerning the conduct of their respective businesses. The parties do not intend the proposed contract agreement to create or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this solicitation, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to this solicitation.

Rights and Obligations Upon Termination: Termination of the resulting contract award shall not release the party from the obligation to make payment of all amounts due and payable. Regardless of the cause, the Supplier must refrain from any activity which will create a negative relationship between participating agencies and CPC. Notification of termination to participating agencies shall not be made by the Supplier unless written approval has been received from CPC or its designee. Said approval shall include, but not be limited to, the content of the notice, it's structure and timing. This will remain in effect for 60 days post-termination. When failure is deemed by the other party to be the result of willful and wanton negligence, it may result in a civil action against the first party. The Supplier will continue to provide warranty and product support as specified in their proposed response to the solicitation or by the manufacturer, whichever is greater, on all services purchased by participating agencies during the contract term. Upon termination, any website references and/or email accounts, created by either the Supplier or CPC and designed to promote the contract agreement resulting from this solicitation shall be terminated within 48 hours of the termination.

Risk of Loss: Regardless of F.O.B., the Supplier agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur before delivery, and such loss or destruction shall not release the Supplier from any obligation hereunder.

Safety Data Sheet (SDS): Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance safely, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures. SDS documentation must accompany all deliveries when required by federal, state, and local laws.

Sales Tax: Sales and other taxes shall not be included in the prices quoted. The Supplier will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each participating agency is responsible for verifying the tax-exempt status to the Supplier. When ordering, participating agencies must indicate that they are tax-exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Supplier resulting from this solicitation.

Severability: If any of the terms of this solicitation conflict with any rule of law or statutory provision or otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from this agreement, but such invalidity or unenforceability shall not invalidate any of the other terms of this agreement, and this agreement shall continue in force, unless the invalidity or unenforceability of any such provisions hereof does substantial violence to, or where the invalid or unenforceable provisions compromise an integral part of or are otherwise inseparable from, the remainder of the resulting agreement.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the specification prohibits substitution, Suppliers are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Supplier's letterhead attached to the pricing form. Suppliers shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination: CPC reserves the right to terminate this contract, without penalty or recourse, in whole or in part, whereas termination is in the best interest of the participating agencies. The Parties may terminate the Agreement without cause by mutual written consent or by either Party with a minimum of 60 days written notice. The Supplier will not accept any new orders after the termination date specified in the notice. Participating agencies will only be required to pay the Supplier for goods and services delivered before termination and not otherwise returned

following the Supplier's return policy. If the participating agency has paid the Supplier for goods and services not yet provided as of the date of termination, the Supplier shall immediately refund such payment(s). Any termination shall not affect projects that are in progress or in receipt of a purchase order (PO) at the time the termination is received. The Supplier shall be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the termination. The Supplier will not be reimbursed for any anticipated profit. CPC reserves the right to cancel, or suspend the use thereof, any contract resulting from this solicitation upon any one of the following events with the Supplier:

1. Voluntary or involuntary bankruptcy or insolvency;
2. Failure to remedy a material breach to the terms and conditions of this solicitation;
3. Receipt of written information from any authorized agency finding activities the Supplier engaged in according to this solicitation to violate the law.

Termination for Default: If either Party is in default under this contract, it shall have an opportunity to cure the default within the time indicated, 10 business days, after it is given written notice of default to the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party shall have 10 business days to provide a satisfactory response. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement shall not constitute a waiver of any of the parties' rights hereunder. CPC reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Supplier, or if the Supplier fails to comply with any contract terms and conditions or fails to provide adequate assurances of future performance.

In the event of termination for cause, CPC and its participating agencies shall not be liable to the Supplier for any amount of supplies or services not accepted, and the Supplier shall be liable to CPC and its participating agencies for any and all rights and remedies provided by law. If it is determined that CPC improperly terminated this contract for default, such termination shall be deemed a termination for convenience. CPC will issue written notice to the Supplier for acting or failing to act in any of the following:

1. The Supplier provides material that does not meet the specifications of the contract;
2. The Supplier fails to adequately perform the services set forth in the specifications of the contract;
3. The Supplier fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Supplier fails to make progress in the performance of the contract and/or gives CPC reason to believe that the Supplier will not or cannot perform to the requirements of the contract;
5. The Supplier fails to observe any of the terms and conditions of the contract.

Termination for Non-Appropriation: Any individual participating agency's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the participating agency's governing board and/or it's State Legislature. Such termination will be affected by sending fifteen (15) days written notice to the Supplier. The participating agency's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Supplier and shall be final.

Tri-State Area: Defined as the three states participating in CPC (Minnesota, North Dakota and South Dakota) and their participating agencies.

Supplier Orientation (CPC 101): The Supplier and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Supplier and resellers/sub-contractors on

the purpose and nature of CPC. The Supplier will not be marketed to participating agencies until they have completed the Supplier orientation session.

Waiver: No failure by either party to take any action or assert any right hereunder shall be deemed to be a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

Revised 09/2023

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:
1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: _____

Company Address: _____

City, State, Zip code: _____

Website: _____

Phone: _____

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager			
Sales Manager			
Marketing Manager			
Customer Service Manager			
Account Manager(s)			

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Click or tap here to enter text.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _____ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _____ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. **Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).**

Click or tap here to enter text.

2. **Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).**

Click or tap here to enter text.

3. **Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.**

Click or tap here to enter text.

4. **Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.**

Click or tap here to enter text.

5. **Describe your experience and sales approach your company will take with participating public agencies.**

Click or tap here to enter text.

6. **Provide any additional information relevant to this section.**

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Click or tap here to enter text.
Service/Product Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Reference #2 – Company Name	Click or tap here to enter text.
Service/Product Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Reference #3 – Company Name	Click or tap here to enter text.
Service/Purchase Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Click or tap here to enter text.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

Click or tap here to enter text.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

Click or tap here to enter text.

4. **Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.**

Click or tap here to enter text.

5. **Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.**

Click or tap here to enter text.

6. **Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.**

Click or tap here to enter text.

7. **Describe your company's contract implementation or customer transition plan.**

Click or tap here to enter text.

8. **Describe your company's experience and ability to work with punch-out and cXML marketplace systems.**

Click or tap here to enter text.

9. **Provide any additional information relevant to this section.**

Click or tap here to enter text.

Products, Service & Pricing

1. **Indicate the level of support your company will offer on this contract category.**

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. **Describe how participating agencies will verify they are receiving contract pricing.**

Click or tap here to enter text.

3. **Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.**

Click or tap here to enter text.

4. **Describe your warranty and warranty process for all products and services.**

Click or tap here to enter text.

5. **Describe the return process and restocking fees associated with a return.**

Click or tap here to enter text.

6. **Describe any promotional opportunities on top of contract pricing that might be available.**

Click or tap here to enter text.

7. **Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.**

Click or tap here to enter text.

8. **Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.**

Click or tap here to enter text.

9. **Describe how future product introductions will be priced and align with contract proposed pricing.**

Click or tap here to enter text.

10. **Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

Click or tap here to enter text.

11. **Provide any additional information relevant to this section.**

Click or tap here to enter text.

Value Add

1. **Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.**

Click or tap here to enter text.

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

Click or tap here to enter text.

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

Click or tap here to enter text.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name _____ **Date** _____

Address _____ **City, State, Zip** _____

Contact Person _____ **Title** _____

Authorized Signature _____ **Title** _____

Email _____ **Phone** _____

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency _____ **Authorized Signature** _____

Name _____ **Title** _____

Awarded this _____ **day of** _____ **Contract #** _____

Contract/Agreement to Commence _____

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name _____ **Authorized Signature** _____

Full Name _____ **Title** _____

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Supplier Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

1 - **Catalog Discounts**
2 - **Price Schedule**
3 - **Services**
4 - **Volume Discounts**

1 - Catalog Discounts - ***required***

Complete the Catalog Discount columns for Items in a Commerically Available Catalog.

2 - Price Schedule - ***required***

Input the Net Effective Bid Price and respective information for all line items in the entire catalog. Create a separate spreadsheet for each catalog. Alternatively, you may upload separate spreadsheets as long as they contain the minimum information as described in the Price Schedule Instructions.

3 - Services - ***optional***

Submit pricing for Services that might be available.

4 - Volume Discounts - ***optional***

Submit all volume discounts that might be available.

Instructions. Complete the Catalog Discount columns for Items in a Commerically Available Catalog. This is an **REQUIRED**

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

No.	Grouping of Discount	Discount Offered for This Grouping	Comments
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
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31			
32			
33			
34			

2 - Price Schedule

INSTRUCTIONS: Input the Net Effective Bid Price and respective information for all line items in the entire catalog. Create **a separate spreadsheet for each catalog**. Alternatively, you may upload separate spreadsheets as long as they contain this minimum information: 1. The name and brief description of the product, including the manufacturer (if applicable), 2. The current price of the item at the bid due date, 3. The discount percentage offered for this bid, 4. The final price after the bid discount. Please be sure to set the 'Print Area' PRIOR to submitting your bid response.

NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the Catalog Discounts tab. Failure to have price correspond may be cause for rejection of your offer.

Tab 2 OR Vendor created spreadsheets with the information listed in the instructions is REQUIRED for a complete response.

Responding Company's Name:

Catalog Name:

No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1											1
2											2
3											3
4											4
5											5
6											6
7											7
8											8
9											9
10											10
11											11
12											12
13											13
14											14
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48											48
49											49
50											50
51											51
52											52
53											53
54											54
55											55
56											56
57											57
58											58

No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
59											59
60											60
61											61
62											62
63											63
64											64
65											65
66											66
67											67
68											68
69											69
70											70
71											71
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122											122
123											123
124											124
125											125
126											126
127											127
128											128
129											129
130											130
131											131
132											132

No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
133											133
134											134
135											135
136											136
137											137
138											138
139											139
140											140
141											141
142											142
143											143
144											144
145											145
146											146
147											147
148											148
149											149

3 - Services

Instructions. Complete the tables below for the following services. This is an **OPTIONAL** form.

Responding Company's Name:

Professional Services

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
Design			#DIV/0!			
Project Management			#DIV/0!			
Reconfiguration			#DIV/0!			
Dock Delivery			#DIV/0!			
Inside Delivery			#DIV/0!			
Training			#DIV/0!			
			#DIV/0!			

Installation/Assembly [Labor]

*Prevailing wage projects/installations are subject to higher hourly rates/charges. Prevailing wage rates change by MN county. Participating agencies are required to notify the Vendor if prevailing wages are required (state/federal funding as part or all of the project/purchase).

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
Min. Hourly Rate - Regular Hours			#DIV/0!			
Max. Hourly Rate - Regular Hours			#DIV/0!			
Not to Exceed Hourly Rate - Regular Hours			#DIV/0!			
Min. Hourly Rate - Evening			#DIV/0!			
Max. Hourly Rate - Evening			#DIV/0!			
Not to Exceed Hourly Rate - Evening			#DIV/0!			
Min. Hourly Rate - Weekend/Holidays			#DIV/0!			
Max. Hourly Rate - Weekend/Holidays			#DIV/0!			
Not to Exceed Hourly Rate - Weekend/Holidays			#DIV/0!			

Other Services

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			

4 - Volume Discounts

Instructions. Complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area combining requirements. Please note this is an **optional form**.

Responding Company's Name:

OPTIONAL FORM

Catalog/Product	Describe Additional Discount Structure

Questions for Bid RFP #25.2 - Instructional Materials and Classroom Supplies

Question #1

Are school backpacks considered on this bid?

Aug 7, 2024 9:23:51 AM CDT
By: Unipak Corp. - unipak

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Archive

Aug 8, 2024 11:27:42 AM CDT
By: alohse

Question #2

Are Library Books for Early Learning considered part of this bid?

Aug 7, 2024 10:01:37 AM CDT
By: MT Library Services Inc. dba Junior Library Guild - jlgbids

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Archive

Aug 8, 2024 11:27:55 AM CDT
By: alohse

Question #3

Would library book subscription services for early learning be considered under this bid?

Aug 7, 2024 10:02:11 AM CDT
By: MT Library Services Inc. dba Junior Library Guild - jlgbids

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1

Aug 8, 2024 11:28:10 AM CDT
By: alohse

25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Archive

Question #4

Good morning,
Would lamination/binding Supplies and Equipment be a part of this solicitation?

Aug 8, 2024 8:30:48 AM CDT
By: ACCO Brands USA LLC - bidbase

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Archive

Aug 8, 2024 11:28:22 AM CDT
By: alohse

Question #5

We carry 70,000 titles, over 3 million volumes, which can all be viewed on our website. Do you want us to create a price schedule for all 70,000? Would you prefer a sample listing (if so, how many)? Or would you prefer a link to our online catalog?

Aug 8, 2024 8:33:20 AM CDT
By: Hertzberg-New Method, Inc. DBA Perma-Bound Books - permabound

Answers

The Vendor must complete Solicitation - 5 - 25.2 - Pricing Schedule for all categories of products available and labor/services offered in this solicitation. For Tab 2 - Price Schedule, we will accept a link to an online catalog provided pricing is visible.

Aug 8, 2024 11:28:48 AM CDT
By: alohse

Archive

Question #6

If we are an awarded vendor under AEPA CTE bid 022.5-B, is participation in this contract necessary?

Aug 8, 2024 3:10:20 PM CDT
By: Pitsco Education LLC - watsona

Answers

CPC's RFP #25.2 is separate from AEPA's solicitation process. It is the vendor's decision on whether or not to respond to CPC.

Aug 8, 2024 3:19:14 PM CDT
By: alohse

Archive

Question #7

Are whiteboards included in this bid?

Aug 9, 2024 7:23:14 AM CDT
By: Aarco Products, Inc. - aarco@ironfurnace.com

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a BROAD-LINE of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Aug 9, 2024 8:45:26 AM CDT
By: alohse

Archive

Question #8

Can Dealers be added to this bid?

Aug 9, 2024 9:09:45 AM CDT
By: Claridge Products and Equipment, LLC - claridge@ironfurnace.com

Answers

This is not intended to be a manufacturer level RFP.

Aug 9, 2024 1:39:08 PM CDT
By: alohse

Archive

Question #9

In Section II Solicitation Description on page 3 of Solicitation - 1 25.2, you mentioned instructional materials and classroom supplies. Can you please specify if Technology Equipment, particularly Interactive Flat Panels, PTZ Cameras, Mobile Stands, and Video Walls comes under this category?

Aug 9, 2024 12:49:24 PM CDT
By: Sufian Munir Inc. - clarybusiness

Answers

CPC currently has vendors in the technology and interactive technology categories. This RFP is for instructional and classroom supplies.

Aug 9, 2024 1:42:40 PM CDT
By: alohse

Archive

Question #10

Could you share any equipment lists that the cooperative focuses on? This information would help us align our offerings with the cooperative's needs.	Aug 9, 2024 12:52:51 PM CDT By: Sufian Munir Inc. - clarybusiness
Answers	
CPC does not have a specific equipment list. CPC contracts are used by our members for their purchasing needs. Archive	Aug 9, 2024 1:44:53 PM CDT By: alohse

Question #11

Is there a minimum discount required for this bid? Would a discount of 0% be accepted?	Aug 9, 2024 2:07:07 PM CDT By: Saddleback Educational, Inc. - sdlback
Answers	
While no minimum discount is required, CPC is looking for consortium level discounted pricing. A 0% discount is not acceptable. Archive	Aug 9, 2024 2:17:04 PM CDT By: alohse

Question #12

Are products that are purely digital and e-learning resources included in this bid, or is it limited to physical resources?	Aug 12, 2024 9:30:02 AM CDT By: Learn by Doing, Inc. - Albert.io
Answers	
CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work. Archive	Aug 12, 2024 2:25:25 PM CDT By: alohse

Question #13

On page 1 of Solicitation 1 I see the following: This solicitation will not include/accept stand-alone curriculum-based software and learning solutions. Is your definition of stand-alone "software that can be installed and run on a device and used offline"?	Aug 13, 2024 11:18:33 AM CDT By: SpecialNeedsWare Inc - OriLearningAEPA
Answers	
CPC is not accepting curriculum-based software and learning solutions that assesses a student's skills. CPC is looking for a broad line of instructional materials and classroom supplies. Archive	Aug 14, 2024 8:17:25 AM CDT By: alohse

Question #14

Are 3D printers, lasers, CNC routers or coding kits included in the STE(A)M items being requested?	Aug 20, 2024 9:13:26 AM CDT By: Palmer Hamilton LLC - NFoster
Answers	
CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line of instructional materials	Aug 20, 2024 4:21:36 PM CDT By: alohse

and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work.

Archive

Question #15

The owner of Therapro, Inc. remembers a time when there was a $2,500 upfront fee associated with becoming an awarded vendor. In the Instructions, only the 2% fee is mentioned. Want to verify that is the case.

Aug 21, 2024 3:05:28 PM CDT
By: Therapro, Inc. - Therapro

Answers

There is no upfront fee associated with becoming an awarded vendor.

Archive

Aug 22, 2024 9:52:09 AM CDT
By: mmattson1

Question #16

Who should be the certificate holder on the COI?

Aug 22, 2024 12:06:05 PM CDT
By: Cooperative Purchasing Connection - alohse

Answers

Please refer to Part 1, Section XI, Certificate of Insurance.

Archive

Aug 22, 2024 12:06:32 PM CDT
By: alohse

Question #17

What are the shipping terms?

Aug 22, 2024 12:07:03 PM CDT
By: Cooperative Purchasing Connection - alohse

Answers

Please refer to Part 1, Section IV, G. Freight & Delivery.

Archive

Aug 22, 2024 12:07:22 PM CDT
By: alohse

Question #18

There are document edits in the solicitation document vendors are meant to fill. Should those line edits be accepted and filled out?

Sep 4, 2024 7:21:34 AM CDT
By: Just Right Reader, Inc. - rfpjustrightreader

Answers

The intent of the solicitation documents are that they be viewed with no markups when opened in Microsoft Word. If your view of a Word document shows edits, those were from a previous version that are no longer required.

Archive

Sep 4, 2024 2:46:23 PM CDT
By: alohse

Question #19

Is professional development in conjunction with a supplemental curriculum accepted?

Sep 4, 2024 7:22:24 AM CDT
By: Just Right Reader, Inc. - rfpjustrightreader

Answers

CPC is seeking to collaborate with a Vendor(s) to purchase from a broad-line

Sep 4, 2024 2:39:18 PM CDT
By: alohse

of instructional materials and classroom supplies. Please refer to Section II Solicitation Description on page 3 of Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies. Vendors are encouraged to use their discretion in determining how their products fit within the scope of work. This solicitation will not include/accept stand-alone curriculum-based software and learning solutions.

Archive

View Bid

Customer Support: agencysupport@publicpurchase.com | Copyright 1999-2024 © | The Public Group, LLC. All rights reserved.

The Public | Group

From: Public Purchase
To: Amy Lohse
Subject: [External]Public Purchase - RFP #25.2 - Instructional Materials and Classroom Supplies Closed Notification
Date: Tuesday, September 17, 2024 1:00:08 PM

Amy Lohse:

The bid RFP #25.2 - Instructional Materials and Classroom Supplies has closed on Sep 17, 2024 1:00:00 PM CDT

To see more details on this bid go to

http://www.publicpurchase.com/gems/bid/bidView?bidId=190782

Thank you for using Public Purchase.

MK= 2Emozzwro9xMMiaO/3rNMw==
CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Notifications Report

Agency: Cooperative Purchasing Connection
Bid Number: 190782
Bid Title: Instructional Materials and Classroom Supplies

Vendor Name	State	Invitation	Date	Email	Reason
314 Easy Math,LLC	TX	Classification	2024-08-07 07:49:04	procurement@learnlounge.co	Bid Notification
9Fifteen Solutions	TX	Classification	2024-08-07 07:49:04	michele.klumb@smartstandingsolutions.	Bid Notification
9to5 Seating LLC	CA	Classification	2024-08-07 07:49:04	joni.stafford@9to5seating.com	Bid Notification
A & A Glove & Safety Co	NJ	Classification	2024-08-07 07:49:04	joe@aaglove.com	Bid Notification
A Pass Educational Group, LLC	MI	Classification	2024-08-07 07:49:04	nicole.quigley@apasseducation.com	Bid Notification
Aarco Products, Inc.	NY	Classification	2024-08-07 07:49:04	info@buyaarco.com	Bid Notification
Aarco Products, Inc.	NY	Classification	2024-08-09 07:45:26	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-09 12:39:10	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-09 12:42:42	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-09 12:44:55	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-09 13:17:07	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-12 13:25:26	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-14 07:17:28	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-20 15:21:37	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-22 08:52:10	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-22 11:06:34	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-08-22 11:07:23	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-09-04 13:39:20	info@buyaarco.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2024-09-04 13:46:25	info@buyaarco.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-07 07:49:04	info@alphabetletter.com	Bid Notification
Abecedarian ABC, LLC	TX	Classification	2024-08-12 13:25:26	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-14 07:17:28	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-20 15:21:37	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-22 08:52:10	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-22 11:06:34	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-08-22 11:07:23	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-09-04 13:39:20	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2024-09-04 13:46:25	info@alphabetletter.com	Bid Answer
AbleNet, Inc.	MN	Classification	2024-08-07 07:49:04	msagstetter@ablenetinc.com	Bid Notification
Academic Communication Associates, Inc	CA	Classification	2024-08-07 07:49:04	acom@acadcom.com	Bid Notification
Academy Global Learning	TX	Classification	2024-08-07 07:49:04	angeles@acgloballearning.org	Bid Notification
Accent Environments	ND	Classification	2024-08-07 07:49:04	curt.seed@accentenvironments.com	Bid Notification
ACCO Brands USA LLC	IL	Classification	2024-08-07 07:49:04	directbid@acco.com	Bid Notification
ACCO Brands USA LLC	IL	Classification	2024-08-08 10:27:43	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-08 10:27:56	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-08 10:28:12	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-08 10:28:22	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-08 10:28:51	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-08 14:19:16	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-09 07:45:27	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-09 12:39:10	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-09 12:42:42	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-09 12:44:55	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-09 13:17:07	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-12 13:25:26	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-14 07:17:28	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-20 15:21:37	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-22 08:52:10	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-22 11:06:34	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-08-22 11:07:23	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-09-04 13:39:20	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2024-09-04 13:46:25	directbid@acco.com	Bid Answer
ACE Educational Supplies	FL	Classification	2024-08-07 07:49:04	bids@ACEeducational.com	Bid Notification
ACT Education Corp.	IA	Classification	2024-08-07 07:49:04	proposals@act.org	Bid Notification
ACT Education Corp.	IA	Classification	2024-08-08 10:27:43	proposals@act.org	Bid Answer
ACT Education Corp.	IA	Classification	2024-08-08 10:27:56	proposals@act.org	Bid Answer
ACT Education Corp.	IA	Classification	2024-08-08 10:28:12	proposals@act.org	Bid Answer

ACT Education Corp.	IA	Classification	2024-08-08 10:28:23	proposals@act.org	Bid Answer
ACT Education Corp.	IA	Classification	2024-08-08 10:28:51	proposals@act.org	Bid Answer
ACT Education Corp.	IA	Classification	2024-08-08 14:19:16	proposals@act.org	Bid Answer
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ACT Education Corp.	IA	Classification	2024-09-04 13:46:25	proposals@act.org	Bid Answer
Active Parenting Publishers Inc	GA	Classification	2024-08-07 07:49:04	sales@appatlanta.com	Bid Notification
Actively Learn	WA	Classification	2024-08-07 07:49:04	noam@activelylearn.com	Bid Notification
Add2Payroll Inc	NY	Classification	2024-08-07 07:49:04	rfp@techejobs.com	Bid Notification
Advertising/Marketing/Strategic Planning, L	OR	Classification	2024-08-07 07:49:04	lpocan@pacinfo.com	Bid Notification
Affordable Furniture Solutions LLC	FL	Classification	2024-08-07 07:49:04	leonardjenkins@321furniture.com	Bid Notification
After School Products	CO	Classification	2024-08-07 07:49:04	sales@afterschoolproducts.com	Bid Notification
Agathos Laboratories, Inc.	CA	Classification	2024-08-07 07:49:04	sales@agathoslabs.com	Bid Notification
Agati, Inc	IL	Classification	2024-08-07 07:49:04	nhawkins@agati.com	Bid Notification
Aileron Consulting LLC	VA	Classification	2024-08-07 07:49:04	publicpurchase@aileronconsulting.com	Bid Notification
Al Jones Corporation	AZ	Classification	2024-08-07 07:49:04	Info@AltonJJones.com	Bid Notification
Alamo Classroom Solutions	TX	Classification	2024-08-07 07:49:04	pguzman@alamocrsolutions.com	Bid Notification
Aleph Objects, Inc.	CO	Classification	2024-08-07 07:49:04	sales@lulzbot.com	Bid Notification
ALERT-ALL CORP	PA	Classification	2024-08-07 07:49:04	JON@ALERTALL.COM	Bid Notification
Allied Plastics Co., Inc.	FL	Classification	2024-08-07 07:49:04	info@myalliedfurn.com	Bid Notification
Allied Plastics Co., Inc.	FL	Classification	2024-09-04 13:39:20	info@myalliedfurn.com	Bid Answer
Allied Plastics Co., Inc.	FL	Classification	2024-09-04 13:46:25	info@myalliedfurn.com	Bid Answer
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Allied Solutions	IN	Self Invited	2024-08-08 10:27:56	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-08 10:28:12	contracts@alliedsolutionenterprise.com	Bid Answer
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Allied Solutions	IN	Self Invited	2024-08-08 10:28:51	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-08 14:19:16	contracts@alliedsolutionenterprise.com	Bid Answer
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Allied Solutions	IN	Self Invited	2024-08-09 12:39:10	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-09 12:42:42	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-09 12:44:55	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-09 13:17:07	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-12 13:25:26	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-14 07:17:28	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-20 15:21:37	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-22 08:52:10	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-22 11:06:34	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-08-22 11:07:23	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-09-04 13:39:20	contracts@alliedsolutionenterprise.com	Bid Answer
Allied Solutions	IN	Self Invited	2024-09-04 13:46:25	contracts@alliedsolutionenterprise.com	Bid Answer
ALLNET USA	FL	Classification	2024-08-07 07:49:04	info@allnetusa.net	Bid Notification
Almond Consulting Group Inc	FL	Classification	2024-08-07 07:49:04	derrick.henry@almondconsulting.com	Bid Notification
Alpha Technologies USA Inc	DE	Classification	2024-08-07 07:49:04	gov.bids@alphait.us	Bid Notification
Alumni Classroom Furniture Inc.	ON	Classification	2024-08-07 07:49:04	jcampos@alumnicf.com	Bid Notification
American Eagle Inc.	MI	Classification	2024-08-07 07:49:04	bids@teachersdiscovery.com	Bid Notification
American International Sales Corp.	AZ	Classification	2024-08-07 07:49:04	info@aisale.com	Bid Notification
American Library Association	IL	Classification	2024-08-07 07:49:04	kcurl@ala.org	Bid Notification
AmTab Manufacturing Corporation	IL	Classification	2024-08-07 07:49:04	greg.swon@amtab.com	Bid Notification
Anatomage, Inc.	CA	Classification	2024-08-07 07:49:04	jacquelyn.caginia@anatomage.com	Bid Notification
Anchorage Medical Equipment & Supplies,	TX	Classification	2024-08-07 07:49:04	dgriffin@anchoragemedicalsupplies.com	Bid Notification
Andrea Communications LLC	NY	Classification	2024-08-07 07:49:04	cgarafola@andreacommunications.com	Bid Notification
Apogee Components, Inc.	CO	Classification	2024-08-07 07:49:04	purchaseorders@apogeerockets.com	Bid Notification

Applied Medical Technologies, Inc	NC	Classification	2024-08-07 07:49:04	mark@aircleansystems.com	Bid Notification
Arbordale Publishing	SC	Classification	2024-08-07 07:49:04	bids@arbordalepublishing.com	Bid Notification
Argyle Security	CA	Classification	2024-08-07 07:49:04	tclark@pdidet.com	Bid Notification
Art In History, Inc.	GA	Classification	2024-08-07 07:49:04	info@artinhistory.com	Bid Notification
Artco-Bell Corporation	TX	Classification	2024-08-07 07:49:04	chawkins@artcobell.com	Bid Notification
Asel Art Supply	TX	Classification	2024-08-07 07:49:04	tcicherski@aselart.com	Bid Notification
Ashva Systems Inc	CA	Classification	2024-08-07 07:49:04	sgurramcjsforce@gmail.com	Bid Notification
ASI Associates	MI	Classification	2024-08-07 07:49:04	collin@arborsci.com	Bid Notification
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 10:27:43	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 10:27:56	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 10:28:12	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 10:28:23	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 10:28:51	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-08 14:19:16	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-09 07:45:27	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-09 12:39:10	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-09 12:42:42	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-09 12:44:55	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-09 13:17:07	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-12 13:25:26	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-14 07:17:28	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-20 15:21:37	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-22 08:52:10	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-22 11:06:34	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-08-22 11:07:23	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-09-04 13:39:20	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-09-04 13:46:25	stevewalse85@gmail.com	Bid Answer
ATD-AMERICAN	PA	Classification	2024-08-07 07:49:04	cdinapoli@atd.com	Bid Notification
ATD-AMERICAN	PA	Classification	2024-08-07 07:49:04	cdinapoli@atd-american.com	Bid Notification
Athena Scholastic	FL	Classification	2024-08-07 07:49:04	Athenascholastic@gmail.com	Bid Notification
Atlas Commercial Products	CA	Classification	2024-08-07 07:49:04	kirwin@atlaschairs.com	Bid Notification
Audio Enhancement, Inc.	UT	Classification	2024-08-07 07:49:04	cheryl.burckhard@audioenhancement.c	Bid Notification
AUDIO VISUAL AIDS COMPANY	TX	Classification	2024-08-07 07:49:04	dblalock@audiovisualaids.com	Bid Notification
Audio Visual Innovations Inc.	FL	Classification	2024-08-07 07:49:04	lora.flanigan@avispl.com	Bid Notification
Auzmor	IA	Classification	2024-08-07 07:49:04	audra.j@auzmor.com	Bid Notification
Auzmor Inc	IA	Classification	2024-08-07 07:49:04	russell@auzmor.com	Bid Notification
AVIATE ENTERPRISES, INC.	CA	Classification	2024-08-07 07:49:04	sales@aviateinc.com	Bid Notification
AvMEDICAL, LLC.	TN	Classification	2024-08-07 07:49:04	quotes@avmedical.com	Bid Notification
B&H Total Office Solutions,Inc.	TX	Classification	2024-08-07 07:49:04	alan@bhofficesolutions.com	Bid Notification
B.E. Publishing	RI	Classification	2024-08-07 07:49:04	erin@bepublishing.com	Bid Notification
Bal's LLC	CA	Classification	2024-08-07 07:49:04	karan@balsits.com	Bid Notification
Baresque USA LLC	IL	Classification	2024-08-07 07:49:04	discover@botton-gardiner.com	Bid Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-07 07:49:04	businessdevelopmentbids@bn.com	Bid Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 10:27:43	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 10:27:56	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 10:28:12	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 10:28:23	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 10:28:51	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-08 14:19:16	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-09 07:45:27	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-09 12:39:10	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-09 12:42:42	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-09 12:44:55	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-09 13:17:07	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-12 13:25:26	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-14 07:17:28	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-20 15:21:37	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-22 08:52:10	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-22 11:06:34	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-08-22 11:07:23	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-09-04 13:39:20	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2024-09-04 13:46:25	businessdevelopmentbids@bn.com	Bid Answer
Barr's Furniture	CA	Classification	2024-08-07 07:49:04	barrsfurniture1963@yahoo.com	Bid Notification

Bay View Industries, Inc.	WI	Classification	2024-08-07 07:49:04	contracts@surfaceworks.us	Bid Notification
Benchmark Education Company LLC	NY	Self Invited	2024-08-22 08:52:10	dbuck@benchmarkeducation.com	Bid Answer
Benchmark Education Company LLC	NY	Self Invited	2024-08-22 11:06:34	dbuck@benchmarkeducation.com	Bid Answer
Benchmark Education Company LLC	NY	Self Invited	2024-08-22 11:07:23	dbuck@benchmarkeducation.com	Bid Answer
Benchmark Education Company LLC	NY	Self Invited	2024-09-04 13:39:20	dbuck@benchmarkeducation.com	Bid Answer
Benchmark Education Company LLC	NY	Self Invited	2024-09-04 13:46:25	dbuck@benchmarkeducation.com	Bid Answer
Bennetts Technologies Inc	CO	Classification	2024-08-07 07:49:04	Tamara@intlrn.com	Bid Notification
Benz Microscope Optics Center, Inc	MI	Classification	2024-08-07 07:49:04	benzmicroscope@aol.com	Bid Notification
Bernie's Photo Center, Inc.	PA	Classification	2024-08-07 07:49:04	bruce817@yahoo.com	Bid Notification
BESHEEK LLC	FL	Classification	2024-08-07 07:49:04	laileni@besheek.com	Bid Notification
Betis Group, Inc.	VA	Classification	2024-08-07 07:49:04	adam.green@betis.com	Bid Notification
BetterRhetor Resources LLC	AZ	Classification	2024-08-07 07:49:04	rbryant@better-rhetor.com	Bid Notification
Beyond Play LLC	CA	Classification	2024-08-07 07:49:04	custserv@beyondplay.com	Bid Notification
Bio Company Inc	MN	Classification	2024-08-07 07:49:04	info@biologyproducts.com	Bid Notification
Bio-Rad Laboratories, Inc	CA	Classification	2024-08-07 07:49:04	LSG.Bids.US@Bio-Rad.com	Bid Notification
BioFit Engineered Products limited Partner	OH	Classification	2024-08-07 07:49:04	visit@biofitcontracts.com	Bid Notification
BIT Direct, Inc	FL	Classification	2024-08-07 07:49:04	robert.daly@bitdirect.com	Bid Notification
Bitwise Industries	CA	Classification	2024-08-07 07:49:04	jprendergast@shift3tech.com	Bid Notification
Blackboard Inc.	DC	Classification	2024-08-07 07:49:04	tom.hippensteel@blackboard.com	Bid Notification
Bob Barker Company, Inc	NC	Classification	2024-08-07 07:49:04	bidnotices@bobbarker.com	Bid Notification
BoodsKapper Inc	TX	Classification	2024-08-07 07:49:04	bejoy@bob.ai	Bid Notification
BookNook Inc.	CA	Classification	2024-08-07 07:49:04	corporate@booknooklearning.com	Bid Notification
Booksource	MO	Classification	2024-08-09 12:39:10	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-09 12:42:42	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-09 12:44:55	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-09 12:57:03	bids@booksource.com	Bid Notification
Booksource	MO	Classification	2024-08-09 13:17:07	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-12 13:25:26	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-14 07:17:28	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-20 15:21:37	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-22 08:52:10	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-22 11:06:34	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-08-22 11:07:23	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-09-04 13:39:20	bids@booksource.com	Bid Answer
Booksource	MO	Classification	2024-09-04 13:46:25	bids@booksource.com	Bid Answer
Boundless Assistive Technology, LLC	OR	Classification	2024-08-07 07:49:04	cristian@boundlessat.com	Bid Notification
Brainchild	TX	Classification	2024-08-07 07:49:04	suzanne.pyburn@brainchild.com	Bid Notification
Bretford Manufacturing, Inc.	IL	Classification	2024-08-07 07:49:04	nhawkins@bretford.com	Bid Notification
Brigadoon Technology LLC	MS	Classification	2024-08-07 07:49:04	sstoner@brigadoontechnology.com	Bid Notification
Brighten Learning	CA	Classification	2024-08-07 07:49:04	joyce@innovations4education.com	Bid Notification
Brodart Co	PA	Classification	2024-08-07 07:49:04	connect@mybrodart.com	Bid Notification
Brodart Co.	PA	Classification	2024-08-07 07:49:04	supplies.quotes@brodart.com	Bid Notification
Brodart Co.	PA	Classification	2024-08-07 07:49:04	bookbids@brodart.com	Bid Notification
Brodart Co.	PA	Classification	2024-08-08 10:27:43	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-08 10:27:56	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-08 10:28:12	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-08 10:28:23	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-08 10:28:51	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-08 14:19:16	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-09 07:45:27	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-09 12:39:10	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-09 12:42:42	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-09 12:44:55	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-09 13:17:07	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-12 13:25:26	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-14 07:17:28	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-20 15:21:37	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-22 08:52:10	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-22 11:06:34	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-08-22 11:07:23	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-09-04 13:39:20	supplies.quotes@brodart.com	Bid Answer
Brodart Co.	PA	Classification	2024-09-04 13:46:25	supplies.quotes@brodart.com	Bid Answer
BSOFT LLC	KS	Classification	2024-08-07 07:49:04	rebecca.michele@bsoftusa.com	Bid Notification

Burlington English Inc.	FL	Classification	2024-08-07 07:49:04	melanie.f@burlingtonenglish.com	Bid Notification
Business Essentials	MN	Classification	2024-08-07 07:49:04	lquandt@orderbe.com	Bid Notification
Business Essentials	MN	Self Invited	2024-08-12 13:25:26	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-08-14 07:17:28	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-08-20 15:21:37	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-08-22 08:52:10	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-08-22 11:06:34	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-08-22 11:07:23	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-09-04 13:39:20	xsproule@orderbe.com	Bid Answer
Business Essentials	MN	Self Invited	2024-09-04 13:46:25	xsproule@orderbe.com	Bid Answer
Buy Rite	OH	Classification	2024-08-07 07:49:04	bwilliams.buyrite@gmail.com	Bid Notification
BuzzClan LLC	TX	Classification	2024-08-07 07:49:04	sachin@buzzclan.com	Bid Notification
C&H Government	WI	Classification	2024-08-07 07:49:04	smakovec@chdist.com	Bid Notification
C-Tech Associates Inc.	NJ	Classification	2024-08-07 07:49:04	mikeb@c-techtraining.com	Bid Notification
C.A.T. llc How Reading Works	MN	Classification	2024-08-07 07:49:04	lizzie@howreadingworks.com	Bid Notification
C2 Imaging LLC	MN	Classification	2024-08-07 07:49:04	sales@getvisualz.com	Bid Notification
Cadan Computers	MN	Classification	2024-08-07 07:49:04	sales@cadan.com	Bid Notification
CALPIA	CA	Classification	2024-08-07 07:49:04	quen.ha@calpia.ca.gov	Bid Notification
Cambridge Educational Services, Inc	IL	Classification	2024-08-07 07:49:04	districtbids@cambridgeed.com	Bid Notification
Camcor, Inc.	NC	Classification	2024-08-07 07:49:04	bids@camcor.com	Bid Notification
Camcor, Inc.	NC	Classification	2024-08-08 10:27:43	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-08 10:27:56	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-08 10:28:12	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-08 10:28:23	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-08 10:28:51	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-08 14:19:16	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-09 07:45:27	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-09 12:39:10	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-09 12:42:42	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-09 12:44:55	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-09 13:17:07	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-12 13:25:26	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-14 07:17:28	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-20 15:21:37	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-22 08:52:10	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-22 11:06:34	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-08-22 11:07:23	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-09-04 13:39:20	bids@camcor.com	Bid Answer
Camcor, Inc.	NC	Classification	2024-09-04 13:46:25	bids@camcor.com	Bid Answer
Capitol Seating	TX	Classification	2024-08-07 07:49:04	sales@usacapitol.com	Bid Notification
Capitol Seating Company	TX	Classification	2024-08-07 07:49:04	usacapitol@ironfurnace.com	Bid Notification
Carlex, Inc	MI	Classification	2024-08-07 07:49:04	Megancarlex@earthlink.net	Bid Notification
Carnegie Learning	PA	Self Invited	2024-08-08 10:27:43	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-08 10:27:56	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-08 10:28:12	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-08 10:28:23	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-08 10:28:51	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-08 14:19:16	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-09 07:45:27	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-09 12:39:10	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-09 12:42:42	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-09 12:44:55	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-09 13:17:07	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-12 13:25:26	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-14 07:17:28	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-20 15:21:37	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-22 08:52:10	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-22 11:06:34	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-08-22 11:07:23	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-09-04 13:39:20	ProposalManager@carnegielearning.co	Bid Answer
Carnegie Learning	PA	Self Invited	2024-09-04 13:46:25	ProposalManager@carnegielearning.co	Bid Answer
Carolina Biological Supply	NC	Classification	2024-08-07 07:49:04	quotations@carolina.com	Bid Notification
Carolina Biological Supply	NC	Classification	2024-09-04 13:39:20	quotations@carolina.com	Bid Answer

Carolina Biological Supply	NC	Classification	2024-09-04 13:46:25	quotations@carolina.com	Bid Answer
Carson Dellosa Publishing LLC	NC	Classification	2024-08-07 07:49:04	school_accounts@carsondellosa.com	Bid Notification
Cascade School Supplies	MA	Self Invited	2024-08-12 13:25:26	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-08-14 07:17:28	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-08-20 15:21:37	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-08-22 08:52:10	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-08-22 11:06:34	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-08-22 11:07:23	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-09-04 13:39:20	arianne@cascadeschoolsupplies.com	Bid Answer
Cascade School Supplies	MA	Self Invited	2024-09-04 13:46:25	arianne@cascadeschoolsupplies.com	Bid Answer
CDI Computers	ON	Classification	2024-08-07 07:49:04	APagenhardt@trox.com	Bid Notification
CDW Government LLC	IL	Classification	2024-08-07 07:49:04	bidscdwg.com@cdw.com	Bid Notification
Cengage Learning	OH	Classification	2024-08-07 07:49:04	bidteam@cengage.com	Bid Notification
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 10:27:43	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 10:27:56	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 10:28:12	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 10:28:23	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 10:28:51	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-08 14:19:16	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-09 07:45:27	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-09 12:39:10	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-09 12:42:42	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-09 12:44:55	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-09 13:17:07	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-12 13:25:26	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-14 07:17:28	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-20 15:21:37	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-22 08:52:10	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-22 11:06:34	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-08-22 11:07:23	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-09-04 13:39:20	bidteam@cengage.com	Bid Answer
Cengage Learning, Inc.	MI	Self Invited	2024-09-04 13:46:25	bidteam@cengage.com	Bid Answer
Cerebellum Corporation	CA	Classification	2024-08-07 07:49:04	brena@cerebellum.com	Bid Notification
Certwood Limited	OH	Classification	2024-08-07 07:49:04	info@buycertwood.com	Bid Notification
CEV Multimedia, Ltd.	TX	Classification	2024-08-07 07:49:04	accounting@cevmultimedia.com	Bid Notification
CGS TECHNOLOGY INC	OH	Classification	2024-08-07 07:49:04	fli@cgs4u.com	Bid Notification
Childswork/childsplay	NY	Classification	2024-08-07 07:49:04	Diane@4MCA.com	Bid Notification
Ciber, Inc.	CO	Classification	2024-08-07 07:49:04	jmusangu@ciber.com	Bid Notification
Citelighter	MD	Classification	2024-08-07 07:49:04	Michael@citelighter.com	Bid Notification
CJIS GROUP, LLC	FL	Classification	2024-08-07 07:49:04	region3@cjisgroup.com	Bid Notification
Claridge Products and Equipment, LLC	AR	Classification	2024-08-07 07:49:04	look@4claridge.com	Bid Notification
Claridge Products and Equipment, LLC	AR	Classification	2024-08-09 07:45:27	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-09 12:39:08	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-09 12:42:42	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-09 12:44:55	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-09 13:17:07	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-12 13:25:26	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-14 07:17:28	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-20 15:21:37	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-22 08:52:10	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-22 11:06:34	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-08-22 11:07:23	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-09-04 13:39:20	look@4claridge.com	Bid Answer
Claridge Products and Equipment, LLC	AR	Classification	2024-09-04 13:46:25	look@4claridge.com	Bid Answer
Clark Associates Inc	PA	Classification	2024-08-07 07:49:04	snocheck@cfse.biz	Bid Notification
Classroom Outfitters, LLC	FL	Classification	2024-08-07 07:49:04	laura@classroomoutfitters.com	Bid Notification
Clearly Agile, Inc	WY	Classification	2024-08-07 07:49:04	jonathan.jenkins@disruptiveops.com	Bid Notification
Client Netwrok Services, Inc	MD	Classification	2024-08-07 07:49:04	creighton.carroll@cns-inc.com	Bid Notification
Clixo by Toyish Labs	NY	Classification	2024-08-07 07:49:04	edu@clixo.com	Bid Notification
Coast to Coast Computer Products	CA	Classification	2024-08-07 07:49:04	melissa@coastcoast.com	Bid Notification
Commbridge Corporation	CA	Classification	2024-08-07 07:49:04	kams@commbridge.com	Bid Notification
Commercial Concepts & Furnishings	MO	Classification	2024-08-07 07:49:04	jkanoy@ccfurn.com	Bid Notification
Commercial Office Resource Environments	AZ	Classification	2024-08-07 07:49:04	mercedes@corefurniture.net	Bid Notification

Competitive Edge	IN	Classification	2024-08-07 07:49:04	mg@competitiveedgeonline.com	Bid Notification
Complete Book and Media Supply	TX	Classification	2024-08-07 07:49:04	paul@completebook.com	Bid Notification
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 10:27:43	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 10:27:56	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 10:28:12	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 10:28:23	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 10:28:51	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-08 14:19:16	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-09 07:45:27	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-09 12:39:10	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-09 12:42:42	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-09 12:44:55	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-09 13:17:07	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-12 13:25:26	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-14 07:17:28	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-20 15:21:37	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-22 08:52:10	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-22 11:06:34	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-08-22 11:07:23	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-09-04 13:39:20	quotes@completebook.com	Bid Answer
Complete Book and Media Supply, Inc	TX	Self Invited	2024-09-04 13:46:25	quotes@completebook.com	Bid Answer
CompNation	TN	Classification	2024-08-07 07:49:04	rdugas@compnation.com	Bid Notification
ComponentSource Inc.	GA	Classification	2024-08-07 07:49:04	lisap@componentsource.com	Bid Notification
Compulocks Brand, Inc.	TX	Classification	2024-08-07 07:49:04	chad@compulocks.com	Bid Notification
COMPUPRO GLOBAL	TX	Classification	2024-08-07 07:49:04	TAMMYL@COMPUPROGLOBAL.COM	Bid Notification
Computer Comforts, Inc.	TX	Classification	2024-08-07 07:49:04	contracts@comp-comf.com	Bid Notification
Computer Comforts, Inc.	TX	Classification	2024-08-07 07:49:04	vince@computercomforts.com	Bid Notification
Computer Power Solutions of Illinois	IL	Classification	2024-08-07 07:49:04	michelle@cpsiltd.com	Bid Notification
Computize	TX	Classification	2024-08-07 07:49:04	benniem@computize.com	Bid Notification
Comtread, Inc	FL	Classification	2024-08-07 07:49:04	admin@comtread.com	Bid Notification
Conscendo Aviation Investments LLC	VA	Classification	2024-08-07 07:49:04	Ryan.whitaker@conscendo.net	Bid Notification
Continental Clay	MN	Classification	2024-08-07 07:49:04	mary@continentalclay.com	Bid Notification
Contract Furnishings	MO	Classification	2024-08-07 07:49:04	mcguirej@contractfurnishings.com	Bid Notification
Cook Center for Human Connection	UT	Classification	2024-08-07 07:49:04	admin@cookcenter.org	Bid Notification
CORE FURNITURE	AZ	Classification	2024-08-07 07:49:04	APRIL@COREFURNITURE.NET	Bid Notification
Coriander Designs	WA	Classification	2024-08-07 07:49:04	chris@corianderdesigns.com	Bid Notification
Corilam fabricating Co INC	NC	Self Invited	2024-08-22 08:52:10	furnishings@shopcorilam.com	Bid Answer
Corilam fabricating Co INC	NC	Self Invited	2024-08-22 11:06:34	furnishings@shopcorilam.com	Bid Answer
Corilam fabricating Co INC	NC	Self Invited	2024-08-22 11:07:23	furnishings@shopcorilam.com	Bid Answer
Corilam fabricating Co INC	NC	Self Invited	2024-09-04 13:39:20	furnishings@shopcorilam.com	Bid Answer
Corilam fabricating Co INC	NC	Self Invited	2024-09-04 13:46:25	furnishings@shopcorilam.com	Bid Answer
Corporate Spaces Inc.	CA	Classification	2024-08-07 07:49:04	ppope@csifullmer.com	Bid Notification
Crayon Software Experts LLC	TX	Classification	2024-08-07 07:49:04	Greg.Landry@crayon.com	Bid Notification
Crayon Software Experts LLC	TX	Classification	2024-08-07 07:49:04	sledbids.us@crayon.com	Bid Notification
Creative-image technologies	KY	Classification	2024-08-07 07:49:04	lwalsh2@c-it.cc	Bid Notification
Crick Software, Inc.	CT	Classification	2024-08-07 07:49:04	frank.mcgarey@cricksoft.com	Bid Notification
CrimeTech, Inc.	FL	Classification	2024-08-07 07:49:04	bsmith@crimetech.net	Bid Notification
Cultural Surroundings	TX	Classification	2024-08-07 07:49:04	paula@culturalsurroundings.com	Bid Notification
Customer Relationship Management LLC	NJ	Classification	2024-08-07 07:49:04	techstaffings@outlook.com	Bid Notification
Cville Investments LLC	WY	Classification	2024-08-08 19:56:04	cvilleinvestments.js@gmail.com	Bid Notification
Cville Investments LLC	WY	Classification	2024-08-12 13:25:26	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-08-14 07:17:28	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-08-20 15:21:37	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-08-22 08:52:10	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-08-22 11:06:34	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-08-22 11:07:23	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-09-04 13:39:20	cvilleinvestments.js@gmail.com	Bid Answer
Cville Investments LLC	WY	Classification	2024-09-04 13:46:25	cvilleinvestments.js@gmail.com	Bid Answer
Cyfuture Inc.	NC	Classification	2024-08-07 07:49:04	us@cyfuture.com	Bid Notification
Cypherworx	NY	Classification	2024-08-07 07:49:04	dfarmer@cypherworx.com	Bid Notification
D2L Ltd.	MD	Classification	2024-08-07 07:49:04	rfpsearch@d2l.com	Bid Notification
Dagda Security	PA	Classification	2024-08-23 11:40:07	dan@dagdasecurity.com	Bid Notification
Dallas Midwest, LLC	TX	Classification	2024-08-07 07:49:04	dallasmidwest@contracts123.com	Bid Notification

Dallas Midwest, LLC	TX	Classification	2024-08-07 07:49:04	teresad@dallasmidwest.com	Bid Notification
Darwin Global LLC	FL	Classification	2024-08-07 07:49:04	drcall@smarthorizons.org	Bid Notification
Dataskill, Inc.	CA	Classification	2024-08-07 07:49:04	paugustus@dataskill.com	Bid Notification
Datawind net access corporation	TX	Classification	2024-08-07 07:49:04	sebastian@datawindcorp.com	Bid Notification
Datum Filing Systems, Inc	PA	Classification	2024-08-07 07:49:04	michele.strickhouser@datumstorage.cor	Bid Notification
David Whiteman Enterprises LLC	TX	Classification	2024-08-07 07:49:04	david@dwtech.co	Bid Notification
DavisLogic, Inc.	MD	Classification	2024-08-07 07:49:04	procurement@AllHandsConsulting.com	Bid Notification
Decker Inc	MI	Classification	2024-08-07 07:49:04	sales@schoolfix.com	Bid Notification
Delfin Trading Company	FL	Classification	2024-08-07 07:49:04	liz@delfintrading.com	Bid Notification
DEMCO, Inc.	WI	Classification	2024-08-07 07:49:04	quote@demco.com	Bid Notification
DEMCO, Inc.	WI	Classification	2024-08-20 15:21:37	contracts@demco.com	Bid Answer
DEMCO, Inc.	WI	Classification	2024-08-22 08:52:10	contracts@demco.com	Bid Answer
DEMCO, Inc.	WI	Classification	2024-08-22 11:06:34	contracts@demco.com	Bid Answer
DEMCO, Inc.	WI	Classification	2024-08-22 11:07:23	contracts@demco.com	Bid Answer
DEMCO, Inc.	WI	Classification	2024-09-04 13:39:20	contracts@demco.com	Bid Answer
DEMCO, Inc.	WI	Classification	2024-09-04 13:46:25	contracts@demco.com	Bid Answer
DF Industries, Inc. dba Strictly for Kids	WA	Classification	2024-08-07 07:49:04	Dale@strictlyforkids.net	Bid Notification
DiaMedical USA Equipment LLC	MI	Classification	2024-08-07 07:49:04	jambrose@diamedicalusa.com	Bid Notification
Didax, Inc.	MA	Classification	2024-08-07 07:49:04	amcmanus@didax.com	Bid Notification
Digital Professional Institute	IL	Classification	2024-08-07 07:49:04	jonpaul.dwyer@learnwithdpi.com	Bid Notification
Direct Technology Group	FL	Classification	2024-08-07 07:49:04	mikeo@directtechnologygroup.com	Bid Notification
Discovery Toys, Independent Contractor	ID	Classification	2024-08-07 07:49:04	CindysDiscoveryToys@gmail.com	Bid Notification
Diskovery Educational Systems	FL	Classification	2024-08-07 07:49:04	dan@diskovery.com	Bid Notification
DMB Academics	IL	Classification	2024-08-07 07:49:04	diane@dmbacademics.com	Bid Notification
dock90 LLC	PA	Classification	2024-08-07 07:49:04	edward@dock90.io	Bid Notification
DREAMBOX LEARNING INC	WA	Classification	2024-08-07 07:49:04	bids@dreambox.com	Bid Notification
DREAMBOX LEARNING INC	WA	Classification	2024-08-08 14:19:16	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-09 07:45:27	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-09 12:39:10	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-09 12:42:42	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-09 12:44:55	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-09 13:17:07	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-12 13:25:26	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-14 07:17:28	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-20 15:21:37	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-22 08:52:10	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-22 11:06:34	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-08-22 11:07:23	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-09-04 13:39:20	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2024-09-04 13:46:25	bids@dreambox.com	Bid Answer
DrumFIT USA Corporation	TX	Classification	2024-08-07 07:49:04	rfp@drum.fit	Bid Notification
DuraCare Seating Co.	IL	Classification	2024-08-07 07:49:04	jack@duracareseating.com	Bid Notification
DVBE Connect, Inc	CA	Classification	2024-08-07 07:49:04	proposals@dvbeconnect.com	Bid Notification
Dynamic Systems, Inc.	CA	Classification	2024-08-07 07:49:04	services@dynamicsystemsinc.com	Bid Notification
E-Complete LLC	NV	Classification	2024-08-07 07:49:04	tessa@completek-12.com	Bid Notification
EARLYCHILDHOOD LLC	CA	Classification	2024-08-07 07:49:04	BIDS@Discountschoolsupply.com	Bid Notification
EARLYCHILDHOOD LLC	CA	Classification	2024-09-04 13:39:20	BIDS@Discountschoolsupply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2024-09-04 13:46:25	BIDS@Discountschoolsupply.com	Bid Answer
EARTHWALK COMMUNICATIONS, INC	VA	Classification	2024-08-07 07:49:04	ryam@earthwalk.com	Bid Notification
East West Discovery Press	CA	Classification	2024-08-07 07:49:04	icy@eastwestdiscovery.com	Bid Notification
EBSCO Industries, Inc.	MA	Self Invited	2024-08-09 12:39:10	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-09 12:42:42	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-09 12:44:55	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-09 13:17:07	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-12 13:25:26	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-14 07:17:28	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-20 15:21:37	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-22 08:52:10	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-22 11:06:34	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-08-22 11:07:23	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-09-04 13:39:20	rfpalerts@ebsco.com	Bid Answer
EBSCO Industries, Inc.	MA	Self Invited	2024-09-04 13:46:25	rfpalerts@ebsco.com	Bid Answer
ECB Enterprises	UT	Classification	2024-08-07 07:49:04	ecbenterprisesllc@gmail.com	Bid Notification

ECommerce Holdings Inc	CA	Classification	2024-08-07 07:49:04	purnima@babychangingstations.com	Bid Notification
ECommerce Holdings Inc.	CA	Classification	2024-08-07 07:49:04	sales@babychangingstations.com	Bid Notification
econocrafts	NJ	Classification	2024-08-07 07:49:04	bids@econocrafts.com	Bid Notification
Edokia Inc	NY	Classification	2024-08-07 07:49:04	fb331@nyu.edu	Bid Notification
Edokia Inc	NY	Classification	2024-09-04 13:39:20	fb331@nyu.edu	Bid Answer
Edokia Inc	NY	Classification	2024-09-04 13:46:25	fb331@nyu.edu	Bid Answer
EDUBLOSSOM LLC	CA	Classification	2024-08-07 07:49:04	jas@nihaozhongwen.com	Bid Notification
Education Supply Network, Inc,	MD	Classification	2024-08-07 07:49:04	ceo@education-supply.net	Bid Notification
Educational Insights	IL	Classification	2024-08-07 07:49:04	dnineberg@learningresources.com	Bid Notification
Educational Outfitters	TX	Classification	2024-08-07 07:49:04	Cindy.Schoel@EdOutfitters.com	Bid Notification
Educational Products,Inc.	TX	Classification	2024-08-07 07:49:04	outreach@educationalproducts.com	Bid Notification
Educators Outlet, Inc	CO	Classification	2024-08-07 07:49:04	licia@educatorsoutlet.com	Bid Notification
Eduvate	WA	Classification	2024-08-07 07:49:04	bids@eduvateconsulting.com	Bid Notification
eDynamic Holdings LP	TX	Classification	2024-08-07 07:49:04	proposals@edynamiclearning.com	Bid Notification
eDynamic Holdings LP	TX	Classification	2024-08-08 10:27:43	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-08 10:27:56	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-08 10:28:12	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-08 10:28:23	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-08 10:28:51	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-08 14:19:16	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-09 07:45:27	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-09 12:39:10	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-09 12:42:42	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-09 12:44:55	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-09 13:17:07	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-12 13:25:26	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-14 07:17:28	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-20 15:21:37	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-22 08:52:10	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-22 11:06:34	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-08-22 11:07:23	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-09-04 13:39:20	proposals@edynamiclearning.com	Bid Answer
eDynamic Holdings LP	TX	Classification	2024-09-04 13:46:25	proposals@edynamiclearning.com	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-08 14:19:16	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-09 07:45:27	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-09 12:39:10	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-09 12:42:42	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-09 12:44:55	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-09 13:17:07	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-12 13:25:26	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-14 07:17:28	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-20 15:21:37	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-22 08:52:10	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-22 11:06:34	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-08-22 11:07:23	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-09-04 13:39:20	procurement@eedi.co.uk	Bid Answer
Eedi Ltd.	DE	Self Invited	2024-09-04 13:46:25	procurement@eedi.co.uk	Bid Answer
EgressONE Corporation	TX	Classification	2024-08-07 07:49:04	taniame@egressone.com	Bid Notification
eInstruction by Turning Technologies	OH	Classification	2024-08-07 07:49:04	purchaseorders@einstruction.com	Bid Notification
ELB US Inc.	CA	Classification	2024-08-07 07:49:04	j.hart@elbglobal.com	Bid Notification
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 10:27:43	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 10:27:56	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 10:28:12	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 10:28:23	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 10:28:51	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-08 14:19:16	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-09 07:45:27	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-09 12:39:10	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-09 12:42:42	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-09 12:44:55	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-09 13:17:07	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-12 13:25:26	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-14 07:17:28	amy@elitetex.us	Bid Answer

ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-20 15:21:37	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-22 08:52:10	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-22 11:06:34	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-08-22 11:07:23	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-09-04 13:39:20	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-09-04 13:46:25	amy@elitetex.us	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2024-08-07 07:49:04	sales@livewiremedia.com	Bid Notification
Elnuk Consulting, Inc.	GA	Classification	2024-08-07 07:49:04	rfp@ngstudent.com	Bid Notification
eLogic Learning	FL	Classification	2024-08-07 07:49:04	jyates@elogiclearning.com	Bid Notification
Elontec	AZ	Classification	2024-08-07 07:49:04	admin@elontec.com	Bid Notification
Elontec, LLC	AZ	Classification	2024-08-07 07:49:04	insidesales@elontec.com	Bid Notification
Emantras	CA	Classification	2024-08-07 07:49:04	brenda@emantras.com	Bid Notification
Emerging Networks LTD	TX	Classification	2024-08-07 07:49:04	khurram_123@hotmail.com	Bid Notification
En Pointe Technologies Sales LLC	CA	Classification	2024-08-07 07:49:04	bidteam@enpointe.com	Bid Notification
encompas Corporation	MO	Classification	2024-08-07 07:49:04	melissa@encompas.com	Bid Notification
Enterprise Pals, Inc.	KS	Classification	2024-08-07 07:49:04	contracting@enterprisepals.com	Bid Notification
Enthralltech	WA	Classification	2024-08-07 07:49:04	erica.mccaig@enthralltech.com	Bid Notification
Epic Engineering and Consulting Group, LL	FL	Classification	2024-08-07 07:49:04	julee@epicgroupllc.com	Bid Notification
EPS Operations, LLC	MD	Classification	2024-08-07 07:49:04	BidNotices@EPSLearning.com	Bid Notification
Eric Armin Inc.	NJ	Classification	2024-08-07 07:49:04	sales@eaieducation.com	Bid Notification
Eric Armin Inc.	NJ	Classification	2024-08-08 10:27:43	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-08 10:27:56	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-08 10:28:12	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-08 10:28:23	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-08 10:28:51	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-08 14:19:16	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-09 07:45:27	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-09 12:39:10	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-09 12:42:42	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-09 12:44:55	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-09 13:17:07	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-12 13:25:26	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-14 07:17:28	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-20 15:21:37	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-22 08:52:10	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-22 11:06:34	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-08-22 11:07:23	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-09-04 13:39:20	sales@eaieducation.com	Bid Answer
Eric Armin Inc.	NJ	Classification	2024-09-04 13:46:25	sales@eaieducation.com	Bid Answer
ERNIE MORRIS ENTERPRISES INC.	FL	Classification	2024-08-07 07:49:04	EMEI@ATLANTIC.NET	Bid Notification
ERP Analysts, Inc.	OH	Classification	2024-08-07 07:49:04	ryengoti@erpanalysts.com	Bid Notification
eSpecial Needs	MO	Classification	2024-08-07 07:49:04	smorelan@especialneeds.com	Bid Notification
Essential Skills Software	ON	Classification	2024-08-07 07:49:04	bryanw@essentialskills.net	Bid Notification
Essential Skills Software	ON	Classification	2024-08-08 10:27:43	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-08 10:27:56	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-08 10:28:12	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-08 10:28:23	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-08 10:28:51	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-08 14:19:16	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-09 07:45:27	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-09 12:39:10	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-09 12:42:42	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-09 12:44:55	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-09 13:17:07	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-12 13:25:26	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-14 07:17:28	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-20 15:21:37	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-22 08:52:10	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-22 11:06:34	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-08-22 11:07:23	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-09-04 13:39:20	bryanw@essentialskills.net	Bid Answer
Essential Skills Software	ON	Classification	2024-09-04 13:46:25	bryanw@essentialskills.net	Bid Answer
ETA hand2mind	IL	Classification	2024-08-07 07:49:04	cvanco@hand2mind.com	Bid Notification

eThink Education, LLC	MD	Classification	2024-08-07 07:49:04	trevor.havey@ethinkeducation.com	Bid Notification
EvoText	MA	Classification	2024-08-07 07:49:04	amie.matichak@evotext.com	Bid Notification
Excelsoft Technologies Inc	MA	Classification	2024-08-07 07:49:04	tenders@excelsoftcorp.com	Bid Notification
Exception-ALLY	GA	Classification	2024-08-07 07:49:04	rayford.davis@growexceptionally.com	Bid Notification
Expert Micro Systems, Incorporated	OH	Classification	2024-08-07 07:49:04	peco5460@sbcglobal.net	Bid Notification
Fat Brain Holdings	NE	Classification	2024-08-07 07:49:04	becky@fatbraintoys.com	Bid Notification
Fat Brain Toys	NE	Classification	2024-08-07 07:49:04	justin@fatbraintoyco.com	Bid Notification
FazTrack Technology, LLC	AZ	Classification	2024-08-07 07:49:04	tislam@faztrack.com	Bid Notification
Find Import Corporation	MA	Classification	2024-08-07 07:49:04	vendor@opentip.com	Bid Notification
FireFly Computers	MN	Classification	2024-08-07 07:49:04	contracts@fireflycomputers.com	Bid Notification
Fisher Scientific Company	PA	Classification	2024-08-07 07:49:04	fse.bids@fisheredu.com	Bid Notification
Fisher Scientific Company	PA	Classification	2024-08-08 10:27:43	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-08 10:27:56	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-08 10:28:12	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-08 10:28:23	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-08 10:28:51	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-08 14:19:16	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-09 07:45:27	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-09 12:39:10	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-09 12:42:42	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-09 12:44:55	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-09 13:17:07	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-12 13:25:26	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-14 07:17:28	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-20 15:21:37	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-22 08:52:10	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-22 11:06:34	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-08-22 11:07:23	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-09-04 13:39:20	fse.bids@fisheredu.com	Bid Answer
Fisher Scientific Company	PA	Classification	2024-09-04 13:46:25	fse.bids@fisheredu.com	Bid Answer
FIUS Distributors LLC	CO	Classification	2024-08-07 07:49:04	stevyn.guinnip@fflbrands.com	Bid Notification
FlagHouse Inc	NJ	Classification	2024-08-07 07:49:04	dficca@flaghouse.com	Bid Notification
Fleetwood Furniture	MI	Classification	2024-08-07 07:49:04	jeevanp@fleetwoodfurniture.com	Bid Notification
Flocabulary, LLC	NY	Classification	2024-08-07 07:49:04	info@flocabulary.com	Bid Notification
Florida Virtual School	FL	Classification	2024-08-07 07:49:04	RFP@flexpointeducation.com	Bid Notification
Follett Content Solutions, LLC	IL	Classification	2024-08-09 12:39:10	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-09 12:42:42	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-09 12:44:55	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-09 13:17:07	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-12 13:25:26	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-14 07:17:28	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-20 15:21:37	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-22 08:52:10	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-22 11:06:34	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-08-22 11:07:23	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-09-04 13:39:20	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-09-04 13:46:25	bids@follettcontent.com	Bid Answer
Follett Content Solutions, LLC	IL	Classification	2024-09-16 13:47:17	bids@follettcontent.com	Bid Notification
Follett School Solutions, LLC	IL	Classification	2024-08-07 07:49:04	fssbidadmin@follettlearning.com	Bid Notification
Fomcore, LLC	MI	Classification	2024-08-07 07:49:04	fomcore@ironfurnace.com	Bid Notification
Forestry Suppliers, Inc.	MS	Classification	2024-08-07 07:49:04	dawsonb@forestry-suppliers.com	Bid Notification
Freestone Peach	CA	Classification	2024-08-07 07:49:04	rfratrick@freestonepeach.com	Bid Notification
Fresh Air Educators, Inc	ON	Classification	2024-08-07 07:49:04	ggulliver@freshaireducators.com	Bid Notification
Friends Business Source	OH	Classification	2024-08-07 07:49:04	JForgach@FriendsOffice.com	Bid Notification
Frog Publications, Inc.	FL	Classification	2024-08-07 07:49:04	bids@frog.com	Bid Notification
Frog Publications, Inc.	FL	Classification	2024-08-20 15:21:37	bids@frog.com	Bid Answer
Frog Publications, Inc.	FL	Classification	2024-08-22 08:52:10	bids@frog.com	Bid Answer
Frog Publications, Inc.	FL	Classification	2024-08-22 11:06:34	bids@frog.com	Bid Answer
Frog Publications, Inc.	FL	Classification	2024-08-22 11:07:23	bids@frog.com	Bid Answer
Frog Publications, Inc.	FL	Classification	2024-09-04 13:39:20	bids@frog.com	Bid Answer
Frog Publications, Inc.	FL	Classification	2024-09-04 13:46:25	bids@frog.com	Bid Answer
Fun and Function	PA	Classification	2024-08-07 07:49:04	Bids@funandfunction.com	Bid Notification
Fun and Function	PA	Classification	2024-08-08 10:27:43	Bids@funandfunction.com	Bid Answer

Fun and Function	PA	Classification	2024-08-08 10:27:56	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-08 10:28:12	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-08 10:28:23	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-08 10:28:51	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-08 14:19:16	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-09 07:45:27	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-09 12:39:10	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-09 12:42:42	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-09 12:44:55	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-09 13:17:07	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-12 13:25:26	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-14 07:17:28	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-20 15:21:37	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-22 08:52:10	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-22 11:06:34	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-08-22 11:07:23	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-09-04 13:39:20	Bids@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2024-09-04 13:46:25	Bids@funandfunction.com	Bid Answer
Future Horizons	TX	Classification	2024-08-07 07:49:04	rachael@fhautism.com	Bid Notification
Garavelli Enterprises, Inc	TN	Classification	2024-08-07 07:49:04	info@airportseatingalliance.com	Bid Notification
GHA Technolgies, Inc	AZ	Classification	2024-08-07 07:49:04	derrick.luther@gha-technologies.com	Bid Notification
GHA Technologies, Inc.	PA	Classification	2024-08-07 07:49:04	linda.schalles@gha-associates.com	Bid Notification
Global	WI	Classification	2024-08-07 07:49:04	wrose@globalindustrial.com	Bid Notification
Global Computer Supplies, Inc.	NJ	Classification	2024-08-07 07:49:04	tvanduyne@globalcomputer.com	Bid Notification
Global Computers and Networks	TX	Classification	2024-08-07 07:49:04	dpereira@go2gcn.com	Bid Notification
GLOBAL DATA PRODUCTS	CA	Classification	2024-08-07 07:49:04	kenn@globaldataproducts.com	Bid Notification
GLOBAL DISCOUNT CONNECTION	IL	Classification	2024-08-07 07:49:04	jade@globaldiscountconnection.com	Bid Notification
Global Equipment Company, Inc.	GA	Classification	2024-08-07 07:49:04	bgarrett@globalindustrial.com	Bid Notification
Global Industries, Inc.	NJ	Classification	2024-08-07 07:49:04	jfreund@globalindustries.com	Bid Notification
Global Visse INC	FL	Classification	2024-08-07 07:49:04	sonjaymehta@globalvisseinc.com	Bid Notification
GlobeCom Technologies, Inc.	OH	Classification	2024-08-07 07:49:04	gary@globecomtechnologies.com	Bid Notification
Goldfinger Accessories	MD	Classification	2024-08-07 07:49:04	goldfingeraccessories@gmail.com	Bid Notification
GovConnection, Inc.	NH	Classification	2024-08-07 07:49:04	AHinojosa@govconnection.com	Bid Notification
Granville Associates, Inc.	PA	Classification	2024-08-07 07:49:04	jiggs@visionbp.com	Bid Notification
Graphite GTC	PA	Classification	2024-08-07 07:49:04	bryn.everson@grapihtegtc.com	Bid Notification
Great HealthWorks, Inc.	FL	Classification	2024-08-07 07:49:04	jbeasley@greatlearningworks.com	Bid Notification
Greater Good Consultants LLC	CT	Classification	2024-08-07 07:49:04	ashley@greatergoodconsultantsct.com	Bid Notification
Gressco, LTD	WI	Classification	2024-08-07 07:49:04	buy@gresscousa.com	Bid Notification
Gressco, LTD	WI	Classification	2024-08-22 08:52:10	buy@gresscousa.com	Bid Answer
Gressco, LTD	WI	Classification	2024-08-22 11:06:34	buy@gresscousa.com	Bid Answer
Gressco, LTD	WI	Classification	2024-08-22 11:07:23	buy@gresscousa.com	Bid Answer
Gressco, LTD	WI	Classification	2024-09-04 13:39:20	buy@gresscousa.com	Bid Answer
Gressco, LTD	WI	Classification	2024-09-04 13:46:25	buy@gresscousa.com	Bid Answer
GROW Design & Development, Inc.	CA	Classification	2024-08-07 07:49:04	procurement@growdnd.com	Bid Notification
Guestoria LLC	MI	Classification	2024-08-07 07:49:04	contactus@guestoria.com	Bid Notification
Gyrus	VA	Classification	2024-08-07 07:49:04	sawyer.heppes@gyrus.com	Bid Notification
H-ITT LLC	FL	Classification	2024-08-07 07:49:04	trina@h-itt.com	Bid Notification
Hameray Publishing Group, Inc.	CA	Classification	2024-08-07 07:49:04	info@hameraypublishing.com	Bid Notification
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 10:27:43	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 10:27:56	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 10:28:12	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 10:28:23	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 10:28:51	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-08 14:19:16	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-09 07:45:27	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-09 12:39:10	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-09 12:42:42	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-09 12:44:55	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-09 13:17:07	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-12 13:25:26	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-14 07:17:28	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-20 15:21:37	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-22 08:52:10	info@hameraypublishing.com	Bid Answer

Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-22 11:06:34	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-08-22 11:07:23	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-09-04 13:39:20	info@hameraypublishing.com	Bid Answer
Hameray Publishing Group, Inc.	CA	Self Invited	2024-09-04 13:46:25	info@hameraypublishing.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2024-08-07 07:49:04	find@hannquality.com	Bid Notification
Hatch Inc.	NC	Classification	2024-08-07 07:49:04	bids@hatchearlychildhood.com	Bid Notification
HCONE international IMPEX LLC	PA	Classification	2024-08-07 07:49:04	edkabutey@hconecompanies.com	Bid Notification
Health Supply Wholesalers	AZ	Classification	2024-08-07 07:49:04	thenetworker@consultant.com	Bid Notification
HEAVEN'S ARK ENTERPRISE, LLC	TX	Classification	2024-08-07 07:49:04	sales@haellc.us	Bid Notification
Heet Corp	NJ	Classification	2024-08-07 07:49:04	mike@heetcorp.com	Bid Notification
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 10:27:43	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 10:27:56	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 10:28:12	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 10:28:23	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 10:28:48	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-08 14:19:16	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-09 07:45:27	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-09 12:39:10	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-09 12:42:42	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-09 12:44:55	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-09 13:17:07	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-12 13:25:26	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-14 07:17:28	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-20 15:21:37	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-22 08:52:10	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-22 11:06:34	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-08-22 11:07:23	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-09-04 13:39:20	bids@perma-bound.com	Bid Answer
Hertzberg-New Method, Inc. DBA Perma-B	IL	Self Invited	2024-09-04 13:46:25	bids@perma-bound.com	Bid Answer
HHS Technology Group, LLC	FL	Classification	2024-08-07 07:49:04	proposals@hhstechgroup.com	Bid Notification
HiEd Inc	TX	Classification	2024-08-07 07:49:04	benniem@hied.com	Bid Notification
HighScope Educational Research Foundat	MI	Self Invited	2024-08-09 13:17:07	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-12 13:25:26	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-14 07:17:28	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-20 15:21:37	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-22 08:52:10	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-22 11:06:34	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-08-22 11:07:23	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-09-04 13:39:20	bids@highscope.org	Bid Answer
HighScope Educational Research Foundat	MI	Self Invited	2024-09-04 13:46:25	bids@highscope.org	Bid Answer
Highsmith, a Division of GHC Specialty Bra	WI	Classification	2024-08-07 07:49:04	bids@highsmith.com	Bid Notification
Hoffman Technologies	CA	Classification	2024-08-07 07:49:04	Samantha.Orange@itemgrabber.com	Bid Notification
Honorlock	FL	Classification	2024-08-07 07:49:04	cagena@honorlock.com	Bid Notification
Horizons Southwest Management, LP	TX	Classification	2024-08-07 07:49:04	cerina.jiongo@nhclc.com	Bid Notification
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-07 07:49:04	hmh.bids@hmhco.com	Bid Notification
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-09 12:39:10	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-09 12:42:42	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-09 12:44:55	hmh.bids@hmhco.com	Bid Answer
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HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-12 13:25:26	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-14 07:17:28	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-20 15:21:37	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-22 08:52:10	hmh.bids@hmhco.com	Bid Answer
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HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-08-22 11:07:23	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-09-04 13:39:20	hmh.bids@hmhco.com	Bid Answer
HOUGHTON MIFFLIN HARCOURT PUBL	MA	Classification	2024-09-04 13:46:25	hmh.bids@hmhco.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-07 07:49:04	bids@howardcomputers.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2024-08-08 10:27:43	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-08 10:27:56	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-08 10:28:12	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-08 10:28:23	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-08 10:28:51	bids@howardcomputers.com	Bid Answer

Howard Industries, Inc.	MS	Classification	2024-08-08 14:19:16	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-09 07:45:27	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-09 12:39:10	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-09 12:42:42	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-09 12:44:55	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-09 13:17:07	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-12 13:25:26	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-14 07:17:28	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-20 15:21:37	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-22 08:52:10	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-22 11:06:34	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-08-22 11:07:23	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-09-04 13:39:20	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2024-09-04 13:46:25	bids@howardcomputers.com	Bid Answer
Human Relations Media	NY	Classification	2024-08-07 07:49:04	service@hrmvideo.com	Bid Notification
Hypertec USA, Inc.	AZ	Classification	2024-08-07 07:49:04	mbradley@hypertecdirect.com	Bid Notification
Igoodz Inc	FL	Classification	2024-08-07 07:49:04	lee@discountsignshop.com	Bid Notification
IkweBay LLC	ND	Classification	2024-08-07 07:49:04	kladucer@indigitech.us	Bid Notification
Impact Interiors	KS	Classification	2024-08-07 07:49:04	jettep@impactllc.biz	Bid Notification
Independent Living Aids	NY	Classification	2024-08-07 07:49:04	karin@independentliving.com	Bid Notification
Independent Living Aids	NY	Classification	2024-08-07 07:49:04	mindy@independentliving.com	Bid Notification
INDUSTRIES FOR THE BLIND AND VISU	WI	Classification	2024-08-07 07:49:04	bids@IBVI.ORG	Bid Notification
Infobase Holdings, Inc	NY	Classification	2024-08-07 07:49:04	bids@infobase.com	Bid Notification
Infobase Holdings, Inc	NY	Classification	2024-08-12 13:25:26	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-08-14 07:17:28	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-08-20 15:21:37	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-08-22 08:52:10	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-08-22 11:06:34	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-08-22 11:07:23	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-09-04 13:39:20	bids@infobase.com	Bid Answer
Infobase Holdings, Inc	NY	Classification	2024-09-04 13:46:25	bids@infobase.com	Bid Answer
Information Management Services LLC	OR	Classification	2024-08-07 07:49:04	aaron.haddock@mybinding.com	Bid Notification
Infosmart Technologies Inc	GA	Classification	2024-08-07 07:49:04	karun@Infosmarttech.com	Bid Notification
Infosys Limited	WA	Classification	2024-08-07 07:49:04	yashpalkapoor_verma@infosys.com	Bid Notification
Ingram User Interface LLC	TX	Classification	2024-08-07 07:49:04	scott@ingramui.com	Bid Notification
InPlay	CA	Classification	2024-08-07 07:49:04	rod@inplay.org	Bid Notification
Inspirable LLC	WA	Classification	2024-08-07 07:49:04	Administration@inspirable.com	Bid Notification
Instructure	UT	Classification	2024-08-07 07:49:04	ssnow@instructure.com	Bid Notification
Instructure, Inc.	UT	Classification	2024-08-07 07:49:04	rfps@instructure.com	Bid Notification
Integrity Furniture and Equipment	TX	Classification	2024-08-07 07:49:04	phil@integrityfurniture.com	Bid Notification
Intelligent Era Computing & Tutoring LLC	MD	Classification	2024-08-07 07:49:04	intelera@gmail.com	Bid Notification
Interiors By Guernsey	VA	Classification	2024-08-07 07:49:04	Lynn@InteriorsByGuernsey.com	Bid Notification
International Commerce and Marketing	WI	Classification	2024-08-07 07:49:04	melanief@postalproducts.com	Bid Notification
Ironwood Manufacturing, Inc.	MT	Classification	2024-08-07 07:49:04	connect@ironwoodbrand.com	Bid Notification
IT Outlet	SD	Classification	2024-08-07 07:49:04	awold@itoutlet.com	Bid Notification
ITFIC Solutions	CA	Classification	2024-08-07 07:49:04	jay@itficsolutions.com	Bid Notification
IXL Learning, Inc.	CA	Self Invited	2024-08-09 07:45:27	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-09 12:39:10	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-09 12:42:42	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-09 12:44:55	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-09 13:17:07	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-12 13:25:26	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-14 07:17:28	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-20 15:21:37	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-22 08:52:10	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-22 11:06:34	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-08-22 11:07:23	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-09-04 13:39:20	proposals@ixl.com	Bid Answer
IXL Learning, Inc.	CA	Self Invited	2024-09-04 13:46:25	proposals@ixl.com	Bid Answer
J & K Enterprises, Inc.	MO	Classification	2024-08-07 07:49:04	jturner@ccfurn.com	Bid Notification
J&R Marketing Inc.	FL	Classification	2024-08-07 07:49:04	Rbuono@brandrageous.com	Bid Notification
Janelle Publications	IL	Classification	2024-08-07 07:49:04	info@janellepublications.com	Bid Notification
Jay & Twan Trading	CA	Classification	2024-08-07 07:49:04	Lai1cain1@gmail.com	Bid Notification

JFL Enterprises Inc.	NC	Classification	2024-08-07 07:49:04	marshall.ward@failurefree.com	Bid Notification
Jigsaw Learning	MA	Classification	2024-08-07 07:49:04	malexander@teachtown.com	Bid Notification
JKG Inc.	HI	Classification	2024-08-07 07:49:04	hawaiibookmark@gmail.com	Bid Notification
JMJS Inc	PA	Self Invited	2024-08-22 08:52:10	contracts@trustcoe.com	Bid Answer
JMJS Inc	PA	Self Invited	2024-08-22 11:06:34	contracts@trustcoe.com	Bid Answer
JMJS Inc	PA	Self Invited	2024-08-22 11:07:23	contracts@trustcoe.com	Bid Answer
JMJS Inc	PA	Self Invited	2024-09-04 13:39:20	contracts@trustcoe.com	Bid Answer
JMJS Inc	PA	Self Invited	2024-09-04 13:46:25	contracts@trustcoe.com	Bid Answer
John Tortelli	NM	Classification	2024-08-07 07:49:04	jntortelli@yahoo.com	Bid Notification
Joni Industries	FL	Classification	2024-08-07 07:49:04	joseph@joniindustries.com	Bid Notification
Jonti-Craft	MN	Classification	2024-08-07 07:49:04	bids@jonti-craft.com	Bid Notification
Joseph A Savitz	MA	Classification	2024-08-07 07:49:04	zeusrs1@aol.com	Bid Notification
Jostens	MN	Classification	2024-08-07 07:49:04	Catherine.Dolgos@jostens.com	Bid Notification
JourneyEd.com, Inc	TX	Classification	2024-08-07 07:49:04	bmoore@journeyed.com	Bid Notification
Just Right Reader, Inc.	CA	Classification	2024-08-12 13:25:26	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-08-14 07:17:28	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-08-20 15:21:37	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-08-22 08:52:10	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-08-22 11:06:34	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-08-22 11:07:23	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-09-03 15:40:53	rfp@justrightreader.com	Bid Notification
Just Right Reader, Inc.	CA	Classification	2024-09-04 13:39:18	rfp@justrightreader.com	Bid Answer
Just Right Reader, Inc.	CA	Classification	2024-09-04 13:46:23	rfp@justrightreader.com	Bid Answer
JWK Machinery Sales Co., Inc	CA	Classification	2024-08-07 07:49:04	sales@machinetoolsjwk.com	Bid Notification
K-Log Inc	IL	Classification	2024-08-07 07:49:04	ebid@k-log.com	Bid Notification
Kad Associates	NJ	Classification	2024-08-07 07:49:04	anthony@kad-associates.com	Bid Notification
Kalkomey Enterprises LLC	TX	Classification	2024-08-07 07:49:04	contracts@kalkomey.com	Bid Notification
Kambrian Corporation	CA	Classification	2024-08-07 07:49:04	sales@kambrian.com	Bid Notification
Kaplan Early Learning Company	NC	Classification	2024-08-07 07:49:04	bids@kaplanco.com	Bid Notification
Kaplan Early Learning Company	NC	Classification	2024-08-20 15:21:37	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2024-08-22 08:52:10	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2024-08-22 11:06:34	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2024-08-22 11:07:23	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2024-09-04 13:39:20	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2024-09-04 13:46:25	bids@kaplanco.com	Bid Answer
Karma Consulting Inc	WA	Classification	2024-08-07 07:49:04	nathan@karmaconsulting.tech	Bid Notification
Kay-Twelve, LLC	OH	Classification	2024-08-07 07:49:04	bids@kay-twelve.com	Bid Notification
Kelyn Technologies	CO	Classification	2024-08-07 07:49:04	sandy@kelyntech.com	Bid Notification
Ken Boudreau Inc	WA	Classification	2024-08-07 07:49:04	carly@corianderdesigns.com	Bid Notification
KENNEY CONTRACT ASSOC	PA	Classification	2024-08-07 07:49:04	tedkenney@dejazzd.com	Bid Notification
KidzToPros	CA	Classification	2024-08-07 07:49:04	rfp@kidztopros.com	Bid Notification
KinderCare Education	OR	Classification	2024-08-07 07:49:04	ChampionsRFP@discoverchampions.cc	Bid Notification
Knowledge Unlimited, Inc	WI	Classification	2024-08-07 07:49:04	cindycannon@tds.net	Bid Notification
Knox Supply Company	TX	Classification	2024-08-07 07:49:04	knox752@gmail.com	Bid Notification
Kong Telecom LLC	KS	Classification	2024-08-07 07:49:04	haldar.debashis@gmail.com	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2024-08-07 07:49:04	statebids@kmbs.konicaminolta.us	Bid Notification
Krueger International, Inc.	WI	Classification	2024-08-07 07:49:04	quote@ki.com	Bid Notification
Kurzweil/Intellitools, Inc	MA	Classification	2024-08-07 07:49:04	jim.howells@cambiumtech.com	Bid Notification
KYJO Corp	CA	Classification	2024-08-07 07:49:04	help@sensoryedge.com	Bid Notification
L3Harris Technologies, Inc., D.P. Associat	UT	Classification	2024-08-07 07:49:04	dpa.contracts@l3harris.com	Bid Notification
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-07 07:49:04	BIDDEPT@LAKESHORELEARNING.C	Bid Notification
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 10:27:43	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 10:27:56	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 10:28:12	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 10:28:23	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 10:28:51	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-08 14:19:16	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-09 07:45:27	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-09 12:39:10	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-09 12:42:42	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-09 12:44:55	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-09 13:17:07	BIDDEPT@LAKESHORELEARNING.C	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-12 13:25:26	BIDDEPT@LAKESHORELEARNING.C	Bid Answer

Lakeshore Learning Materials, LLC	CA	Classification	2024-08-14 07:17:28	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-20 15:21:37	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-22 08:52:10	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-22 11:06:34	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-08-22 11:07:23	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-09-04 13:39:20	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lakeshore Learning Materials, LLC	CA	Classification	2024-09-04 13:46:25	BIDDEPT@LAKESHORELEARNING.C(	Bid Answer
Lalilo Inc.	CA	Classification	2024-08-07 07:49:04	rfp@lalilo.com	Bid Notification
LapCabby USA Inc	NY	Classification	2024-08-07 07:49:04	chris.neath@lapcabby.com	Bid Notification
Latitude Learning	MI	Classification	2024-08-07 07:49:04	Regina.beckham@Latitudecg.com	Bid Notification
Learn by Doing, Inc.	IL	Self Invited	2024-08-12 13:25:25	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-08-14 07:17:28	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-08-20 15:21:37	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-08-22 08:52:10	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-08-22 11:06:34	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-08-22 11:07:23	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-09-04 13:39:20	schools@albert.io	Bid Answer
Learn by Doing, Inc.	IL	Self Invited	2024-09-04 13:46:25	schools@albert.io	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-07 07:49:04	info@learningpfs.com	Bid Notification
Learning Partners For Success LLC	FL	Classification	2024-08-08 10:27:43	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-08 10:27:56	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-08 10:28:12	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-08 10:28:23	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-08 10:28:51	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-08 14:19:16	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-09 07:45:27	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-09 12:39:10	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-09 12:42:42	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-09 12:44:55	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-09 13:17:07	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-12 13:25:26	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-14 07:17:28	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-20 15:21:37	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-22 08:52:10	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-22 11:06:34	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-08-22 11:07:23	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-09-04 13:39:20	info@learningpfs.com	Bid Answer
Learning Partners For Success LLC	FL	Classification	2024-09-04 13:46:25	info@learningpfs.com	Bid Answer
Learning Tree International USA, Inc.	VA	Classification	2024-08-07 07:49:04	proposals@learningtree.com	Bid Notification
Learning Wheels, Inc.	TX	Classification	2024-08-07 07:49:04	debrah.harman@learningwheels.com	Bid Notification
LEGO Brand Retail, Inc.	MA	Classification	2024-08-07 07:49:04	jennilee.haber@LEGO.com	Bid Notification
LEGO Brand Retail, Inc.	MA	Classification	2024-08-08 14:19:16	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-09 07:45:27	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-09 12:39:10	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-09 12:42:42	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-09 12:44:55	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-09 13:17:07	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-12 13:25:26	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-14 07:17:28	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-20 15:21:37	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-22 08:52:10	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-22 11:06:34	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-08-22 11:07:23	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-09-04 13:39:20	jennilee.haber@LEGO.com	Bid Answer
LEGO Brand Retail, Inc.	MA	Classification	2024-09-04 13:46:25	jennilee.haber@LEGO.com	Bid Answer
Lepinay Consulting LLC	WA	Classification	2024-08-07 07:49:04	val@lepinayconsulting.com	Bid Notification
Lerner Publishing Group	MN	Classification	2024-08-07 07:49:04	salesadmin@lernerbooks.com	Bid Notification
Lifeline Audio Video Technologies	WI	Classification	2024-08-07 07:49:04	don@lifelineav.com	Bid Notification
Lifetime Products	UT	Classification	2024-08-07 07:49:04	tnancollas@lifetime.com	Bid Notification
Lighthouse for the Blind, Inc	WA	Classification	2024-08-07 07:49:04	lpeschon@seattlelh.org	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2024-08-07 07:49:04	lsbids@lightspeed-tek.com	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 10:27:43	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 10:27:56	lsbids@lightspeed-tek.com	Bid Answer

Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 10:28:12	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 10:28:23	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 10:28:51	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-08 14:19:16	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-09 07:45:27	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-09 12:39:10	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-09 12:42:42	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-09 12:44:55	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-09 13:17:07	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-12 13:25:26	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-14 07:17:28	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-20 15:21:37	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-22 08:52:10	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-22 11:06:34	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-08-22 11:07:23	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-09-04 13:39:20	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-09-04 13:46:25	lsbids@lightspeed-tek.com	Bid Answer
Linguisystems Inc	IL	Classification	2024-08-07 07:49:04	bids@linguisystems.com	Bid Notification
Livestream Learning Studio, LLC	MN	Classification	2024-08-07 07:49:04	esanders@livestreamlearningstudio.com	Bid Notification
LMG LLC	TN	Classification	2024-08-07 07:49:04	tim.slade@lmg.net	Bid Notification
Lockfast Inc.	OH	Classification	2024-08-07 07:49:04	epacker@lockfast.com	Bid Notification
Lockfast Inc.	OH	Classification	2024-08-08 10:27:43	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-08 10:27:56	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-08 10:28:12	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-08 10:28:23	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-08 10:28:51	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-08 14:19:16	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-09 07:45:27	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-09 12:39:10	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-09 12:42:42	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-09 12:44:55	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-09 13:17:07	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-12 13:25:26	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-14 07:17:28	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-20 15:21:37	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-22 08:52:10	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-22 11:06:34	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-08-22 11:07:23	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-09-04 13:39:20	epacker@lockfast.com	Bid Answer
Lockfast Inc.	OH	Classification	2024-09-04 13:46:25	epacker@lockfast.com	Bid Answer
Love International Inc	FL	Classification	2024-08-07 07:49:04	ScienceUSA@gmail.com	Bid Notification
Lowe's Companies	WA	Classification	2024-08-07 07:49:04	rness@themine.com	Bid Notification
LS&S LLC	NY	Classification	2024-08-07 07:49:04	kevinmc@lssproducts.com	Bid Notification
Luminous Minds	CA	Classification	2024-08-07 07:49:04	chandra@luminousmindsinc.com	Bid Notification
Luminous Minds	CA	Classification	2024-08-12 13:25:26	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-08-14 07:17:28	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-08-20 15:21:37	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-08-22 08:52:10	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-08-22 11:06:34	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-08-22 11:07:23	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-09-04 13:39:20	chandra@luminousmindsinc.com	Bid Answer
Luminous Minds	CA	Classification	2024-09-04 13:46:25	chandra@luminousmindsinc.com	Bid Answer
Lyme Computer Systems, Inc	NH	Classification	2024-08-07 07:49:04	Steve@Lyme.com	Bid Notification
M&A Technology	TX	Classification	2024-08-07 07:49:04	dcooper@macomp.com	Bid Notification
M2 Scientifics LLC	MI	Classification	2024-08-07 07:49:04	josh.mosher@m2sci.com	Bid Notification
MAAT Resources Inc	CA	Classification	2024-08-07 07:49:04	diane@abcstuff.com	Bid Notification
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 10:27:43	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 10:27:56	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 10:28:12	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 10:28:23	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 10:28:51	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-08 14:19:16	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-09 07:45:27	bids@mackin.com	Bid Answer

Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-09 12:39:10	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-09 12:42:42	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-09 12:44:55	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-09 13:17:07	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-12 13:25:26	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-14 07:17:28	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-20 15:21:37	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-22 08:52:10	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-22 11:06:34	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-08-22 11:07:23	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-09-04 13:39:20	bids@mackin.com	Bid Answer
Mackin Book Company dba Mackin Educat	MN	Self Invited	2024-09-04 13:46:25	bids@mackin.com	Bid Answer
Magid Glove & Safety	IL	Classification	2024-08-07 07:49:04	ianquan@magidglove.com	Bid Notification
Makit Supply, Inc.	TX	Classification	2024-08-07 07:49:04	scott@laminatorwarehouse.com	Bid Notification
Mansion Grove House, LLC	TX	Classification	2024-08-07 07:49:04	mukta_uday@mansionselect.com	Bid Notification
Marick Group	SC	Classification	2024-08-07 07:49:04	jim.auslander@marickgroup.com	Bid Notification
Marick Group, LLC	MD	Classification	2024-08-07 07:49:04	marketing@marickgroup.com	Bid Notification
Mark My Words LLC	AZ	Classification	2024-08-07 07:49:04	susan@walkerbookstore.com	Bid Notification
maxiaids	NY	Classification	2024-08-07 07:49:04	marketing@maxiaids.com	Bid Notification
MaxiAids, Inc.	NY	Classification	2024-08-07 07:49:04	bids@maxiaids.com	Bid Notification
MCD Solutions Inc.	MN	Classification	2024-08-07 07:49:04	jlee@mcdsolutions.biz	Bid Notification
McGraw-Hill Companies	OH	Self Invited	2024-08-12 13:25:26	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-08-14 07:17:28	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-08-20 15:21:37	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-08-22 08:52:10	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-08-22 11:06:34	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-08-22 11:07:23	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-09-04 13:39:20	seg_rfp@mheducation.com	Bid Answer
McGraw-Hill Companies	OH	Self Invited	2024-09-04 13:46:25	seg_rfp@mheducation.com	Bid Answer
McPherson Enterprises, Inc.	MD	Classification	2024-08-07 07:49:04	tian.mcpherson@mcpherson-enterprises	Bid Notification
MDX Safety Training & Consulting LLC	TX	Classification	2024-08-07 07:49:04	BIDS@MDXSAFETYINC.COM	Bid Notification
Media Education Foundation	MA	Classification	2024-08-07 07:49:04	paige@mediaed.org	Bid Notification
mElimu	MD	Classification	2024-08-07 07:49:04	askus@melimu.com	Bid Notification
Merchants Office Furniture	CO	Classification	2024-08-07 07:49:04	jynx@merchantsco.com	Bid Notification
Metrospace Design Group Inc.	NV	Classification	2024-08-07 07:49:04	metrospace@hotmail.com	Bid Notification
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 10:27:43	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 10:27:56	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 10:28:12	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 10:28:23	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 10:28:51	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-08 14:19:16	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-09 07:45:27	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-09 12:39:10	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-09 12:42:42	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-09 12:44:55	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-09 13:17:07	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-12 13:25:26	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-14 07:17:28	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-20 15:21:37	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-22 08:52:10	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-22 11:06:34	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-08-22 11:07:23	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-09-04 13:39:20	rcvrfp@mgtamer.com	Bid Answer
MGT Impact Solutions, LLC	FL	Self Invited	2024-09-04 13:46:25	rcvrfp@mgtamer.com	Bid Answer
Michael Edmond Gray	MO	Classification	2024-08-07 07:49:04	info@rollinghillspublishing.com	Bid Notification
Microsoft	WA	Classification	2024-08-07 07:49:04	joemil@microsoft.com	Bid Notification
Midwest Folding Products	IL	Classification	2024-08-07 07:49:04	bauergr@hnicorp.com	Bid Notification
MiEN Company, Inc.	MI	Classification	2024-08-07 07:49:04	mien@ironfurnace.com	Bid Notification
Milli Micro Systems	CA	Classification	2024-08-07 07:49:04	info@mmsgov.com	Bid Notification
MIND Research Institute	CA	Classification	2024-08-07 07:49:04	kapplegate@mindresearch.org	Bid Notification
Mindflash	CA	Classification	2024-08-07 07:49:04	felipe@mindflash.com	Bid Notification
MindTelligent, Inc.	CA	Classification	2024-08-07 07:49:04	harvinder.saluja@mindtelligent.com	Bid Notification
Minerva Digital LLC	MD	Classification	2024-08-07 07:49:04	ceridwencrafting@gmail.com	Bid Notification

Missouri Office Systems & Supplies, Inc.	MO	Classification	2024-08-07 07:49:04	greg@8asupplier.com	Bid Notification
mLogica, LLC	NV	Classification	2024-08-07 07:49:04	mlogica-gov@mlogica.com	Bid Notification
Mobile Integration Workgroup	WA	Classification	2024-08-07 07:49:04	RyanA@mobileintegration-group.com	Bid Notification
MobyMax	PA	Classification	2024-08-08 10:27:43	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-08 10:27:56	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-08 10:28:12	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-08 10:28:23	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-08 10:28:51	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-08 14:19:16	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-09 07:45:27	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-09 12:39:10	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-09 12:42:42	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-09 12:44:55	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-09 13:17:07	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-12 13:25:26	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-14 07:17:28	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-20 15:21:37	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-22 08:22:42	rfp@mobymax.com	Bid Notification
MobyMax	PA	Classification	2024-08-22 08:52:10	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-22 11:06:34	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-08-22 11:07:23	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-09-04 13:39:20	rfp@mobymax.com	Bid Answer
MobyMax	PA	Classification	2024-09-04 13:46:25	rfp@mobymax.com	Bid Answer
MODERN DATA PRODUCTS	CA	Classification	2024-08-07 07:49:04	suzetht@modernimagingsolutions.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2024-08-07 07:49:04	richs@modernimagingsolutions.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2024-08-07 07:49:04	Kraymerp@modernimagingsolutions.cor	Bid Notification
Modern Imaging Solutions Inc	CA	Classification	2024-08-07 07:49:04	joanae@modernimagingsolutions.com	Bid Notification
Modern Insight LLC	MD	Classification	2024-08-07 07:49:04	smiller@adroitcsc.com	Bid Notification
Montessori N' Such	FL	Classification	2024-08-07 07:49:04	info@montessori-n-such.com	Bid Notification
Moos Printing & Advertising	OH	Classification	2024-08-07 07:49:04	mattmoos@moosprinting.com	Bid Notification
Mosioen, Inc.	TX	Classification	2024-08-07 07:49:04	reigneer@mosioen.com	Bid Notification
Motion Math	CA	Classification	2024-08-07 07:49:04	julie@motionmathgames.com	Bid Notification
Mouko, LLC	MI	Classification	2024-08-07 07:49:04	sales@mouko.com	Bid Notification
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-07 07:49:04	jlgbids@juniorlibraryguild.com	Bid Notification
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 10:27:43	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 10:27:55	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 10:28:10	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 10:28:23	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 10:28:51	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-08 14:19:16	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-09 07:45:27	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-09 12:39:10	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-09 12:42:42	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-09 12:44:55	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-09 13:17:07	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-12 13:25:26	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-14 07:17:28	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-20 15:21:37	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-22 08:52:10	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-22 11:06:34	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-08-22 11:07:23	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-09-04 13:39:20	jlgbids@juniorlibraryguild.com	Bid Answer
MT Library Services Inc. dba Junior Library	OH	Classification	2024-09-04 13:46:25	jlgbids@juniorlibraryguild.com	Bid Answer
MUSIC IN MOTION	TX	Classification	2024-08-07 07:49:04	bids@musicmotion.com	Bid Notification
Musically Aligned	CA	Classification	2024-08-07 07:49:04	info@musicallyaligned.com	Bid Notification
MyOfficeProducts	OH	Classification	2024-08-07 07:49:04	scott.miller@myofficeproducts.com	Bid Notification
myON LLC	MN	Classification	2024-08-07 07:49:04	contracts@myON.com	Bid Notification
MyVRSpot, LLC	CO	Classification	2024-08-07 07:49:04	mkessler@myvrspot.com	Bid Notification
NADA Scientific, Ltd.	NY	Classification	2024-08-07 07:49:04	support@nadascientific.com	Bid Notification
Nasco Education LLC	WI	Classification	2024-08-07 07:49:04	bids@nascoeducation.com	Bid Notification
Nasco Education LLC	WI	Classification	2024-08-08 10:27:43	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-08 10:27:56	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-08 10:28:12	bids@nascoeducation.com	Bid Answer

Nasco Education LLC	WI	Classification	2024-08-08 10:28:23	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-08 10:28:51	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-08 14:19:16	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-09 07:45:27	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-09 12:39:10	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-09 12:42:42	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-09 12:44:55	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-09 13:17:07	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-12 13:25:26	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-14 07:17:28	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-20 15:21:37	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-22 08:52:10	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-22 11:06:34	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-08-22 11:07:23	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-09-04 13:39:20	bids@nascoeducation.com	Bid Answer
Nasco Education LLC	WI	Classification	2024-09-04 13:46:25	bids@nascoeducation.com	Bid Answer
National Autism Resources	MO	Classification	2024-08-07 07:49:04	grace@nationalautismresources.com	Bid Notification
National Business Furniture	WI	Classification	2024-08-07 07:49:04	joannat@nbf.com	Bid Notification
National Educational Systems, Inc	TX	Classification	2024-08-07 07:49:04	customerservice@shopnes.com	Bid Notification
national public seating	NJ	Classification	2024-08-07 07:49:04	mbresler@nationalpublicseating.com	Bid Notification
NATIONAL SCHOOL PRODUCTS (JOHN	TN	Classification	2024-08-07 07:49:04	amye@NATIONALSCHOOLPRODUCT	Bid Notification
NATIONAL SCHOOL PRODUCTS (JOHN	TN	Classification	2024-09-04 13:39:20	amye@NATIONALSCHOOLPRODUCT	Bid Answer
NATIONAL SCHOOL PRODUCTS (JOHN	TN	Classification	2024-09-04 13:46:25	amye@NATIONALSCHOOLPRODUCT	Bid Answer
Nationwide Screening Services	NY	Classification	2024-08-07 07:49:04	angela@nsshire.com	Bid Notification
Navrat's Inc.	KS	Classification	2024-08-07 07:49:04	rduncan@navrats.com	Bid Notification
NCS Pearson, Inc	TX	Classification	2024-08-07 07:49:04	catalogbidsandproposals@pearson.com	Bid Notification
NCS Pearson, Inc	TX	Classification	2024-08-08 10:27:43	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-08 10:27:56	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-08 10:28:12	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-08 10:28:23	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-08 10:28:51	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-08 14:19:16	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-09 07:45:27	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-09 12:39:10	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-09 12:42:42	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-09 12:44:55	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-09 13:17:07	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-12 13:25:26	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-14 07:17:28	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-20 15:21:37	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-22 08:52:10	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-22 11:06:34	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-08-22 11:07:23	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-09-04 13:39:20	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2024-09-04 13:46:25	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc.	PA	Classification	2024-08-07 07:49:04	proposals@pearson.com	Bid Notification
NCS Pearson, Inc.	UT	Classification	2024-08-07 07:49:04	todd.kirby@pearson.com	Bid Notification
Nearpod LLC	WI	Classification	2024-08-07 07:49:04	rfps@nearpod.com	Bid Notification
Nearpod LLC	WI	Classification	2024-08-14 07:17:28	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-08-20 15:21:37	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-08-22 08:52:10	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-08-22 11:06:34	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-08-22 11:07:23	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-09-04 13:39:20	rfps@nearpod.com	Bid Answer
Nearpod LLC	WI	Classification	2024-09-04 13:46:25	rfps@nearpod.com	Bid Answer
Nelson Adams Naco	CA	Classification	2024-08-07 07:49:04	sales@nelsonadamsnaco.com	Bid Notification
New Computech,Inc	NY	Classification	2024-08-07 07:49:04	elena@newcomputech.com	Bid Notification
New Tech Solutions, Inc.	CA	Classification	2024-08-07 07:49:04	bids@ntsca.com	Bid Notification
Newline Interactive	TX	Classification	2024-08-07 07:49:04	kkeni@newline-interactive.com	Bid Notification
Nicholas P. Pipino Inc Associates	MD	Classification	2024-08-07 07:49:04	jgalt@pipinoinc.com	Bid Notification
NJM Enterprises LLC	TX	Classification	2024-08-07 07:49:04	allen.mccoy@needpipe.com	Bid Notification
NonStop Promotions	MD	Classification	2024-08-07 07:49:04	mike@nonstoppromo.net	Bid Notification
North South 804 Apps LLC	VA	Classification	2024-08-07 07:49:04	njones@ns804.com	Bid Notification

NorvaNivel USA LP	TX	Classification	2024-08-07 07:49:04	katelyn@norvanivel.com	Bid Notification
NOVEL ELECTRONIC DESIGNS, INC	IL	Classification	2024-08-07 07:49:04	durwin@BuzzerSystems.com	Bid Notification
NPS Public Furniture Corp	NJ	Classification	2024-08-07 07:49:04	usalzman@nationalpublicseating.com	Bid Notification
Nutrislice, Inc.	TX	Classification	2024-08-07 07:49:04	mike@nutrislice.com	Bid Notification
NZS Inc.	CA	Classification	2024-08-07 07:49:04	projects@onescreensolutions.com	Bid Notification
OBD Government Sales	WA	Classification	2024-08-07 07:49:04	greer0411@comcast.net	Bid Notification
ODP Business Solutions	CA	Classification	2024-08-07 07:49:04	kellye.crane@officedepot.com	Bid Notification
Office Depot, Inc.	MN	Classification	2024-08-07 07:49:04	christopher.ceynowa@officedepot.com	Bid Notification
Office Master, Inc.	CA	Classification	2024-08-07 07:49:04	gov@omseating.com	Bid Notification
OfficeMax	CA	Classification	2024-08-07 07:49:04	nicholaslombardo@officemax.com	Bid Notification
OIC	OR	Classification	2024-08-07 07:49:04	je@oicfurniture.com	Bid Notification
OMNIA DATICS	CA	Classification	2024-08-07 07:49:04	omniadatics@omniadatics.com	Bid Notification
One Stop Office & Business Solutions	TX	Classification	2024-08-07 07:49:04	bnavors@onestopofficesolutions.com	Bid Notification
One World School	IL	Classification	2024-08-07 07:49:04	diana@1worldschool.com	Bid Notification
Onkew Technology, LLC	KS	Classification	2024-08-07 07:49:04	rob@onkew.com	Bid Notification
OnTarget Manufacturing Inc.	PA	Classification	2024-08-07 07:49:04	sales@ontargetindustries.com	Bid Notification
OpenSesame Inc.	OR	Classification	2024-08-07 07:49:04	martyn.whitby@opensesame.com	Bid Notification
ORIGO Education, Inc	MO	Classification	2024-08-07 07:49:04	adoption@origomath.com	Bid Notification
Orloff LLC	FL	Classification	2024-08-07 07:49:04	info@sunnyicerink.com	Bid Notification
OTA CONSULTING LLC	SC	Classification	2024-08-07 07:49:04	tim@otaconsult.com	Bid Notification
OutSmart Office Solutions, Inc.	WA	Classification	2024-08-07 07:49:04	george@outsmartoffice.com	Bid Notification
Pacific Office Solutions	WA	Classification	2024-08-07 07:49:04	jvaldez@posolutions.com	Bid Notification
Pala Supply Company, Inc	TX	Classification	2024-08-07 07:49:04	larry@schoolsupplypacks.com	Bid Notification
Palmer Hamilton LLC	WI	Classification	2024-08-07 07:49:04	contracts@palmerhamilton.com	Bid Notification
Palmer Hamilton LLC	WI	Classification	2024-08-08 10:27:43	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-08 10:27:56	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-08 10:28:12	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-08 10:28:23	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-08 10:28:51	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-08 14:19:16	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-09 07:45:27	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-09 12:39:10	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-09 12:42:42	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-09 12:44:55	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-09 13:17:07	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-12 13:25:26	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-14 07:17:28	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-20 15:21:36	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-22 08:52:10	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-22 11:06:34	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-08-22 11:07:23	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-09-04 13:39:20	contracts@palmerhamilton.com	Bid Answer
Palmer Hamilton LLC	WI	Classification	2024-09-04 13:46:25	contracts@palmerhamilton.com	Bid Answer
Paperless Knowledge, Inc.	CA	Classification	2024-08-07 07:49:04	sdelacruz@pkinc.biz	Bid Notification
Para Scientific Co.	PA	Classification	2024-08-07 07:49:04	psctcb@aol.com	Bid Notification
Paragon Furniture, L.P.	TX	Classification	2024-08-07 07:49:04	pwade@paragoninc.com	Bid Notification
Paragon Furniture, LP	TX	Classification	2024-08-07 07:49:04	contracts@myparagonadvantage.com	Bid Notification
Parco Scientific Company	MI	Classification	2024-08-07 07:49:04	info@parcoscientific.com	Bid Notification
ParknPool Corporation	VA	Classification	2024-08-07 07:49:04	info@parknpool.com	Bid Notification
PASCO scientific	CA	Classification	2024-08-09 12:39:10	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-09 12:42:42	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-09 12:44:55	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-09 13:17:07	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-12 13:25:26	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-14 07:17:28	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-20 15:21:37	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-22 08:52:10	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-22 11:06:34	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-08-22 11:07:23	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-09-04 13:39:20	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-09-04 13:46:25	bids@pasco.com	Bid Answer
PASCO scientific	CA	Classification	2024-09-04 14:53:31	bids@pasco.com	Bid Notification
Patch Products, Inc.	WI	Classification	2024-08-07 07:49:04	stevew@patchproducts.com	Bid Notification

Paxton/Patterson LLC	IL	Self Invited	2024-09-04 13:39:20	bids@paxpat.com	Bid Answer
Paxton/Patterson LLC	IL	Self Invited	2024-09-04 13:46:25	bids@paxpat.com	Bid Answer
PCC-IT International, Division of Power Ca	CA	Classification	2024-08-07 07:49:04	clientservices@pccitint.com	Bid Notification
PCM Inc	CA	Classification	2024-08-07 07:49:04	steven.lubom@TigerDirect.com	Bid Notification
PCM Sales	CA	Classification	2024-08-07 07:49:04	eno.essien@pcm.com	Bid Notification
PCMG, Inc.	VA	Classification	2024-08-07 07:49:04	sledbids@pcmg.com	Bid Notification
Peak Business Management	CO	Classification	2024-08-07 07:49:04	barb@peakbusiness.org	Bid Notification
Penn Morris	NJ	Classification	2024-08-07 07:49:04	mail@bestat.us	Bid Notification
PeopleNTech LLC	VA	Classification	2024-08-07 07:49:04	chandra.sharma@peoplentech.com	Bid Notification
Phaeton Solutions LLC	VA	Classification	2024-08-07 07:49:04	acole@phaeton-solutions.com	Bid Notification
Phase Consulting Partners	FL	Classification	2024-08-07 07:49:04	George.Webb@Phasecp.com	Bid Notification
Piano Marvel LLC	CO	Classification	2024-08-07 07:49:04	aarongarner@pianomarvel.com	Bid Notification
Pitsco Education LLC	KS	Classification	2024-08-07 07:49:04	bids@pitsco.com	Bid Notification
Pitsco Education LLC	KS	Classification	2024-08-08 14:19:14	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-09 07:45:27	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-09 12:39:10	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-09 12:42:42	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-09 12:44:55	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-09 13:17:07	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-12 13:25:26	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-14 07:17:28	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-20 15:21:37	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-22 08:52:10	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-22 11:06:34	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-08-22 11:07:23	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-09-04 13:39:20	bids@pitsco.com	Bid Answer
Pitsco Education LLC	KS	Classification	2024-09-04 13:46:25	bids@pitsco.com	Bid Answer
PJ Hilton and Associates	CA	Classification	2024-08-07 07:49:04	andrew@pjhilton.com	Bid Notification
Pocket Full of Therapy	NJ	Classification	2024-08-07 07:49:04	orders@pfot.com	Bid Notification
PointLeader	FL	Classification	2024-08-07 07:49:04	sdavies@tribaloperations.com	Bid Notification
PowerTraining, Inc.	CA	Classification	2024-08-07 07:49:04	meggyn@powerproduction.com	Bid Notification
Preparedness Consulting Company, LLC	MD	Classification	2024-08-07 07:49:04	brightr@pcc-us.com	Bid Notification
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-07 07:49:04	lance@newsomatic.org	Bid Notification
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 10:27:43	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 10:27:56	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 10:28:12	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 10:28:23	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 10:28:51	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-08 14:19:16	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-09 07:45:27	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-09 12:39:10	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-09 12:42:42	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-09 12:44:55	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-09 13:17:07	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-12 13:25:26	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-14 07:17:28	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-20 15:21:37	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-22 08:52:10	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-22 11:06:34	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-08-22 11:07:23	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-09-04 13:39:20	lance@newsomatic.org	Bid Answer
Press4Kids Inc. (dba News-O-Matic)	NY	Classification	2024-09-04 13:46:25	lance@newsomatic.org	Bid Answer
Prestigious Sports Outfitters	TX	Classification	2024-08-07 07:49:04	trogers@prestigioussportsoutfitters.com	Bid Notification
Primary Concepts	CA	Classification	2024-08-07 07:49:04	teresa@primaryconcepts.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2024-08-07 07:49:04	info@geyerinstructional.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2024-08-08 10:27:43	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-08 10:27:56	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-08 10:28:12	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-08 10:28:23	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-08 10:28:51	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-08 14:19:16	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-09 07:45:27	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-09 12:39:10	info@geyerinstructional.com	Bid Answer

Prime Educational Products, LLC	OH	Classification	2024-08-09 12:42:42	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-09 12:44:55	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-09 13:17:07	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-12 13:25:26	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-14 07:17:28	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-20 15:21:37	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-22 08:52:10	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-22 11:06:34	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-08-22 11:07:23	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-09-04 13:39:20	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-09-04 13:46:25	info@geyerinstructional.com	Bid Answer
Priority Resources & Solutions llc	TX	Classification	2024-08-07 07:49:04	info@getprs.com	Bid Notification
Prison Rehabilitative Industries & Diversifie	FL	Classification	2024-08-07 07:49:04	bids@pride-enterprises.org	Bid Notification
Proctorio	AZ	Classification	2024-08-07 07:49:04	justind@proctorio.com	Bid Notification
Productive Office & School Environments	CO	Classification	2024-08-07 07:49:04	sandy@proofficeenvironments.com	Bid Notification
Prophet Corporation	MN	Classification	2024-08-07 07:49:04	alishakriege@pwap.com	Bid Notification
Prophet Corporation	MN	Classification	2024-08-08 10:27:43	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-08 10:27:56	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-08 10:28:12	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-08 10:28:23	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-08 10:28:51	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-08 14:19:16	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-09 07:45:27	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-09 12:39:10	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-09 12:42:42	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-09 12:44:55	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-09 13:17:07	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-12 13:25:26	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-14 07:17:28	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-20 15:21:37	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-22 08:52:10	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-22 11:06:34	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-08-22 11:07:23	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-09-04 13:39:20	alishakriege@pwap.com	Bid Answer
Prophet Corporation	MN	Classification	2024-09-04 13:46:25	alishakriege@pwap.com	Bid Answer
PS Furniture, Inc.	WI	Classification	2024-08-07 07:49:04	scook@psfurniture.com	Bid Notification
PS Furniture, Inc.	WI	Classification	2024-08-07 07:49:04	jvaughn@psfurniture.com	Bid Notification
Public Media Distribution, LLC	VA	Classification	2024-08-07 07:49:04	pbspo@pbs.org	Bid Notification
PureWorks, Inc.	TN	Classification	2024-08-07 07:49:04	Richard.Gott@ul.com	Bid Notification
PWA Consulting LLC	WY	Classification	2024-08-07 07:49:04	gregorypilar@pwa.com.do	Bid Notification
Pyramid Paper Company	FL	Classification	2024-08-07 07:49:04	biddept@pyramidsp.com	Bid Notification
Pyramid Paper Company	FL	Classification	2024-08-08 10:27:43	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-08 10:27:56	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-08 10:28:12	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-08 10:28:23	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-08 10:28:51	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-08 14:19:16	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-09 07:45:27	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-09 12:39:10	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-09 12:42:42	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-09 12:44:55	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-09 13:17:07	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-12 13:25:26	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-14 07:17:28	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-20 15:21:37	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-22 08:52:10	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-22 11:06:34	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-08-22 11:07:23	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-09-04 13:39:20	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2024-09-04 13:46:25	biddept@pyramidsp.com	Bid Answer
Qcorp Printing Solutions	CA	Classification	2024-08-07 07:49:04	kim@qcorpco.com	Bid Notification
QuantRisk	FL	Classification	2024-08-07 07:49:04	info@quantrisk.com	Bid Notification
Questivity Inc	CA	Classification	2024-08-07 07:49:04	hsohel@questivity.com	Bid Notification

Quill LLC	IL	Classification	2024-08-07 07:49:04	bid@quill.com	Bid Notification
Quill LLC	IL	Classification	2024-08-08 10:27:43	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-08 10:27:56	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-08 10:28:12	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-08 10:28:23	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-08 10:28:51	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-08 14:19:16	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-09 07:45:27	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-09 12:39:10	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-09 12:42:42	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-09 12:44:55	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-09 13:17:07	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-12 13:25:26	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-14 07:17:28	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-20 15:21:37	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-22 08:52:10	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-22 11:06:34	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-08-22 11:07:23	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-09-04 13:39:20	bid@quill.com	Bid Answer
Quill LLC	IL	Classification	2024-09-04 13:46:25	bid@quill.com	Bid Answer
Qwizdom, Inc.	WA	Classification	2024-08-07 07:49:04	karlarae.ellis@qwizdom.com	Bid Notification
Radaz Products & Services Inc.	TX	Classification	2024-08-07 07:49:04	david@radaz.us	Bid Notification
RADG Holdings LLC	TN	Classification	2024-08-07 07:49:04	bidding@tradgroup.com	Bid Notification
Radiant Technology Solutions	FL	Classification	2024-08-07 07:49:04	sales@radiant-tech.net	Bid Notification
Radixos	WA	Classification	2024-08-07 07:49:04	jwaters@radixos.com	Bid Notification
Rain Networks	WA	Classification	2024-08-07 07:49:04	nathan@rainnetworks.com	Bid Notification
Rapid Assist Technology, Inc	TX	Classification	2024-08-07 07:49:04	support@rapidassisttech.com	Bid Notification
Rapp Productions, Inc	NC	Classification	2024-08-07 07:49:04	contracts@furniturelab.com	Bid Notification
Read Naturally, Inc.	MN	Classification	2024-08-07 07:49:04	bids@readnaturally.com	Bid Notification
Read Naturally, Inc.	MN	Classification	2024-08-08 10:27:43	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-08 10:27:56	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-08 10:28:12	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-08 10:28:23	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-08 10:28:51	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-08 14:19:16	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-09 07:45:27	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-09 12:39:10	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-09 12:42:42	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-09 12:44:55	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-09 13:17:07	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-12 13:25:26	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-14 07:17:28	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-20 15:21:37	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-22 08:52:10	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-22 11:06:34	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-08-22 11:07:23	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-09-04 13:39:20	bids@readnaturally.com	Bid Answer
Read Naturally, Inc.	MN	Classification	2024-09-04 13:46:25	bids@readnaturally.com	Bid Answer
Reading Plus LLC	VT	Classification	2024-08-07 07:49:04	rfp@readingplus.com	Bid Notification
Reality Technology, Inc.	CO	Classification	2024-08-07 07:49:04	ivan.sr@reality-technology.com	Bid Notification
Realityworks	WI	Classification	2024-08-07 07:49:04	information@realityworks.com	Bid Notification
Realityworks	WI	Classification	2024-08-08 10:27:43	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-08 10:27:56	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-08 10:28:12	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-08 10:28:23	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-08 10:28:51	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-08 14:19:16	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-09 07:45:27	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-09 12:39:10	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-09 12:42:42	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-09 12:44:55	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-09 13:17:07	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-12 13:25:26	information@realityworks.com	Bid Answer

Realityworks	WI	Classification	2024-08-14 07:17:28	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-20 15:21:37	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-22 08:52:10	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-22 11:06:34	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-08-22 11:07:23	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-09-04 13:39:20	information@realityworks.com	Bid Answer
Realityworks	WI	Classification	2024-09-04 13:46:25	information@realityworks.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-07 07:49:04	bidsupport@reallygoodstuff.com	Bid Notification
REALLY GOOD STUFF	CT	Classification	2024-08-08 10:27:43	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-08 10:27:56	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-08 10:28:12	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-08 10:28:23	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-08 10:28:51	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-08 14:19:16	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-09 07:45:27	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-09 12:39:10	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-09 12:42:42	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-09 12:44:55	bidsupport@reallygoodstuff.com	Bid Answer
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REALLY GOOD STUFF	CT	Classification	2024-08-12 13:25:26	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-14 07:17:28	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-20 15:21:37	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-22 08:52:10	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-22 11:06:34	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-08-22 11:07:23	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-09-04 13:39:20	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2024-09-04 13:46:25	bidsupport@reallygoodstuff.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-09 12:39:10	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-09 12:42:42	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-09 12:44:55	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-09 13:17:07	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-12 13:25:26	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-14 07:17:28	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-20 15:21:37	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-22 08:52:10	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-22 11:06:34	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-08-22 11:07:23	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-09-04 13:39:20	adoptions@reallygreatreading.com	Bid Answer
Really Great Reading Company, LLC	MD	Self Invited	2024-09-04 13:46:25	adoptions@reallygreatreading.com	Bid Answer
REFVerify Inc	CA	Classification	2024-08-07 07:49:04	af@alfatekcorp.com	Bid Notification
Relias Learning	NC	Classification	2024-08-07 07:49:04	mbeausoleil@reliaslearning.com	Bid Notification
Renaissance Learning, Inc.	WI	Classification	2024-08-07 07:49:04	proposals@renaissance.com	Bid Notification
ResourceX,Inc	GA	Classification	2024-08-07 07:49:04	ramprakash@resourcexinc.com	Bid Notification
Restex	CA	Classification	2024-08-07 07:49:04	rzuniga@tridien.com	Bid Notification
Rethink Autism Inc.	NY	Self Invited	2024-08-08 10:27:43	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-08 10:27:56	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-08 10:28:12	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-08 10:28:23	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-08 10:28:51	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-08 14:19:16	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-09 07:45:27	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-09 12:39:10	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-09 12:42:42	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-09 12:44:55	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-09 13:17:07	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-12 13:25:26	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-14 07:17:28	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-20 15:21:37	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-22 08:52:10	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-22 11:06:34	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-08-22 11:07:23	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-09-04 13:39:20	RFP@rethinked.com	Bid Answer
Rethink Autism Inc.	NY	Self Invited	2024-09-04 13:46:25	RFP@rethinked.com	Bid Answer

REV Robotics LLC	TX	Classification	2024-08-07 07:49:04	sales@revrobotics.com	Bid Notification
RFx Analyst	CA	Classification	2024-08-07 07:49:04	rfp@rfxanalyst.com	Bid Notification
Rightsize Facility Performance	IL	Classification	2024-08-07 07:49:04	rkubiak@rightsizefacility.com	Bid Notification
RIIBC INC	NY	Classification	2024-08-07 07:49:04	ralmog@riidllc.com	Bid Notification
Rivco	CA	Classification	2024-08-07 07:49:04	newitus@gmail.com	Bid Notification
RJH Supply	DC	Classification	2024-08-07 07:49:04	bob@rjhsupply.com	Bid Notification
RJT Solution Beacon Inc.	CA	Classification	2024-08-07 07:49:04	bala@rjtcompuquest.com	Bid Notification
Robert Allen	TN	Classification	2024-08-07 07:49:04	ybarba@tradgroup.com	Bid Notification
Rosalyn LLC	OH	Classification	2024-08-07 07:49:04	rfp@rosalyn.ai	Bid Notification
Rosario & Rosario LLC	WA	Classification	2024-08-07 07:49:04	gloria@icuniforms.com	Bid Notification
RoseDrew, Inc	FL	Classification	2024-08-07 07:49:04	showcases1@aol.com	Bid Notification
Rosetta Stone, LLC	CA	Classification	2024-08-07 07:49:04	proposals@rosettastone.com	Bid Notification
Rourke Educational Media, LLC	FL	Classification	2024-08-07 07:49:04	brandon@rourkeeducationalmedia.com	Bid Notification
Royal Cyber, Inc.	IL	Classification	2024-08-07 07:49:04	rfps@royalcyber.com	Bid Notification
Royal Media Inc.	MD	Classification	2024-08-07 07:49:04	koi@royalimagingsolutions.com	Bid Notification
Royal Media Network	MD	Classification	2024-08-07 07:49:04	arish@royalimagingsolutions.com	Bid Notification
ROYAL MEDIA NETWORK	MD	Classification	2024-08-07 07:49:04	vian@royalimagingsolutions.com	Bid Notification
Royal Media Network, Inc.	MD	Classification	2024-08-07 07:49:04	simon@royalimagingsolutions.com	Bid Notification
Royal Media Network, Inc.	MD	Classification	2024-08-07 07:49:04	krisrimae@royalimagingsolutions.com	Bid Notification
Runestone Solutions	MT	Classification	2024-08-07 07:49:04	regina.elmose@runestonesolutions.com	Bid Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-07 07:49:04	visit@russwoodnow.com	Bid Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 10:27:43	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 10:27:56	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 10:28:12	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 10:28:23	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 10:28:51	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-08 14:19:16	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-09 07:45:27	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-09 12:39:10	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-09 12:42:42	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-09 12:44:55	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-09 13:17:07	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-12 13:25:26	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-14 07:17:28	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-20 15:21:37	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-22 08:52:10	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-22 11:06:34	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-08-22 11:07:23	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-09-04 13:39:20	visit@russwoodnow.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-09-04 13:46:25	visit@russwoodnow.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-07 07:49:04	Sourcing@ryeconsult.com	Bid Notification
RYE Consulting	IL	Classification	2024-08-08 10:27:43	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-08 10:27:56	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-08 10:28:12	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-08 10:28:23	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-08 10:28:51	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-08 14:19:16	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-09 07:45:27	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-09 12:39:10	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-09 12:42:42	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-09 12:44:55	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-09 13:17:07	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-12 13:25:26	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-14 07:17:28	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-20 15:21:37	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-08-22 08:52:10	Sourcing@ryeconsult.com	Bid Answer
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RYE Consulting	IL	Classification	2024-09-04 13:39:20	Sourcing@ryeconsult.com	Bid Answer
RYE Consulting	IL	Classification	2024-09-04 13:46:25	Sourcing@ryeconsult.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-07 07:49:04	bids@ssww.com	Bid Notification
S&S Worldwide	CT	Classification	2024-08-08 10:27:43	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-08 10:27:56	bids@ssww.com	Bid Answer

S&S Worldwide	CT	Classification	2024-08-08 10:28:12	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-08 10:28:23	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-08 10:28:51	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-08 14:19:16	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-09 07:45:27	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-09 12:39:10	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-09 12:42:42	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-09 12:44:55	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-09 13:17:07	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-12 13:25:26	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-14 07:17:28	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-20 15:21:37	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-22 08:52:10	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-22 11:06:34	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-08-22 11:07:23	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-09-04 13:39:20	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2024-09-04 13:46:25	bids@ssww.com	Bid Answer
S.A.N.E.	OH	Classification	2024-08-07 07:49:04	karen@sanefcs.com	Bid Notification
Saddleback Educational, Inc.	CA	Classification	2024-08-07 07:49:04	bids@sdlback.com	Bid Notification
Saddleback Educational, Inc.	CA	Classification	2024-08-08 10:27:43	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-08 10:27:56	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-08 10:28:12	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-08 10:28:23	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-08 10:28:51	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-08 14:19:16	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-09 07:45:27	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-09 12:39:10	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-09 12:42:42	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-09 12:44:55	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-09 13:17:04	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-12 13:25:26	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-14 07:17:28	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-20 15:21:37	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-22 08:52:10	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-22 11:06:34	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-08-22 11:07:23	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-09-04 13:39:20	bids@sdlback.com	Bid Answer
Saddleback Educational, Inc.	CA	Classification	2024-09-04 13:46:25	bids@sdlback.com	Bid Answer
Safety Glasses USA	MI	Classification	2024-08-07 07:49:04	melissa@sgusa.us	Bid Notification
SAFS, INC.	WA	Classification	2024-08-07 07:49:04	f.randall@safsinc.com	Bid Notification
Saigan Technologies, Inc.	MO	Classification	2024-08-07 07:49:04	diversity@saigantech.com	Bid Notification
Sandy Spin Slade, Inc.	CA	Classification	2024-08-07 07:49:04	sslade@skillastics.com	Bid Notification
SARGENT WELCH/VWR	NY	Classification	2024-08-07 07:49:04	vwr_sciedbids@vwr.com	Bid Notification
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 10:27:43	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 10:27:56	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 10:28:12	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 10:28:23	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 10:28:51	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-08 14:19:16	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-09 07:45:27	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-09 12:39:10	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-09 12:42:42	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-09 12:44:55	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-09 13:17:07	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-12 13:25:26	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-14 07:17:28	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-20 15:21:37	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-22 08:52:10	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-22 11:06:34	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-08-22 11:07:23	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-09-04 13:39:20	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	NJ	Self Invited	2024-09-04 13:46:25	Proposals@savvas.com	Bid Answer
ScanningPens	FL	Classification	2024-08-07 07:49:04	brianp@scanningpens.com	Bid Notification

Scantron Corporation	MN	Classification	2024-08-07 07:49:04	michelle.nira@scantron.com	Bid Notification
Scholastic Inc.	NY	Classification	2024-08-07 07:49:04	rfp-scholastic@scholastic.com	Bid Notification
Scholastic Inc.	NY	Classification	2024-08-08 10:27:43	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-08 10:27:56	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-08 10:28:12	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-08 10:28:23	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-08 10:28:51	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-08 14:19:16	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-09 07:45:27	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-09 12:39:10	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-09 12:42:42	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-09 12:44:55	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-09 13:17:07	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-12 13:25:26	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-14 07:17:28	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-20 15:21:37	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-22 08:52:10	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-22 11:06:34	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-08-22 11:07:23	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-09-04 13:39:20	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2024-09-04 13:46:25	rfp-scholastic@scholastic.com	Bid Answer
School Outfitters	OH	Classification	2024-08-07 07:49:04	contracts@schooloutfitters.com	Bid Notification
School Outfitters	OH	Classification	2024-08-08 10:27:43	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-08 10:27:56	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-08 10:28:12	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-08 10:28:23	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-08 10:28:51	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-08 14:19:16	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-09 07:45:27	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-09 12:39:10	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-09 12:42:42	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-09 12:44:55	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-09 13:17:07	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-12 13:25:26	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-14 07:17:28	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-20 15:21:37	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-22 08:52:10	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-22 11:06:34	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-08-22 11:07:23	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-09-04 13:39:20	contracts@schooloutfitters.com	Bid Answer
School Outfitters	OH	Classification	2024-09-04 13:46:25	contracts@schooloutfitters.com	Bid Answer
School Specialty Inc	OH	Classification	2024-08-07 07:49:04	Leonard.adkins@schoolspecialty.com	Bid Notification
School Specialty LLC	WI	Classification	2024-08-07 07:49:04	bidnotices@schoolspecialty.com	Bid Notification
School Specialty LLC	WI	Classification	2024-08-08 10:27:43	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-08 10:27:56	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-08 10:28:12	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-08 10:28:23	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-08 10:28:51	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-08 14:19:16	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-09 07:45:27	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-09 12:39:10	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-09 12:42:42	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-09 12:44:55	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-09 13:17:07	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-12 13:25:26	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-14 07:17:28	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-20 15:21:37	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-22 08:52:10	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-22 11:06:34	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-08-22 11:07:23	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-09-04 13:39:20	bidnotices@schoolspecialty.com	Bid Answer
School Specialty LLC	WI	Classification	2024-09-04 13:46:25	bidnotices@schoolspecialty.com	Bid Answer
School Supply Specialty LLC	OH	Classification	2024-08-07 07:49:04	gary@schoolsupplyspecialty.com	Bid Notification

School Wholesale Supplies LLC	TN	Self Invited	2024-08-09 07:45:27	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-09 12:39:10	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-09 12:42:42	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-09 12:44:55	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-09 13:17:07	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-12 13:25:26	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-14 07:17:28	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-20 15:21:37	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-22 08:52:10	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-22 11:06:34	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-08-22 11:07:23	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-09-04 13:39:20	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-09-04 13:46:25	jpdas@eii-usa.com	Bid Answer
School's In, LLC	OH	Classification	2024-08-07 07:49:04	schoolsin@ironfurnace.com	Bid Notification
School's In, LLC	OH	Classification	2024-08-07 07:49:04	ben.kremer@schoolsin.com	Bid Notification
SCIENTERRIFIC GAMES	TX	Classification	2024-08-07 07:49:04	joy@scienterrificgames.com	Bid Notification
Seating Concepts, Inc.	IL	Classification	2024-08-07 07:49:04	tstjulien@seating-concepts.com	Bid Notification
Seating Inc	NY	Classification	2024-08-07 07:49:04	info@4seatinginc.com	Bid Notification
SENCOMMUNICATIONS, INC.	FL	Classification	2024-08-07 07:49:04	rgeneral@sencomm.com	Bid Notification
Serigor Inc	MD	Classification	2024-08-07 07:49:04	rfx@serigor.com	Bid Notification
Sex Ed Mart	QC	Classification	2024-08-07 07:49:04	sexedmart@icloud.com	Bid Notification
Sheffield Pottery, Inc	MA	Classification	2024-08-07 07:49:04	schools@sheffield-pottery.com	Bid Notification
Shelter Outfitters	CA	Classification	2024-08-07 07:49:04	customerservice@shelteroutfitters.com	Bid Notification
ShopK12, Inc	OR	Classification	2024-08-07 07:49:04	info@shopk12.com	Bid Notification
Silver Street, Inc.	MI	Classification	2024-08-07 07:49:04	jseaver@mediatechnologies.com	Bid Notification
SimplyDigi.com, Inc.	NM	Classification	2024-08-07 07:49:04	bruce@simplydigi.com	Bid Notification
SimTanzer LLC	CA	Classification	2024-08-07 07:49:04	catherine@simtanzer.com	Bid Notification
Skillsoft Corporation	NH	Classification	2024-08-07 07:49:04	richele_henry@skillsoft.com	Bid Notification
SKS- SMART KIDS SOFTWARE, INC.	TX	Classification	2024-08-07 07:49:04	SAMANTHA@SMARTKIDSSOFTWARE	Bid Notification
Skutchi Designs, Inc	SC	Classification	2024-08-07 07:49:04	jennifer@skutchi.com	Bid Notification
Smart As A Fox	CA	Classification	2024-08-07 07:49:04	dwaynekohn@aol.com	Bid Notification
Smart Training LLC	TX	Classification	2024-08-07 07:49:04	lauradoi@smarttraining.com	Bid Notification
SMARTCLASS LLC	MD	Classification	2024-08-07 07:49:04	simsek97@gmail.com	Bid Notification
Smarty Ants, Inc.	CA	Classification	2024-08-07 07:49:04	customerservice@smartyants.com	Bid Notification
Smith System	TX	Classification	2024-08-07 07:49:04	Lorries@smithsystem.com	Bid Notification
SMS Tech Solutions	NC	Classification	2024-08-07 07:49:04	chris@smstechsolutions.com	Bid Notification
Softchoice Corporation	IL	Classification	2024-08-07 07:49:04	sledus@softchoice.com	Bid Notification
SoftwareONE Inc	WI	Classification	2024-08-07 07:49:04	Gov-Bids.us@softwareone.com	Bid Notification
Solutions House	FL	Classification	2024-08-07 07:49:04	davidd@solutionshouse.com	Bid Notification
Source Rite LLC	CA	Classification	2024-08-07 07:49:04	sheila@sourceritegsa.com	Bid Notification
Southeastern Educational Toy and Book	NC	Classification	2024-09-05 14:05:23	donita.hinckley@sebks.com	Bid Notification
Southern Science Supply	TX	Classification	2024-08-07 07:49:04	carol@southernsciencesupply.com	Bid Notification
Southwest Market Products LLC	NV	Classification	2024-08-07 07:49:04	swmpsales@southwestmarketproducts.c	Bid Notification
Special-T, LLC	GA	Classification	2024-08-07 07:49:04	lisa@specialt.net	Bid Notification
SpecialNeedsWare Inc	NJ	Classification	2024-08-07 07:49:04	RFP@orilearning.com	Bid Notification
SpecialNeedsWare Inc	NJ	Classification	2024-08-12 13:25:26	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-08-14 07:17:25	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-08-20 15:21:37	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-08-22 08:52:10	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-08-22 11:06:34	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-08-22 11:07:23	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-09-04 13:39:20	RFP@orilearning.com	Bid Answer
SpecialNeedsWare Inc	NJ	Classification	2024-09-04 13:46:25	RFP@orilearning.com	Bid Answer
SpecialNeedsWare, Inc	NJ	Classification	2024-08-07 07:49:04	jeffstillman@oneder.com	Bid Notification
Specialty Packaging Company, LLC	AL	Classification	2024-08-07 07:49:04	spc10@bellsouth.net	Bid Notification
Spectrum Industries, Inc.	WI	Classification	2024-08-07 07:49:04	quotes@spectrumfurniture.com	Bid Notification
Splainers, Inc.	WA	Classification	2024-08-07 07:49:04	mark@splainers.com	Bid Notification
Springshare, LLC	FL	Classification	2024-08-07 07:49:04	slaven@springshare.com	Bid Notification
StageDrop LLC	NJ	Classification	2024-08-07 07:49:04	bids@stagedrop.com	Bid Notification
StaidLogic LLC	OH	Classification	2024-08-07 07:49:04	hr@staidlogic.com	Bid Notification
StoresIQ Inc	CA	Classification	2024-08-07 07:49:04	akeem@storesiq.com	Bid Notification
Strivven Media LLC	NC	Classification	2024-08-07 07:49:04	igorelik@strivven.com	Bid Notification
Studica Inc	NY	Classification	2024-08-07 07:49:04	jims@studica.com	Bid Notification

Sufian Munir Inc.	CA	Self Invited	2024-08-09 07:45:27	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-09 12:39:10	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-09 12:42:40	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-09 12:44:53	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-09 13:17:07	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-12 13:25:26	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-14 07:17:28	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-20 15:21:37	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-22 08:52:10	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-22 11:06:34	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-08-22 11:07:23	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-09-04 13:39:20	zarrar@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2024-09-04 13:46:25	zarrar@clarybusinessmachines.com	Bid Answer
Sunburst Digital	IL	Classification	2024-08-07 07:49:04	bids@sunburst.com	Bid Notification
Sunset Survival & First Aid, Inc.	CA	Classification	2024-08-07 07:49:04	info@sunsetsurvival.com	Bid Notification
Super Duper Inc	SC	Classification	2024-08-07 07:49:04	bids@superduperinc.com	Bid Notification
Super Duper Inc	SC	Classification	2024-08-08 10:27:43	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-08 10:27:56	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-08 10:28:12	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-08 10:28:23	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-08 10:28:51	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-08 14:19:16	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-09 07:45:27	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-09 12:39:10	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-09 12:42:42	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-09 12:44:55	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-09 13:17:07	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-12 13:25:26	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-14 07:17:28	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-20 15:21:37	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-22 08:52:10	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-22 11:06:34	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-08-22 11:07:23	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-09-04 13:39:20	bids@superduperinc.com	Bid Answer
Super Duper Inc	SC	Classification	2024-09-04 13:46:25	bids@superduperinc.com	Bid Answer
Superior Text, LLC	AL	Classification	2024-08-07 07:49:04	sales@superiortext.com	Bid Notification
SureScore, Inc.	TX	Classification	2024-08-07 07:49:04	info@surescore.com	Bid Notification
Swarm Vision Inc.	CA	Classification	2024-08-07 07:49:04	suzan@swarmvision.com	Bid Notification
Sweet Pipes, LLC	FL	Classification	2024-08-07 07:49:04	sales@sweetpipes.com	Bid Notification
Sweet Pipes, LLC	FL	Classification	2024-08-20 15:21:37	sales@sweetpipes.com	Bid Answer
Sweet Pipes, LLC	FL	Classification	2024-08-22 08:52:10	sales@sweetpipes.com	Bid Answer
Sweet Pipes, LLC	FL	Classification	2024-08-22 11:06:34	sales@sweetpipes.com	Bid Answer
Sweet Pipes, LLC	FL	Classification	2024-08-22 11:07:23	sales@sweetpipes.com	Bid Answer
Sweet Pipes, LLC	FL	Classification	2024-09-04 13:39:20	sales@sweetpipes.com	Bid Answer
Sweet Pipes, LLC	FL	Classification	2024-09-04 13:46:25	sales@sweetpipes.com	Bid Answer
SymSoft Solutions, LLC	CA	Classification	2024-08-07 07:49:04	abdul@symsoftsolutions.com	Bid Notification
TAB Consultancy Services LLC	WY	Classification	2024-08-07 07:49:04	tabitha.georges88@tab-consultancy.com	Bid Notification
Talk Technologies Inc.	WA	Classification	2024-08-07 07:49:04	info@talktech.com	Bid Notification
Teacher Created Resources	CA	Classification	2024-08-07 07:49:04	custserv@bluestareducation.com	Bid Notification
Teacher's School Supply	FL	Classification	2024-08-07 07:49:04	cheryl@teacherssupply.com	Bid Notification
Team Office, LLC	MO	Classification	2024-08-07 07:49:04	amurphy@teamoffice.us	Bid Notification
Tech Data	FL	Classification	2024-08-07 07:49:04	carol.kornell@techdata.com	Bid Notification
Technology Edcuation Concepts, Inc.	NH	Classification	2024-08-07 07:49:04	sales@tecedu.com	Bid Notification
Technology Purchasing Partners, LLC	OH	Classification	2024-08-07 07:49:04	dstroman@techpurch.com	Bid Notification
TechSkill Nation	CO	Classification	2024-08-07 07:49:04	vik.manne@techskillnation.com	Bid Notification
TectroniQ	MO	Classification	2024-08-07 07:49:04	leads@tectroniq.com	Bid Notification
Tellus Solutions	CA	Classification	2024-08-07 07:49:04	jineshj@tellussol.com	Bid Notification
Tepia Co, Inc.	CA	Classification	2024-08-07 07:49:04	trisha@tepia.co	Bid Notification
Tequipment, Inc	NY	Classification	2024-08-07 07:49:04	Bids@teq.com	Bid Notification
Tequipment, Inc	NY	Classification	2024-08-08 10:27:43	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-08 10:27:56	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-08 10:28:12	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-08 10:28:23	Bids@teq.com	Bid Answer

Tequipment, Inc	NY	Classification	2024-08-08 10:28:51	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-08 14:19:16	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-09 07:45:27	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-09 12:39:10	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-09 12:42:42	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-09 12:44:55	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-09 13:17:07	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-12 13:25:26	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-14 07:17:28	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-20 15:21:37	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-22 08:52:10	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-22 11:06:34	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-08-22 11:07:23	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-09-04 13:39:20	Bids@teq.com	Bid Answer
Tequipment, Inc	NY	Classification	2024-09-04 13:46:25	Bids@teq.com	Bid Answer
Territorium	TX	Classification	2024-08-07 07:49:04	terry.shrader@territorium.com	Bid Notification
Tevora	CA	Classification	2024-08-07 07:49:04	cfellini@tevora.com	Bid Notification
Texas Correctional Industries	TX	Classification	2024-08-07 07:49:04	tci@tdcj.texas.gov	Bid Notification
Texas Health Supply Inc	TX	Classification	2024-08-07 07:49:04	sales@medisouth.com	Bid Notification
Textbook Warehouse	GA	Classification	2024-08-07 07:49:04	bids@textbookwarehouse.com	Bid Notification
Textbook Warehouse	GA	Classification	2024-08-08 10:27:43	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-08 10:27:56	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-08 10:28:12	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-08 10:28:23	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-08 10:28:51	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-08 14:19:16	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-09 07:45:27	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-09 12:39:10	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-09 12:42:42	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-09 12:44:55	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-09 13:17:07	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-12 13:25:26	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-14 07:17:28	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-20 15:21:37	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-22 08:52:10	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-22 11:06:34	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-08-22 11:07:23	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-09-04 13:39:20	bids@textbookwarehouse.com	Bid Answer
Textbook Warehouse	GA	Classification	2024-09-04 13:46:25	bids@textbookwarehouse.com	Bid Answer
TextbookEnterprise Inc	TX	Classification	2024-08-07 07:49:04	hdinterprize@gmail.com	Bid Notification
TFH (USA) LTD	PA	Self Invited	2024-08-20 15:21:37	barb@tfhusa.com	Bid Answer
TFH (USA) LTD	PA	Self Invited	2024-08-22 08:52:10	barb@tfhusa.com	Bid Answer
TFH (USA) LTD	PA	Self Invited	2024-08-22 11:06:34	barb@tfhusa.com	Bid Answer
TFH (USA) LTD	PA	Self Invited	2024-08-22 11:07:23	barb@tfhusa.com	Bid Answer
TFH (USA) LTD	PA	Self Invited	2024-09-04 13:39:20	barb@tfhusa.com	Bid Answer
TFH (USA) LTD	PA	Self Invited	2024-09-04 13:46:25	barb@tfhusa.com	Bid Answer
TFH USA LTD	PA	Classification	2024-08-07 07:49:04	bids@TFHUSA.COM	Bid Notification
TFH USA Ltd	PA	Self Invited	2024-08-08 10:27:43	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-08 10:27:56	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-08 10:28:12	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-08 10:28:23	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-08 10:28:51	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-08 14:19:16	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-09 07:45:27	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-09 12:39:10	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-09 12:42:42	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-09 12:44:55	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-09 13:17:07	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-12 13:25:26	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-14 07:17:28	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-20 15:21:37	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-22 08:52:10	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-08-22 11:06:34	karen@tfhusa.com	Bid Answer

TFH USA Ltd	PA	Self Invited	2024-08-22 11:07:23	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-09-04 13:39:20	karen@tfhusa.com	Bid Answer
TFH USA Ltd	PA	Self Invited	2024-09-04 13:46:25	karen@tfhusa.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-07 07:49:04	info@acornnaturalists.com	Bid Notification
The Acorn Group Inc.	CA	Classification	2024-08-09 12:39:10	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-09 12:42:42	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-09 12:44:55	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-09 13:17:07	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-12 13:25:26	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-14 07:17:28	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-20 15:21:37	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-22 08:52:10	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-08-22 11:06:34	info@acornnaturalists.com	Bid Answer
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The Acorn Group Inc.	CA	Classification	2024-09-04 13:39:20	info@acornnaturalists.com	Bid Answer
The Acorn Group Inc.	CA	Classification	2024-09-04 13:46:25	info@acornnaturalists.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2024-08-07 07:49:04	n.annonio@burmax.com	Bid Notification
The Education Partners	NY	Classification	2024-08-07 07:49:04	kevin.callahan@achieve3000.com	Bid Notification
The Educational Outback	AK	Classification	2024-08-07 07:49:04	educationaloutback@yahoo.com	Bid Notification
The Horus Group, LLC	TX	Classification	2024-08-07 07:49:04	gblack1179@gmail.com	Bid Notification
The IQ Business Group, Inc.	VA	Classification	2024-08-07 07:49:04	business.development@iqbginc.com	Bid Notification
The J Paul Company	TX	Classification	2024-08-07 07:49:04	Lindsay@jpaulco.com	Bid Notification
The Legion Group, LLC	AL	Classification	2024-08-07 07:49:04	rob@thelegiongroup.com	Bid Notification
The Library Store, Inc.	IL	Classification	2024-08-07 07:49:04	districtbids@thelibrarystore.com	Bid Notification
The Office Leader	NY	Classification	2024-08-07 07:49:04	bidding@theofficeleader.com	Bid Notification
The Pathfinder Solutions Group, LLC	TX	Classification	2024-08-07 07:49:04	thepathfindersolutionsgroup@gmail.com	Bid Notification
The Reading Warehouse Inc	SC	Classification	2024-08-07 07:49:04	toddh@trwemail.com	Bid Notification
The Yes Group	MN	Classification	2024-08-07 07:49:04	zach@theyesgroup.com	Bid Notification
Therapro, Inc.	MA	Classification	2024-08-07 07:49:04	sonja@therapro.com	Bid Notification
Therapro, Inc.	MA	Classification	2024-08-08 10:27:43	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-08 10:27:56	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-08 10:28:12	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-08 10:28:23	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-08 10:28:51	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-08 14:19:16	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-09 07:45:27	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-09 12:39:10	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-09 12:42:42	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-09 12:44:55	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-09 13:17:07	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-12 13:25:26	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-14 07:17:28	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-20 15:21:37	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-22 08:52:09	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-22 11:06:34	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-08-22 11:07:23	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-09-04 13:39:20	sonja@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2024-09-04 13:46:25	sonja@therapro.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2024-08-07 07:49:04	sales@socialthinking.com	Bid Notification
Think Social Publishing, Inc.	CA	Classification	2024-09-04 13:39:20	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2024-09-04 13:46:25	sales@socialthinking.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 10:27:43	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 10:27:56	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 10:28:12	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 10:28:23	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 10:28:51	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 11:28:34	rfp@thinkcerca.com	Bid Notification
ThinkCERCA.com, Inc.	IL	Classification	2024-08-08 14:19:16	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-09 07:45:27	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-09 12:39:10	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-09 12:42:42	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-09 12:44:55	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-09 13:17:07	rfp@thinkcerca.com	Bid Answer

ThinkCERCA.com, Inc.	IL	Classification	2024-08-12 13:25:26	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-14 07:17:28	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-20 15:21:37	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-22 08:52:10	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-22 11:06:34	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-08-22 11:07:23	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-09-04 13:39:20	rfp@thinkcerca.com	Bid Answer
ThinkCERCA.com, Inc.	IL	Classification	2024-09-04 13:46:25	rfp@thinkcerca.com	Bid Answer
Three H Furniture Systems Limited	ON	Classification	2024-08-07 07:49:04	info@threehcontracts.com	Bid Notification
Tiger Direct	FL	Classification	2024-08-07 07:49:04	richard.ruiz@tigerdirect.com	Bid Notification
Tiger Direct	IL	Classification	2024-08-07 07:49:04	donald.phelps@tigerdirect.com	Bid Notification
Tigerdirect Inc	FL	Classification	2024-08-07 07:49:04	Derek.James@Tigerdirect.com	Bid Notification
Tobias International	TX	Classification	2024-08-07 07:49:04	stacey.crow@tobiassystems.com	Bid Notification
Total Material Handling Solutions LLC	TX	Classification	2024-08-07 07:49:04	andrew@e-rackonline.com	Bid Notification
Trinity Education Group	MD	Classification	2024-08-07 07:49:04	contracts@trinityeducationgroup.com	Bid Notification
TripleNterprises	TX	Classification	2024-08-07 07:49:04	ntarantino@txstaar.com	Bid Notification
Triskelle Solutions	MD	Classification	2024-08-07 07:49:04	rfp@triskelle.solutions	Bid Notification
Troxell Communications, Inc.	AZ	Classification	2024-08-07 07:49:04	joe.desola@trox.com	Bid Notification
TSESSEBE Technologies	MD	Classification	2024-08-07 07:49:04	nmaunganidze88@gmail.com	Bid Notification
TSSNetworks/MATCHFIT	TX	Classification	2024-08-07 07:49:04	LDL@matchfit.com	Bid Notification
TTI Business Products, Inc.	NY	Classification	2024-08-07 07:49:04	billiejean@ttibusiness.com	Bid Notification
U.S. TOY COMPANY, INC.	MO	Classification	2024-08-07 07:49:04	bids@constructiveplaythings.com	Bid Notification
U.S. TOY COMPANY, INC.	MO	Classification	2024-08-20 15:21:37	bids@constructiveplaythings.com	Bid Answer
U.S. TOY COMPANY, INC.	MO	Classification	2024-08-22 08:52:10	bids@constructiveplaythings.com	Bid Answer
U.S. TOY COMPANY, INC.	MO	Classification	2024-08-22 11:06:34	bids@constructiveplaythings.com	Bid Answer
U.S. TOY COMPANY, INC.	MO	Classification	2024-08-22 11:07:23	bids@constructiveplaythings.com	Bid Answer
U.S. TOY COMPANY, INC.	MO	Classification	2024-09-04 13:39:20	bids@constructiveplaythings.com	Bid Answer
U.S. TOY COMPANY, INC.	MO	Classification	2024-09-04 13:46:25	bids@constructiveplaythings.com	Bid Answer
Ultimate Office Solutions, Inc.	NJ	Classification	2024-08-07 07:49:04	customerservice@ultoffice.com	Bid Notification
Ultra Inc	SD	Classification	2024-08-07 07:49:04	gcornell@connectingpoint.biz	Bid Notification
Unipak Corp.	NJ	Classification	2024-08-07 07:49:04	customercare@unipakcorp.net	Bid Notification
Unipak Corp.	NJ	Classification	2024-08-08 10:27:42	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-08 10:27:56	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-08 10:28:12	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-08 10:28:23	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-08 10:28:51	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-08 14:19:16	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-09 07:45:27	customercare@unipakcorp.net	Bid Answer
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Unipak Corp.	NJ	Classification	2024-08-09 12:42:42	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-09 12:44:55	customercare@unipakcorp.net	Bid Answer
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Unipak Corp.	NJ	Classification	2024-08-12 13:25:26	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-14 07:17:28	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-20 15:21:37	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-22 08:52:10	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-22 11:06:34	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-08-22 11:07:23	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-09-04 13:39:20	customercare@unipakcorp.net	Bid Answer
Unipak Corp.	NJ	Classification	2024-09-04 13:46:25	customercare@unipakcorp.net	Bid Answer
USA McDONALD	MT	Classification	2024-08-07 07:49:04	charlotte@norcoproducts.com	Bid Notification
USA McDonald Corporation	MT	Classification	2024-08-07 07:49:04	jim@norcoproducts.com	Bid Notification
Utegration	TX	Classification	2024-08-07 07:49:04	erwin.pong@utegration.com	Bid Notification
UWorld	TX	Classification	2024-08-07 07:49:04	collegesales@uworld.com	Bid Notification
Valiant National AV Supply	NJ	Classification	2024-08-07 07:49:04	rwolsten@800valiant.com	Bid Notification
Valley Litho Supply	WI	Classification	2024-08-07 07:49:04	jimb@valleylitho.com	Bid Notification
vCloud Tech Inc.	CA	Classification	2024-08-07 07:49:04	vcloud@vcloudtech.com	Bid Notification
VeeRobotics LLC	DE	Classification	2024-08-07 07:49:04	sunil@veerobotics.com	Bid Notification
Venus Supplies and Services	PA	Classification	2024-08-07 07:49:04	Terryg@VenusSuppliesCompany.com	Bid Notification
Verbit.ai	NY	Classification	2024-08-07 07:49:04	lindsay.tulloss@verbit.ai	Bid Notification
Versadial Corporation	CA	Classification	2024-08-07 07:49:04	elenas@versadial.com	Bid Notification
Vertical AIT	TX	Classification	2024-08-07 07:49:04	info@verticalait.com	Bid Notification
VIRA Insight, LLC	TX	Classification	2024-08-07 07:49:04	smoore@virainsight.com	Bid Notification

VIRCO INC	CA	Classification	2024-08-07 07:49:04	DEBBIESTOTTLER@VIRCO.COM	Bid Notification
Virco Inc.	AR	Classification	2024-08-07 07:49:04	cms@virco.com	Bid Notification
Virco Mfg Corp	CA	Classification	2024-08-07 07:49:04	michellemack@virco.com	Bid Notification
Virtual Speech Center Inc	CA	Classification	2024-08-07 07:49:04	info@virtualspeechcenter.com	Bid Notification
VisitDays Corp.	NY	Classification	2024-08-07 07:49:04	james@visitdays.com	Bid Notification
Visualedtech, Inc	NJ	Classification	2024-08-07 07:49:04	vised@optonline.net	Bid Notification
vPrime Tech Inc	TX	Classification	2024-08-07 07:49:04	vprime@vprimetech.com	Bid Notification
VS America, Inc.	NC	Classification	2024-08-07 07:49:04	y.ahn@vsamerica.com	Bid Notification
VSA, Inc.	NE	Classification	2024-08-07 07:49:04	lora@vsa1.com	Bid Notification
VSC, Inc.	MI	Classification	2024-08-07 07:49:04	lkemmer@shopvsc.com	Bid Notification
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 10:27:43	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 10:27:56	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 10:28:12	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 10:28:23	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 10:28:51	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-08 14:19:16	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-09 07:45:27	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-09 12:39:10	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-09 12:42:42	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-09 12:44:55	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-09 13:17:07	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-12 13:25:26	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-14 07:17:28	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-20 15:21:37	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-22 08:52:10	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-22 11:06:34	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-08-22 11:07:23	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-09-04 13:39:20	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-09-04 13:46:25	bids@wardsci.com	Bid Answer
VWR International, LLC d/b/a Ward's Natu	NY	Classification	2024-09-10 13:08:40	bids@wardsci.com	Bid Notification
Washington Correctional Industries	WA	Classification	2024-08-07 07:49:04	donna.gober@doc.wa.gov	Bid Notification
Wayfair	MA	Classification	2024-08-07 07:49:04	jvignati@wayfair.com	Bid Notification
Wayfair Inc.	MA	Classification	2024-08-07 07:49:04	jhaber@wayfair.com	Bid Notification
WBF Independent Consulting LLC	MS	Classification	2024-08-07 07:49:04	wbfindependentconsulting@gmail.com	Bid Notification
WDM, Inc.	NC	Classification	2024-08-07 07:49:04	sales@buywooddesigns.com	Bid Notification
Wenger Corporation	MN	Classification	2024-08-07 07:49:04	julie.webber@wengercorp.com	Bid Notification
Wenger Corporation	MN	Self Invited	2024-08-08 10:27:43	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-08 10:27:56	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-08 10:28:12	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-08 10:28:23	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-08 10:28:51	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-08 14:19:16	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-09 07:45:27	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-09 12:39:10	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-09 12:42:42	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-09 12:44:55	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-09 13:17:07	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-12 13:25:26	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-14 07:17:28	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-20 15:21:37	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-22 08:52:10	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-22 11:06:34	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-08-22 11:07:23	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-09-04 13:39:20	Audrey.Morschen@wengercorp.com	Bid Answer
Wenger Corporation	MN	Self Invited	2024-09-04 13:46:25	Audrey.Morschen@wengercorp.com	Bid Answer
WestEd	CA	Classification	2024-08-07 07:49:04	staterfp@wested.org	Bid Notification
WH Solutions, LLC	TX	Classification	2024-08-07 07:49:04	philip@recipeasy.io	Bid Notification
What's Cookin' Inc	AZ	Classification	2024-08-16 01:17:08	sales1@linkedtrust.us	Bid Notification
Winnovation LLC	KS	Classification	2024-08-07 07:49:04	m.desai@winnovation.co	Bid Notification
WINPORT FURNITURE	TX	Classification	2024-08-07 07:49:04	kerem@winportfurniture.com	Bid Notification
Wisconsin Technical College System Foun	WI	Classification	2024-08-07 07:49:04	osbornl@wids.org	Bid Notification
Wisecom Technology	MD	Classification	2024-08-07 07:49:04	jeff@wisecomtech.com	Bid Notification
Woodburn Press LLC	OH	Classification	2024-08-07 07:49:04	info@woodburnpress.com	Bid Notification

Work On Learning	FL	Classification	2024-08-07 07:49:04	Jen@teachermade.com	Bid Notification
Workplace Emporium	CA	Classification	2024-08-07 07:49:04	laura.holmes@indoff.com	Bid Notification
World of Reading, Ltd.	GA	Classification	2024-08-07 07:49:04	polyglot@wor.com	Bid Notification
Worthington Direct	TX	Classification	2024-08-07 07:49:04	neely@worthingtondirect.com	Bid Notification
Worthington Direct	TX	Classification	2024-08-08 10:27:43	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-08 10:27:56	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-08 10:28:12	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-08 10:28:23	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-08 10:28:51	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-08 14:19:16	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-09 07:45:27	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-09 12:39:10	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-09 12:42:42	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-09 12:44:55	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-09 13:17:07	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-12 13:25:26	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-14 07:17:28	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-20 15:21:37	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-22 08:52:10	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-22 11:06:34	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-08-22 11:07:23	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-09-04 13:39:20	neely@worthingtondirect.com	Bid Answer
Worthington Direct	TX	Classification	2024-09-04 13:46:25	neely@worthingtondirect.com	Bid Answer
WPOB Industries Inc	CA	Classification	2024-08-07 07:49:04	pobrien@wpobs.com	Bid Notification
wqdee inc	GA	Classification	2024-08-07 07:49:04	sales5@crapmail.org	Bid Notification
WRS Group, Ltd.	TX	Classification	2024-08-07 07:49:04	sales@wrsgroup.com	Bid Notification
XYPLES LLC	CA	Classification	2024-08-07 07:49:04	tokonkwor@xyples.com	Bid Notification
XYZPrinting, Inc.	CA	Classification	2024-08-07 07:49:04	vinsonchien@xyzprinting.com	Bid Notification
Yardstick Software inc.	AB	Classification	2024-08-07 07:49:04	greg.albin@getyardstick.com	Bid Notification
YORKTOWN INDUSTRIES, INC	CA	Classification	2024-08-07 07:49:04	ddavis@yorktownindustries.com	Bid Notification
Youth Tech Inc	KS	Classification	2024-08-07 07:49:04	kevin@youthtechinc.com	Bid Notification
youthlight	SC	Classification	2024-08-07 07:49:04	arule@youthlightbooks.com	Bid Notification
YT Advisors, LLC	MO	Classification	2024-08-07 07:49:04	yomi@ytadvisors.com	Bid Notification
Yuja Inc.	CA	Classification	2024-08-07 07:49:04	isaac.smith@yuja.com	Bid Notification
Zahourek Systems Inc.	CO	Classification	2024-08-07 07:49:04	valz@anatomyinclay.com	Bid Notification
ZAI Gloal Inc	NJ	Classification	2024-08-07 07:49:04	rakeshg@zaiglobal.com	Bid Notification
Zaner Bloser	OH	Classification	2024-08-07 07:49:04	leslie.shawver@zaner-bloser.com	Bid Notification
Zapopan Business Group. LLC	TX	Classification	2024-08-07 07:49:04	Jesse@WorldWideImagingSupplies.com	Bid Notification
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-08-16 15:45:43	info@ZEEMARYSOLUTIONSLLC.COM	Bid Notification
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-08-20 15:21:37	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-08-22 08:52:10	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-08-22 11:06:34	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-08-22 11:07:23	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-09-04 13:39:20	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
ZEEMARY SOLUTIONS LLC	WY	Classification	2024-09-04 13:46:25	info@ZEEMARYSOLUTIONSLLC.COM	Bid Answer
Ziiva	VA	Classification	2024-08-07 07:49:04	markk@ziiva.com	Bid Notification
Zones, Inc.	WA	Classification	2024-08-07 07:49:04	teammn.goved@zones.com	Bid Notification
Zones, LLC	WA	Classification	2024-08-07 07:49:04	teamtx.goved@zones.com	Bid Notification

Access Report				
Agency	Cooperative Purchasing Connection			
Bid Number	25.2			
Bid Title	Instructional Materials and Classroom Supplies			
Vendor Name	**Accessed First Time**	**Most Recent Access**	**Documents**	**Most Recent Response Date**
ZEEMARY SOLUTIONS LLC	2024-08-16 05:59 PM CDT	2024-08-16 06:24 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
School Wholesale Supplies LL(	2024-08-09 12:04 AM CDT	2024-08-14 10:30 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
S&S Worldwide	2024-08-07 09:08 AM CDT	2024-09-17 12:51 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Simply Innovative Unified Comr	2024-08-21 09:16 AM CDT	2024-08-21 09:17 AM CDT		

Learn by Doing, Inc.	2024-08-12 09:02 AM CDT	2024-08-14 09:18 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Twotrees Technologies, L.L.C.	2024-09-06 08:25 AM CDT	2024-09-06 08:27 AM CDT	Solicitation - 3 25.2 - Questionnaire.docx	
MT Library Services Inc. dba Ju	2024-08-07 10:00 AM CDT	2024-09-05 12:44 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
NATIONAL SCHOOL PRODUC	2024-09-04 10:10 AM CDT	2024-09-04 10:17 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Educational Products,Inc.	2024-08-07 09:01 AM CDT	2024-08-07 09:01 AM CDT		
DAVIS PUBLICATIONS, INC	2024-09-11 02:30 PM CDT	2024-09-11 02:30 PM CDT		

TFH (USA) LTD	2024-08-15 10:38 AM CDT	2024-08-15 10:50 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 3 25.2 - Questionnaire.docx	
Rethink Autism Inc.	2024-08-08 10:45 AM CDT	2024-08-08 10:45 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
PASCO scientific	2024-08-09 11:57 AM CDT	2024-09-16 12:15 PM CDT	Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Open Up Resources	2024-09-10 08:21 AM CDT	2024-09-16 11:23 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Pyramid Paper Company	2024-08-07 09:08 AM CDT	2024-08-22 11:55 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

Frog Publications, Inc.	2024-08-19 10:06 AM CDT	2024-09-16 11:54 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Booksource	2024-08-09 12:17 PM CDT	2024-09-26 08:37 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf	
Realityworks	2024-08-07 05:22 PM CDT	2024-09-13 08:24 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Tequipment, Inc	2024-08-07 09:23 AM CDT	2024-08-13 06:41 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Scantron Corporation	2024-08-07 05:11 PM CDT	2024-08-07 05:11 PM CDT		

Nasco Education LLC	2024-08-07 09:00 AM CDT	2024-08-29 08:32 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-29 08:32 AM CDT
ELITE TEXTILE TRADING LLC	2024-08-07 11:51 AM CDT	2024-09-17 12:13 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf	
Southeastern Educational Toy a	2024-09-05 03:17 PM CDT	2024-09-05 03:17 PM CDT		
Learning Partners For Success	2024-08-07 08:51 AM CDT	2024-08-13 01:35 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
BSN Sports & US Games	2024-09-13 10:13 AM CDT	2024-09-13 10:15 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Dagda Security	2024-08-23 03:20 PM CDT	2024-08-23 03:20 PM CDT		
Edokia Inc	2024-08-27 06:08 PM CDT	2024-09-04 08:44 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

Quill LLC	2024-08-07 09:39 AM CDT	2024-08-29 08:24 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
U.S. TOY COMPANY, INC.	2024-08-14 01:51 PM CDT	2024-08-29 10:37 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Barnes & Noble Booksellers, In	2024-08-07 09:19 AM CDT	2024-09-16 02:38 PM CDT	Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

Worthington Direct	2024-08-07 09:22 AM CDT	2024-08-07 09:26 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Brodart Co.	2024-08-07 09:18 AM CDT	2024-08-08 12:25 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
AUDIO VISUAL AIDS CORP	2024-08-08 01:25 PM CDT	2024-08-08 01:25 PM CDT		
Fun and Function	2024-08-07 12:38 PM CDT	2024-09-26 10:12 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-16 08:45 AM CDT
Cascade School Supplies	2024-08-12 02:23 PM CDT	2024-08-21 07:06 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

Corilam fabricating Co INC	2024-08-21 07:24 AM CDT	2024-08-21 07:36 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Lockfast Inc.	2024-08-07 11:32 AM CDT	2024-09-09 08:26 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-09 08:24 AM CDT
Super Duper Inc	2024-08-07 09:03 AM CDT	2024-08-14 08:28 AM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Maxophone Music	2024-08-11 09:49 AM CDT	2024-08-11 09:49 AM CDT		

Carolina Biological Supply	2024-08-23 02:14 PM CDT	2024-09-30 09:04 AM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-16 01:53 PM CDT
MUSIC IN MOTION	2024-09-15 10:25 PM CDT	2024-09-15 10:33 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
The Reading Warehouse Inc	2024-08-15 06:25 AM CDT	2024-09-17 10:10 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 10:09 AM CDT
GovConnection, Inc.	2024-08-22 11:33 AM CDT	2024-08-22 11:33 AM CDT		
Palmer Hamilton LLC	2024-08-07 09:02 AM CDT	2024-09-17 01:00 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	2024-09-17 11:52 AM CDT

DREAMBOX LEARNING INC	2024-08-08 03:02 PM CDT	2024-08-08 03:03 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Essential Skills Software	2024-08-08 09:15 AM CDT	2024-09-05 08:27 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
The Bid Lab	2024-08-23 12:16 AM CDT	2024-09-17 12:10 AM CDT		
Technology International, Inc	2024-09-16 09:43 AM CDT	2024-09-16 09:48 AM CDT		
DEMCO, Inc.	2024-08-14 04:42 PM CDT	2024-09-17 12:39 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 12:38 PM CDT
Eedi Ltd.	2024-08-08 02:31 PM CDT	2024-08-15 11:06 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Goldfinger Accessories	2024-08-07 09:00 AM CDT	2024-08-08 09:41 AM CDT		
Konica Minolta Business Soluti	2024-08-07 09:05 AM CDT	2024-08-07 09:05 AM CDT		

Saddleback Educational, Inc.	2024-08-07 10:16 AM CDT	2024-08-09 02:18 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
McGraw-Hill Companies	2024-08-12 09:40 AM CDT	2024-08-12 09:41 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Howard Industries, Inc.	2024-08-07 09:00 AM CDT	2024-08-09 10:05 AM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
AMERICAN EAGLE CO INC db	2024-08-13 01:11 PM CDT	2024-08-13 01:11 PM CDT		
Unipak Corp.	2024-08-07 09:22 AM CDT	2024-08-22 12:52 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

School Specialty LLC	2024-08-07 08:54 AM CDT	2024-09-05 07:14 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
RYE Consulting	2024-08-08 09:39 AM CDT	2024-08-09 09:24 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Gressco, LTD	2024-08-21 08:35 AM CDT	2024-09-03 10:20 AM CDT	Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Savvas Learning Company LLC	2024-08-08 10:31 AM CDT	2024-08-14 11:23 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Eric Armin Inc.	2024-08-08 08:50 AM CDT	2024-09-06 11:47 AM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Children's Plus, Inc.	2024-08-12 08:24 AM CDT	2024-09-12 10:00 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Abecedarian ABC, LLC	2024-08-11 12:44 PM CDT	2024-08-11 12:57 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Luminous Minds	2024-08-12 11:16 AM CDT	2024-08-27 04:37 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Ask IT Consulting Inc.	2024-08-08 12:17 AM CDT	2024-08-08 05:01 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Carnegie Learning	2024-08-08 08:30 AM CDT	2024-08-09 08:49 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
EBSCO Industries, Inc.	2024-08-09 10:14 AM CDT	2024-08-09 10:16 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Just Right Reader, Inc.	2024-08-12 07:55 AM CDT	2024-09-16 06:09 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-16 05:40 PM CDT
HOUGHTON MIFFLIN HARCO	2024-08-09 09:04 AM CDT	2024-08-12 08:15 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
eDynamic Holdings LP	2024-08-07 05:29 PM CDT	2024-08-07 05:33 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
JKG Inc.	2024-08-07 03:08 PM CDT	2024-08-07 03:08 PM CDT		
Allied Plastics Co., Inc.	2024-09-03 10:03 AM CDT	2024-09-26 09:26 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
SENCOMMUNICATIONS, INC.	2024-08-20 10:15 AM CDT	2024-08-20 10:15 AM CDT		
REALLY GOOD STUFF	2024-08-07 02:14 PM CDT	2024-09-17 12:40 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 12:40 PM CDT

SpecialNeedsWare Inc	2024-08-12 02:02 PM CDT	2024-08-13 11:18 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
ACCO Brands USA LLC	2024-08-08 08:26 AM CDT	2024-09-04 04:25 PM CDT	Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Prophet Corporation	2024-08-07 08:53 AM CDT	2024-08-08 01:32 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Dodge Data & Analytics	2024-08-07 11:35 PM CDT	2024-10-03 02:19 AM CDT		
Textbook Warehouse	2024-08-07 09:09 AM CDT	2024-08-07 09:29 AM CDT	Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Press4Kids Inc. (dba News-O-M	2024-08-07 08:55 AM CDT	2024-09-04 03:11 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

School Outfitters	2024-08-08 07:07 AM CDT	2024-08-21 09:24 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Claridge Products and Equipme	2024-08-09 07:27 AM CDT	2024-08-09 01:27 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Lightspeed Technologies, Inc.	2024-08-07 09:54 AM CDT	2024-09-05 10:15 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
IXL Learning, Inc.	2024-08-08 05:54 PM CDT	2024-08-26 03:52 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Scholastic Inc.	2024-08-07 08:59 AM CDT	2024-09-26 01:00 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Infobase Holdings, Inc	2024-08-12 10:08 AM CDT	2024-08-12 10:20 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Read Naturally, Inc.	2024-08-07 12:51 PM CDT	2024-08-07 12:52 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
ACT Education Corp.	2024-08-07 09:09 AM CDT	2024-08-07 12:08 PM CDT	Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Business Essentials	2024-08-12 10:50 AM CDT	2024-09-12 09:11 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf	

Wenger Corporation	2024-08-07 01:10 PM CDT	2024-08-08 01:45 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Mosioen, Inc.	2024-08-13 07:39 PM CDT	2024-08-13 07:39 PM CDT		
vCloud Tech Inc.	2024-08-07 09:48 AM CDT	2024-08-07 09:50 AM CDT		
Complete Book and Media Sup	2024-08-07 11:01 AM CDT	2024-09-12 10:58 AM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Hertzberg-New Method, Inc. DE	2024-08-08 08:02 AM CDT	2024-09-25 03:34 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-28 02:13 PM CDT
Ironwood Manufacturing, Inc.	2024-08-09 07:07 AM CDT	2024-08-09 07:07 AM CDT		

Allied Solutions	2024-08-07 02:28 PM CDT	2024-08-09 02:48 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Sweet Pipes, LLC	2024-08-15 10:34 AM CDT	2024-09-09 03:03 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-15 11:37 AM CDT
Cengage Learning, Inc.	2024-08-08 09:55 AM CDT	2024-09-04 03:26 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
MaxiAids, Inc.	2024-08-07 12:51 PM CDT	2024-08-07 12:51 PM CDT		
ThinkCERCA.com, Inc.	2024-08-08 10:28 AM CDT	2024-09-04 09:35 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Aarco Products, Inc.	2024-08-09 07:14 AM CDT	2024-08-09 02:11 PM CDT	Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
JMJS Inc	2024-08-21 06:51 AM CDT	2024-08-21 06:52 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Follett Content Solutions, LLC	2024-08-07 11:37 AM CDT	2024-09-16 02:41 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-16 02:40 PM CDT
Renaissance Learning, Inc.	2024-08-07 11:09 AM CDT	2024-08-07 11:09 AM CDT		
Think Social Publishing, Inc.	2024-08-13 04:13 PM CDT	2024-08-28 02:16 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Kaplan Early Learning Compan	2024-08-15 08:02 AM CDT	2024-09-30 08:57 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-26 02:26 PM CDT
The Acorn Group Inc.	2024-08-09 09:52 AM CDT	2024-08-09 09:57 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Nearpod LLC	2024-08-13 04:22 PM CDT	2024-09-10 05:19 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
NCS Pearson, Inc	2024-08-08 07:39 AM CDT	2024-08-12 04:00 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Sufian Munir Inc.	2024-08-07 10:50 AM CDT	2024-09-10 09:20 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
EARLYCHILDHOOD LLC	2024-08-23 08:18 AM CDT	2024-09-17 11:06 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 11:02 AM CDT
VWR International, LLC d/b/a \	2024-08-07 01:15 PM CDT	2024-09-10 01:36 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	

Pitsco Education LLC	2024-08-08 02:59 PM CDT	2024-09-17 09:20 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 09:20 AM CDT
Celebrate Planet Earth	2024-09-05 12:22 PM CDT	2024-09-12 02:37 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-12 02:36 PM CDT
Work On Learning	2024-08-07 05:07 PM CDT	2024-08-07 05:08 PM CDT		
Really Great Reading Company	2024-08-09 11:12 AM CDT	2024-09-17 09:08 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 09:08 AM CDT

TFH USA Ltd	2024-08-07 01:49 PM CDT	2024-08-21 02:16 PM CDT	Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Mackin Book Company dba Ma	2024-08-07 02:15 PM CDT	2024-08-07 02:21 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Benchmark Education Compan	2024-08-21 02:35 PM CDT	2024-08-21 02:37 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Russell Carroll Manufacturing, I	2024-08-07 09:01 AM CDT	2024-08-07 09:02 AM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Fisher Scientific Company	2024-08-07 09:32 AM CDT	2024-08-13 02:37 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

HighScope Educational Resear	2024-08-09 02:07 PM CDT	2024-09-17 10:42 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 10:39 AM CDT
MobyMax	2024-08-08 09:15 AM CDT	2024-09-04 11:27 PM CDT	Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Therapro, Inc.	2024-08-07 11:07 AM CDT	2024-09-26 08:17 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-16 12:59 PM CDT
HEC Software Inc.	2024-09-04 03:32 PM CDT	2024-09-04 03:32 PM CDT		

Paxton/Patterson LLC	2024-09-04 11:26 AM CDT	2024-09-17 08:12 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-09-17 08:06 AM CDT
Hameray Publishing Group, Inc	2024-08-07 01:47 PM CDT	2024-09-25 04:41 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-21 02:13 PM CDT
Camcor, Inc.	2024-08-07 10:00 AM CDT	2024-08-07 10:01 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	
Lakeshore Learning Materials,	2024-08-07 01:36 PM CDT	2024-10-02 01:42 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx	2024-09-16 04:36 PM CDT

MGT Impact Solutions, LLC	2024-08-08 08:41 AM CDT	2024-08-08 08:41 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Carson Dellosa Publishing LLC	2024-08-07 08:53 AM CDT	2024-09-16 11:21 AM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
Prime Educational Products, LL	2024-08-07 11:53 AM CDT	2024-08-07 01:27 PM CDT	Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 3 25.2 - Questionnaire.docx Solicitation - 2 25.2 - General Terms and Conditions.pdf Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	2024-08-07 01:26 PM CDT

Cville Investments LLC	2024-08-10 10:48 PM CDT	2024-09-04 10:42 PM CDT	Solicitation - 4 25.2 - Forms & Signatures.pdf Solicitation - 5 - 25.2 - Pricing Schedule.xlsx Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	
LEGO Brand Retail, Inc.	2024-08-08 01:12 PM CDT	2024-08-08 01:12 PM CDT	Solicitation - 1 25.2 - Instructional Materials & Classroom Supplies.pdf	

Docusign Envelope ID: 278F2CCA-4154-4AF3-8BA2-838457B192CB

Opening Record

RFP #25.2 – Instructional Materials & Classroom Supplies
Request for Proposal

September 17, 2024
Date

1:02 p.m. CT
Time

DocuSigned by:
Melissa Mattson
5B1ADA01B69E48F...
Melissa Mattson

DocuSigned by:
Amy Lohse
381BDA49D4464FE...
Amy Lohse

DocuSigned by:
Lori Mittelstadt
48D2E03F59EF456...
Lori Mittelstadt

Company Responding	Carolina Biological Supply	Celebrate Planet Earth	Demco, Inc.	Early Childhood LLC, dba Discount School Supply	Follett Content Solutions	Fun & Function	Hameray Publishing Group
3 Questionnaire *Yes/No*	YES	YES	YES	YES	YES	YES	YES
4 Forms & Signatures *Yes/No*	YES	YES	YES	YES	YES	YES	YES
5 Pricing Schedule *Yes/No*	YES	YES	YES	YES	YES	YES	YES
6 Certificate of Insurance *Yes/No*	YES	YES	NO	YES	YES	NO	NO
Additional Information	YES – D&B, Company Information Document, Pricing Agreement	YES – Catalog, W9	YES – Contract Terms	YES – Terms Letter	YES – Instructional Material & Classroom Supplies – (Letter), W9	YES – WBE	YES – Soul Source Letter, 2024 Catalog
Moves to Evaluation	YES	YES	YES	YES	YES	YES	YES

Docusign Envelope ID: 278F2CCA-4154-4AF3-8BA2-838457B192CB

Company Responding	Hertzberg – New Method, Inc. dba Perma Bound Books	HighScope Educational Research Foundation	Just Right Reader	Kaplan Early Learning Company	Lakeshore Learning Materials	Lockfast, Inc.	Nasco Education LLC
3 Questionnaire *Yes/No*	YES	YES	YES	YES	YES	YES	YES
4 Forms & Signatures *Yes/No*	YES	YES	YES	YES	YES	YES	YES
5 Pricing Schedule *Yes/No*	YES	YES	YES	YES	YES	YES	YES
6 Certificate of Insurance *Yes/No*	YES	NO	NO	YES	YES	YES	NO
Additional Information	N/A	N/A	YES - W9, WBE, Catalog	YES – K Truck Delivery & Delivery Service	YES – Supplemental Documentation	YES – ISO Certificate	N/A
Moves to Evaluation	YES	YES	YES	YES	YES	YES	YES

Company Responding	Palmer Hamilton	Paxton/ Patterson LLC	Pitsco	Prime Educational Products, LLC	Really Good Stuff	Really Great Reading Company LLC	Sweet Pipes LLC
3 Questionnaire *Yes/No*	NO	YES	YES	NO	YES	YES	YES
4 Forms & Signatures *Yes/No*	NO	YES	YES	YES	YES	YES	YES
5 Pricing Schedule *Yes/No*	NO	YES	YES	YES	YES	YES	NO
6 Certificate of Insurance *Yes/No*	NO	YES	YES	NO	YES	YES	YES
Additional Information	YES - W9	N/A	YES – Cover Letter	N/A	YES – Terms Letter Cover Page	N/A	YES – CIQ, W9
Moves to Evaluation	NO	YES	YES	NO	YES	YES	NO

Docusign Envelope ID: 278F2CCA-4154-4AF3-8BA2-838457B192CB

Company Responding	**The Reading Warehouse Inc**	**Therapro Inc.**					
3 Questionnaire *Yes/No*	**YES**	**YES**					
4 Forms & Signatures *Yes/No*	**YES**	**YES**					
5 Pricing Schedule *Yes/No*	**YES**	**YES**					
6 Certificate of Insurance *Yes/No*	**YES**	**YES**					
Additional Information	**N/A**	**N/A**					
Moves to Evaluation	**YES**	**YES**					

CAROLINA BIOLOGICAL SUPPLY CO ● Active Registration

Entity

Unique Entity ID
ZFWXGL8D5915

CAGE Code
59896

Physical Address
2700 YORK RD, BURLINGTON, NC 27215 USA

Expiration Date
Apr 19, 2025

Purpose of Registration
All Awards

Showing 1 - 1 of 1 results

Relevance

KAPLAN EARLY LEARNING COMPANY ● Active Registration

Entity

Unique Entity ID
M4JSGWSF29G1

CAGE Code
64006

Physical Address
1310 LEWISVILLE CLEMMONS RD, LEWISVILLE, NC 27023 USA

Expiration Date
Jun 17, 2025

Purpose of Registration
All Awards

Demco Manufacturing, INC. ● ID Assigned

Entity

Unique Entity ID
T4QNXNSBDL89

Physical Address
1121 N Temple Dr, Diboll, TX 75941 USA

Assigned Date
Jan 24, 2022

Excelligence Learning Corporation ● Inactive Registration

Entity

Unique Entity ID
MB93DJTXJMN5

CAGE Code
3JAD9

Physical Address
20 Ryan Ranch Rd, Monterey, CA 93940 USA

Expiration Date
Aug 24, 2018

Purpose of Registration
All Awards

REALLY GOOD STUFF, LLC ● Active Registration

Entity

Unique Entity ID
D4N9DKJWELB4

CAGE Code
6U359

Physical Address
5 RESEARCH DR STE 150, SHELTON, CT 06484 USA

Expiration Date
Aug 12, 2025

Purpose of Registration
All Awards

NASCO EDUCATION LLC ● Active Registration

Entity

Unique Entity ID
J67PY43JLJ27

CAGE Code
7RG66

Physical Address
901 JANESVILLE AVE, FORT ATKINSON, WI 53538 USA

Expiration Date
Oct 19, 2024

Purpose of Registration
All Awards

THE READING WAREHOUSE INC ● Active Registration

Unique Entity ID
H4G8VDRUMK17

CAGE Code
4X3N9

Physical Address
7257 PEPPERMILL PKWY, NORTH CHARLESTON, SC 29418 USA

Entity

Expiration Date
Jul 18, 2025

Purpose of Registration
All Awards

PAXTON/PATTERSON LLC ● Active Registration

Unique Entity ID
HL59ZS27VZH3

CAGE Code
520E5

Physical Address
4141 W 126TH ST, ALSIP, IL 60803 USA

Entity

Expiration Date
Mar 5, 2025

Purpose of Registration
All Awards

LAKESHORE LEARNING MATERIALS, LLC ● Active Registration

Unique Entity ID
QMR2KX8DS581

CAGE Code
0RJY0

Physical Address
2695 E DOMINGUEZ ST, CARSON, CA 90895 USA

Entity

Expiration Date
Mar 26, 2025

Purpose of Registration
All Awards

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Really Great Reading Company, LLC

General Comments:

General Attachments: Price List.xlsx
RFP 25.2 Instructional Materials Final_RGR.pdf

Really Great Reading

Response to:

RFP 25.2 – Instructional Materials & Classroom Supplies

Presented to:

Cooperative Purchasing Connection

Response from:
Really Great Reading
PO Box 46
Cabin John, MD 20818
866.401.7323
reallygreatreading.com

To Whom It May Concern,

Really Great Reading is pleased to submit our proposal in response to RFP 25.2 – Instructional Materials & Classroom Supplies. Having thoroughly reviewed the solicitation document, we are confident in our ability to meet all requirements as specified.

Every year, millions of students struggle with reading due to deficits in basic reading skills, often resulting in poor decoding abilities. Research underscores the importance of automaticity in decoding for fluent reading and proficient comprehension. At Really Great Reading, we believe every student deserves high-quality, foundational skills reading instruction. Our nationwide team of dedicated educators is committed to empowering teachers to effectively teach reading to diverse student populations.

Founded in 2005, Really Great Reading has developed and continuously refined a robust resource for literacy education, strategically aligned with contemporary best practices in reading instruction. Our programs are designed to provide effective decoding instruction, addressing and preventing decoding difficulties across all age groups.

We offer a comprehensive, integrated suite of tools—our “Phonics Suite”—to diagnose, group, and teach students with foundational reading skill weaknesses:

1. **Diagnose:** Our complimentary assessments (K-12) enable educators to identify decoding issues that affect comprehension. These quick and user-friendly assessments pinpoint areas of concern, group students, guide targeted instruction, and measure progress.
2. **Group:** Using our data-driven Grouping Matrix, educators can create student groups based on decoding strengths and weaknesses, receive instructional recommendations, and monitor progress.
3. **Teach:** Our programs, including Countdown, Blast Foundations, and HD Word, provide direct, explicit, systematic, and multi-sensory lessons to build strong decoders and bring the "science of reading" to life in the classroom.

Our commitment to equity and impact in education is demonstrated by achieving all green on EdReports and our ESSA Level 2 badge, both of which affirm the effectiveness of our programs. Detailed documentation of these accomplishments is available on our website. Additionally, we are proud to be included on High Quality Instructional Materials state lists for Arkansas, Colorado, Missouri, Ohio, Oklahoma, Virginia, and Utah.

We look forward to the opportunity to collaborate with Cooperative Purchasing Connection, providing exceptional curricula to support educators and foster lifelong learning through superior literacy achievement.

Sincerely,

Kim Stuckey

Kim Stuckey
Adoptions Manager
Kim.Stuckey@reallygreatreading.com

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Executive Summary

Really Great Reading Company has a full understanding of the commitment needed to fulfill the services requested by the Cooperative Purchasing Connection.

In preparing this proposal, our leadership team has carefully reviewed the contract terms. It is through this review that we have established a solid understanding of the requirements.

- Really Great Reading is an established educational firm celebrating 18 years of service.
- Really Great Reading specializes in supporting educators through impactful professional development and high-quality instructional materials, to teach the foundational skills in grades PreK-12 that leads to strong decoding and fluent reading.
- We provide explicit, systematic, and scientifically aligned tools that help schools build strong literacy foundations in primary grades and help remediate decoding issues in upper elementary and secondary.
- Really Great Reading's Phonics Suite includes everything necessary for educators to teach in-person, virtually, or in a hybrid learning environment. Our easy, ready-to-teach materials include incremental professional development, tips for enrichment, differentiation directions, and positive error correction. Students will participate in weekly encoding and extended practice activities. The Online Teacher Presentation Tool virtually eliminates teacher presentation time.
- Really Great Reading curriculum supports phonological awareness, phonics, decoding, encoding, handwriting and vocabulary supplemental solutions for grades Pre-K-12.
- Really Great Reading's Implementation team is comprised of seasoned educators and administrators from an array of educational settings, adept in supporting diverse populations of learners. Our exceptional professionals are experienced in providing support and services in a timely manner to ensure uninterrupted student learning.
- Our instructional materials are used in 50 states, U.S. territories, Canada and over 15 countries. Serving over 1 million students in urban, suburban, and rural communities in grades PreK-12, Really Great Reading is experienced in providing high quality customer service. We are fully committed to understanding our LEAs needs to develop solutions to improve our efficiency and effectiveness. Really Great Reading has the internal structures and capacity to readily meet the needs of the Union County School District.
- Really Great Reading has never been debarred, fined, had a contract terminated, or found not to be responsible by any federal, state, or local government, and / or private entity.
- Really Great Reading does not know, or have reason to know, or any conflicts of interest with any current or previous projects that would impact its ability to successfully, and in an unbiased manner, complete the services requested by the Cooperative Purchasing Connection.
- Any physical and / or virtual sample materials that have been provided and are proprietary and are for review purposes only and are not to be reproduced without express written consent Really Great Reading Company. Hot links included in this document for additional sample lessons, assessments, scope and sequences, and / or research studies are available on our website for public use or download.

Product Information

Phonics Suite Overview

Approach to Program Content & Methodology

Really Great Reading believes that every student has the right to appropriate, high-quality, foundational skills reading instruction. Unfortunately, millions of students struggle to read because of deficits in their basic reading skills. These gaps often lead to poor decoding skills. The research is clear; automaticity in decoding is a critical skill for fluent reading and proficient comprehension. Really Great Reading is focused on preventing and remediating decoding weaknesses in students in all grades (and even adults). In our lessons, students not only learn to read, but enjoy the intelligent learning process. The lessons can be taught by a wide range of educators, not just experienced literacy professionals.

Good readers decode effortlessly.
When students can decode accurately and without much conscious effort, the result is fluent reading and stronger comprehension. Pre-kindergarten is the ideal environment to lay the foundation for academic success by providing exposure to and instruction in key, essential pre-decoding skills.

Strong decoding begins with phonemic awareness.
Phonemic awareness, the most refined level of phonological awareness, is the gateway and underpinning to a comprehensive understanding of the alphabetic principle. Phonemic awareness gives students a framework for understanding the relationship between spoken sounds and their written representations, known as phonics.

Strong phonemic awareness skills lead to strong readers because phonemic awareness puts into place the underlying framework for reading (decoding) and writing (encoding) when letter-sound correspondences (phonics) are learned.

Teach to children's understanding rather than to their memory.
Many traditional literacy skills programs require children to memorize patterns, words, and rules, which can be cumbersome and boring. Really Great Reading's multisensory, explicit Phonics Suite teaches to a deeper place— children's understanding. When children understand concepts, they retain them better and can grow a knowledge base that can lead to better transfer and to longer, more complex patterns and multi-syllabic words. This begins in kindergarten with decoding and encoding simple words with closed syllables.

Reading success starts with the understanding and use of the alphabetic principle; that is, the idea that words are made from sounds and that we use letters to represent sounds. Through direct, explicit, and systematic instruction in phonological and phonemic awareness and letters, children can authentically learn about the substructures that drive the English code in ways that are playful, developmentally appropriate, and effective.

All instruction with Really Great Reading is designed with a direct, explicit, multisensory approach with scaffolded instruction. The lessons use the instructional strategy of scaffolding to gradually withdraw support as students gain confidence and begin to master the new strategies and skills. The goal in scaffolded instruction is that students will eventually be able to use the new strategies and skills independently.

All lessons include a gradual release instructional routine called **I Do, We Do, You Do**, which allows educators to provide scaffolded instruction for students. Teachers use this routine when they introduce a new concept or review a previously taught concept. In the **I Do** part of the routine, she demonstrates the concept to students by modeling how to complete a task or use a strategy. In **We Do**, students practice the new strategy with the teacher, and the instructor continues to provide support for students and ask them questions to clarify the concept. In **You Do**, students independently and individually practice the new strategy. Teachers can continue asking questions to ensure that all students demonstrate mastery of the concept. If students do not demonstrate mastery of the concept, the lessons help teachers bring back a level of support using positive error correction and provide additional explanation and practice. This process of scaffolded instruction allows educators to introduce new strategies to their students and then give them the support they need until they can use the strategies on their own.

All lessons use multisensory techniques to help students build their decoding skills. The simultaneous use of sound and movement during systematic instruction, the visually and auditorily engaging animations, and the use of manipulatives such as letter tiles, color tiles, and SyllaBoards™, allow students to utilize multiple senses while learning. This is key to building the skills that emerging and struggling readers require.

The Journey of the Really Great Reading Teacher

At Really Great Reading, we firmly believe that teachers wield the most significant influence in the classroom. Consequently, we are dedicated to arming them with the essential tools required for their students' success. Our approach centers on delivering superior professional development, ensuring teachers receive comprehensive training not only in implementing effective instruction but also in understanding the underlying rationale behind the skills they impart to their students.

Our core belief revolves around the idea that every student has the right to achieve success through quality instruction. Our programs offer tier 1, equitable instruction in direct explicit phonemic awareness, decoding (encoding) spelling, and vocabulary. This inclusive approach extends to guided practice with timely feedback, fostering the mastery of skills for all students. What's noteworthy is that our programs require almost no prior preparation time. Recognizing the immense value and scarcity of teachers' time, we've eliminated the need for materials printing, lesson planning, or making copies before initiating instruction.

Incorporating our Reading Playgrounds and Grouping Matrix, we empower teachers with real-time data, enabling them to tailor their instruction effectively. Our teacher dashboards serve as invaluable tools for formative data collection and analysis, functioning as a dedicated data analyst for educators.

To further support teachers in their journey of reflection and refinement, we provide direct access to our Implementation Success Specialist. These specialists offer immediate assistance through refresher training, Q&A sessions, fidelity checklists, and even extend their expertise to aid in data analysis and problem-solving. At Really Great Reading, we are committed to bolstering teachers' capacity to excel in the classroom and drive student achievement to new heights.

Lesson Structure

Structured lessons help educators stay organized so they can accomplish specific goals with their students. Some teachers, especially teachers of older students, are not familiar with

phonemic awareness and phonics concepts and may not feel comfortable teaching them. All lessons provide background information on the concepts they will teach so that they feel empowered to share the knowledge with students. The lessons give educators everything needed to effectively teach students how to decode accurately. Background knowledge is introduced incrementally in the "What You Need to Know" section of the lesson. This allows teachers to systematically augment their knowledge by building on what they already know.

- **Processing and building intellectual capacity** – every student can take the concepts delivered in our instruction and turn them into usable knowledge; the knowledge students gain from our instruction translates into real-world application.
- **Lose the Rules philosophy** – Really Great Reading programs do not expect memorizing a list of rules. Our approach is efficient, strategy-based, and accessible for all students. Students focus on easily recognizable patterns rather than rules.
- **High Impact Teaching Strategies:**
    - Setting Goals – Every lesson begins with a clear objective. Students are given a goal of reading orally with at least 98% accuracy, which typically translates to a high level of comprehension.
    - Structured Lessons – Lesson plans are structured and explicitly laid out. Teachers and students know what to expect in each lesson throughout the year. The lessons provide incremental professional development for the teacher to fill in any gaps in knowledge.
    - Explicit Teaching – Each lesson follows an I Do, We Do, You Do model where the teacher provides first instruction and a model for the practice students will be expected to do. All instruction is explicit and systematic in nature.
    - Worked Examples – Following the teacher-led example in the I Do, students and teacher work through several examples together in the We Do section. Finally, students are allowed to demonstrate their growing knowledge in the You Do section.
    - Multiple Exposures – Our lessons often provide more examples than students generally require practicing a skill. These additional examples may be used with the full class or group or can be utilized later with small groups for intervention. Our programs are cumulative. Every skill taught is revisited repeatedly in subsequent lessons, building on previously learned content while weaving in new skills. This leads to automaticity and fluency at the word level, lightening cognitive load, thus supporting comprehension. Our lessons are also multisensory. They include physical movement as well as physical manipulatives.
    - Questioning – Our Lose the Rules approach is based on a series of questions students ask themselves about a word to decode it correctly. The questions are simple and repetitive, making the process easily accessible.
    - Feedback – Our goal is always for students to read with high accuracy. We provide Positive Error Correction to encourage students by telling them what they got correct and then by guiding them, through questioning, to correct their errors. The goal is always for students to read accurately independently after this correction has taken place.
    - Metacognitive Strategies – Our strategies teach students to map words orthographically. This allows students to teach themselves to read new words and applies to how the brain processes and develops language in any language.

- Differentiated Learning – Many lessons provide differentiation strategies to use with students needing more support and with those requiring a bit of a challenge.

Three Levels of Instruction

Level 1: Foundational Skills (K-2) Countdown:
Supplemental: Tier 1 for Kindergarten Students
Intervention: Tier 2-3 for Students in Grade 1-3: Small Group

Countdown provides powerful, sequential, and efficient exposure to key literacy concepts and ensures that students establish a firm foundation in the sub-skills that lead to strong decoding and fluent reading. The phonological and phonemic awareness instruction helps students learn to play with sounds in words in ways that prepare them to master the alphabetic principle, the idea that words are made up of sounds and that symbols (letters) are used to represent sounds. Students then focus on mastering letter-sound correspondences and applying this knowledge to encoding and decoding simple one-syllable words. Along the way, students play rhyming games and master a set of high frequency words. By the middle of the year, typically developing students are ready to transition into more complex concepts and begin reading phrases and sentences. There is no prerequisite knowledge for students entering Countdown.

Countdown is playful and powerful scientifically aligned foundational reading skill instruction for kindergarten, whole class, supplemental first instruction. Targeted daily lessons of 20-30 minutes, over 28 weeks that address phonological and phonemic awareness, letter knowledge, phonics, and high frequency words. Easy, ready-to- teach scripted lessons, with colorful, image-based, animated teacher presentation tool. Built on a speech-to- print approach, strong phonemic awareness skills are built prior to introduction of corresponding graphemes.

Countdown's goals are to:

- Help students build robust phonemic awareness skills with an understanding that words are made of a sequence of sounds and that we can isolate individual sounds and distinguish them from one another
- Teach students to use phonemic awareness skills to read and spell
- Help students understand the alphabetic principle, or the idea that letters represent sounds
- Build students' automaticity with letter-sound relationships
- Help students decode simple Closed Syllable words with accuracy and automaticity
- Help students read a set of high frequency words (referred to in Countdown as sight-words) with accuracy and automaticity
- Build students' phonics knowledge related to consonant digraphs and consonant blends, and to provide strategies for reading simple two-syllable words

Countdown:

- provides playful, targeted instruction in phonemic awareness, phonological awareness, and phonics
- gives students a firm foundation in the subskills that build strong decoding and support fluent reading

- includes manipulatives for multisensory approach to learn phonics in second semester
- includes decodable passages aligned with the scope and sequence are included within the supplemental resources of the Teacher Online Presentation Tool beginning in Unit 17, to coincide with introduction of the Guided Practice Student Workbook

Level 2: Blast: Emerging Readers

Supplemental: Tier 1 for First Grade Students
Intervention: Tier 2-3 for Students in Grade 2-12: Small Group
Blast Foundations is designed for emerging readers. Students learn and practice letter sound correspondences, phonemic andphonological awareness, high frequency word fluency, phonics knowledge, and spelling. Blast Foundations can be used in small-group intervention in grades 2-5 for students who struggle with basic phonics or older ELL or SPED students who struggle with letter-sound correspondence and the basic structure of English words.

Blast Foundations is a series of lessons focused on the essential foundational skills that students should master in their early reading education. It includes explicit instruction and progress monitoring of letter-sound correspondences, phonemic and phonological awareness, high frequency word fluency, phonics knowledge, and spelling. Students will learn how to master reading words with complex consonant constructions in Closed Syllables, Open Syllables, Vowel-Consonant-e Syllables, Vowel Team Syllables, and inflectional endings.

Students also learn how to apply functional strategies to successfully read multisyllabic words with ease. Blast targets the skills students need to master the alphabetic principle thus becoming strong orthographic mappers who can read unknown words quickly, confidently and with understanding.

Blast Foundations:

- is a fast-paced Prevention/RTI Tier 1 supplemental program
- is aligned to first grade skills but can be used with any grade level of student
- includes 25 units, with each unit completed in approximately one week
- is easily used as early intervention for small groups in Grades 2-3, and as intensive small-group intervention for students in Grades 4-6
- includes manipulatives for multisensory approach to learn phonics concepts
- includes both decodable and fluency passages aligned with the scope and sequence beginning in Unit 4

Handwriting

Developmentally appropriate lessons embedded within the scope and sequences of Countdown and Blast to address motor skills, proper letter formation and solidifying phoneme grapheme relationships.
Features:

- Animations to model proper letter formation with consistent scripted vocabulary to support automaticity
- Dot to Dots which support motor skill development and prepare students for accurate letter formation

- Coloring Sheets that build sequential knowledge helping student learn where to begin and end pencil strokes
- Handwriting paper that is aligned to the animations for reinforcement
- Instructional Guide to support educators to implement these new materials with fidelity and consistency

Level 3: HD Word
Supplemental: Tier 1 for Second Grade Students
Intervention: Tier 2-3 for Students in Grade 3-12: Small Group

HD Word is a set of lessons that efficiently teaches the foundational skills that lead to strong decoding and fluent reading. The lessons systematically teach the essential phonics structures that unlock the English code in both simple and complex words. While the focus of HD Word is word study (phonics and phonemic awareness), there is a high rate of transfer to students' skills in other areas of reading, such as fluency and comprehension. The net effect is faster, more accurate, and confident readers. Foundational skills are a means to an end; they are essential components that students must master to comprehend texts in multiple contexts and disciplines. When mastered, these foundational skills (the means) will allow most students to read with better accuracy, fluency, and ultimately, comprehension (the end goal of reading).

Examples of the types of standards addressed in HD Word:

- Distinguishing long and short vowels
- Decoding single- and multi-syllable words with features such as consonants, consonant blends, consonant digraphs, vowel teams/vowel digraphs, and diphthongs.
- Decoding words with regular and irregular vowel spellings and patterns
- Decoding words using common syllabication patterns
- Decoding words with common prefixes and suffixes, as well as common Latin suffixes
- Reading unfamiliar multisyllabic words in and out of context

HD Word

- is a fast-paced Prevention/RTI Tier 1 supplemental program
- can be started as early as the beginning of 2nd or 3rd grade, but skills will go well beyond and provide students with powerful decoding strategies to become efficient, effective readers
- is easily used as intervention for non-cognitively delayed students in small to medium groups in Grades 3–12 who have mastered basic phonics skills, but struggle with more advanced phonics features

HD Word with InferCabulary*
Many upper elementary and older struggling readers need remediation on two fronts: word recognition and oral language. When used together, InferCabulary and HD Word provide a comprehensive approach to supporting struggling adolescent readers. By building their vocabulary, background knowledge, and oral language skills with InferCabulary, and improving

their decoding skills through HD Word, students can develop the skills and knowledge they need to become successful readers.

- InferCabulary and HD Word are both designed to specifically support the needs of middle and high school struggling readers, but they approach the task from different angles, making them a complementary solution for improving students' word knowledge.
- InferCabulary focuses on teaching students the meanings of powerful, Tier II vocabulary words. It does it in a way that also builds background knowledge, inferencing skills and oral language. It provides students with rich encounters which makes semantic development fun and efficient. By using InferCabulary, students learn to develop and apply critical thinking skills when encountering new words, which helps them to build a deeper understanding of language.

Third-Fifth

- We recommend HD Word be used as whole group instruction in grades 2-5 in the first year of implementation. In subsequent years, HD Word can become a Tier 2 intervention for students who need additional support to master foundational literacy skills. Please see attached pacing guide for use of HD Word in grades 2-3.

Boost for Grades 3-12

Primary Focus, Tier 2-3 Interventions for 3rd – 12th & adults: Small Group
Secondary Focus, Interventions for older students & adults: Small Group

Phonics Boost is a set of 80 intervention lessons for students in grades 3–12 who have significant and severe decoding weaknesses, cognitive delays or dyslexia-related struggles. The primary focus of the lessons is phonemic awareness, phonics concepts, and essential word-attack skills that students with these specific challenges often lack.

Phonics Boost offers mature, targeted daily lessons of 40-60 minutes, over 20-24 weeks that focus on phonemic awareness, phonics, syllable types, and fluency. It is designed for students who need slow-paced instruction with embedded repetitions to solidify key foundational skills. Phonics Boost is an intensive and effective scientifically aligned foundational reading skill instruction for older students with gaps in their basic decoding skills and builds on knowledge of basic consonant sounds and high-frequency words.

It includes student workbook set of 6 books that contain everything a student needs to participate in the lessons including 4 student workbooks which contain the phonics practice activities which help students develop mastery and automaticity. Two passage books contain oral reading passages that help students build better fluency.

ELL Support

- Includes vocabulary support using colorful, diverse, and vibrant icons.
- Specific to the largest EL population we serve- Spanish content is provided- Teachers have access to instructional videos in Spanish in the Supplemental Resources section of both *Blast* Online and *HD Word* Online. There is also a Spanish Parent Crash Course animation of the most foundational and important skills in the English language, used in the classroom, that can be shared with parents.

- Our website also includes pdf and translated resources for Spanish-speaking parents, giving them some background knowledge to support their children's learning at home.
- Expanded support for speakers of other languages is in development for release in 2024.

ELL Resource Hub

EL Resource Hub (Just Released)

Available in Spanish, Mandarin, Arabic, Somali, Vietnamese, Haitian Creole, Tagalog (Filipino), and Korean *(additional languages coming soon)*

- **Supplemental Lessons** foundational skill lessons that provide students with the necessary foundation to begin to read in the English language.
- **Resource Scope and Sequence** list the succession and sequence of phonics skills taught and provides EL recommendations for each of those skills. References resources available (within the Hub) per skill listed.
- **Letter Articulation Videos** shows how to articulate English phonemes in real time- applicable to students of any language.
- **Instructional Animation Videos** provided in multiple languages to frontload phonics skills being taught and enable comprehension of practice activities for skill review and reiteration.
- **Teaching materials** such as anchor charts, flashcards and worksheets (provides for purposeful referencing and practice to further support English phonics skill instruction).
- **Teacher Subscription** to Letter Tile Free Play
- **Teacher Training**

Parent / Guardian Resources

The Home Connection section of our website gives parents free access to resources to support their children's learning at home. Resources include directions and guidance, reading passages for practice, spelling lists, access to online manipulatives and animations, and much more.

Materials Required for Implementation

We make implementation easy and intuitive, with flexible professional learning options and an accessible support team.

Teacher Guide Set (new teachers only)

This set provides teachers with all the information they need to effectively present the lessons. All the lessons are built for the teacher and include a thorough explanation of the concepts, routines, and procedures. The lessons are easy to follow and slightly scripted so they can be taught by a wide range of educators, not just seasoned literacy professionals and phonics specialists. For those unfamiliar with teaching foundational literacy skills, the lesson plans include incremental professional learning in a "What You Need to Know" section at the beginning of each unit or lesson.

Teacher Presentation Tool (one-year subscription)

This online component brings the lessons to life. Teachers have everything they need at their fingertips to help make phonics concepts obvious to students. Explicit animations help teachers deliver concise, precise, and fluent instruction with no prep time.

Guided Practice Student Workbooks (consumables required yearly)

These books contain all the printed material a student needs to participate in the lessons. The workbooks contain phonics practice activities that help students develop mastery and automaticity with key skills. The activities are engaging, efficient, and age-appropriate for students in grades K-3. HD Word also includes expository oral reading fluency passages.

Reading Playground licenses (one-year subscriptions/per student, available in bundles with workbooks)

Included in the suite are Reading Playgrounds, offering a digital platform for independent practice of literacy skills. These activities, aligned with research, expedite the acquisition of skills needed to transform unfamiliar words into instantly recognizable ones. The data generated from these playgrounds allows teachers to monitor student progress and proficiency through formative assessments for each unit and 1:1 progress monitoring after every three units of instruction. This data, along with guidance documents, assists teachers in forming flexible, skill-based remediation groups throughout the academic year.

Virtual Implementation Training Course seat (one-year access, new teachers only)

These self-paced, virtual interactive courses are now available for educators new to RGR curriculums.

Professional Development

Building Expertise Through Virtual Implementation Training Courses (VITC)

At Really Great Reading, we recognize that effective implementation of our phonics suite programs is essential for student success. That's why we offer Virtual Implementation Training Courses (VITC), a comprehensive training pathway designed to equip educators with the tools, knowledge, and confidence needed to navigate the intricacies of *Countdown, Blast, and HD Word*. Our VITC program is strategically structured to respect teachers' time and ensure that they can begin implementing the programs with confidence after just 3.5 hours of instruction. This flexible and empowering training experience allows educators to dive into the science behind our approach, gain mastery over program structures, instructional routines, and advanced concepts, all while practicing in an interactive and supportive environment. The VITC courses are structured as follows:

- **Course 1: Foundational Principles of Teaching Reading Skills (Self-Paced, Approx. 2.5 Hours)** This course lays the groundwork, introducing educators to the fundamental principles of teaching foundational reading skills. Through engaging content, participants gain insights into the science that underpins effective reading instruction.
- **Course 2: Program-Specific Instructional Mastery (Self-Paced, Approx. 3 Hours)** This course delves into the specifics of the program educators will teach. It covers the scope and sequence, unit and lesson design, and key instructional routines and procedures. With this knowledge, educators are well-prepared to commence instruction.
- **Course 3, 4, and 5: Advanced Program Concepts (Self-Paced, After 4-6 Weeks of Instruction)** These courses deepen educators' understanding by exploring advanced concepts taught within each program. With a focus on program content specifics, educators enhance their expertise, enabling them to deliver the programs with utmost fidelity.

Throughout the VITC journey, educators engage with instructional videos, classroom demonstration videos, interactive module interactions, and checkpoint assessments. These components allow educators to practice what they learn and demonstrate mastery, fostering a comprehensive and immersive learning experience. Upon completion, educators emerge equipped with the knowledge and confidence to provide targeted, impactful instruction to their students. With VITC, Really Great Reading is committed to empowering educators, ensuring the success of both educators and students in their journey toward foundational reading skills mastery.

Science of Reading Professional Development

In addition to the implementation professional development, Really Great Reading offers a wide range of professional development opportunities aimed at making educators experts in the science of reading. These offerings are designed to equip teachers with the knowledge and strategies required for effective reading instruction, with a focus on decoding skills and the science of reading. Here is a summary of the professional development options:

1. **Decoding and the Emerging Reader (Full Day):** This workshop is designed for classroom teachers and reading specialists in grades K-2. Participants learn efficient methods for building strong decoders. The workshop covers best practices in teaching phonemic awareness, phonics, letter-sound relationships, and sight word fluency, including unfamiliar and multi-syllable words.

2. **Decoding and the Struggling Reader (Full Day):** Tailored for classroom teachers and reading specialists in grades 2-5, as well as interventionists working in middle and high school, this workshop equips participants with immediate strategies to help struggling readers. The focus is on teaching students to pay attention to every word, read with high accuracy, and use strategies for tackling unfamiliar and multi-syllable words.
3. **Bringing the Science of Reading to Life for the Emerging and/or Developing Reader (Emerging Readers PreK-K):** This workshop consists of two parts:
    a. **Part 1 (Half Day):** Explores the science behind how young children learn to read, emphasizing the impact of the Science of Reading on teacher decision-making and student learning, the brain's learning process, the alphabetic principle, and the long-term impact of early instruction alignment with the Science of Reading.
    b. **Part 2 (Half Day):** Focuses on practical strategies for implementing the Science of Reading in everyday instruction. It covers clear language delivery, instructional routines for consistency, strategies for building strong decoding skills, leveraging phonemic awareness, and teaching skills for long-term success.
4. **Developing Readers (2nd-12th):** This workshop consists of two parts:
    a. **Part 1 (Half Day):** Explores the science behind how students master decoding, including the Science of Reading, orthographic mapping, and its impact on instruction and student learning.
    b. **Part 2 (Half Day):** Focuses on practical strategies for implementing scientifically aligned decoding instruction for growing and struggling readers. It emphasizes clear language delivery, instructional routines, and strategies to ensure older readers have the skills and knowledge for mapping complex word structures.
5. **Science of Reading-Vocabulary (3 Hour Workshop):** Attendees learn about the science of vocabulary acquisition, research-based vocabulary approaches, instructional best practices, and the importance of vocabulary for overall reading comprehension and fluency.
6. **eLearning Courses**: These self-paced, on-demand courses offer 9 professional development contact hours and 5 weeks of instructional lessons. They cover the development of foundational skills, phonemic awareness, phonics, orthographic mapping, the alphabetic principles, and word-level knowledge to help students decode multi-syllabic words. Two courses are available:
    a. **Emerging Reader (PreK-1):** Designed for classroom teachers and reading specialists, it focuses on ensuring emerging readers establish strong decoding foundations.
    b. **Developing Reader (1st-12th):** Designed for classroom teachers and reading specialists, it covers best practices for helping students become skilled, confident decoders.

These professional development offerings are designed to empower educators with a deep understanding of the science of reading and practical strategies for effective reading instruction.

Technical Specifications

General

The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, back-ordered, or partially filled are not considered filled items when calculating this service level.

Really Great Reading understands and complies with this request.

The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

Really Great Reading understands and complies with this request.

Equipment and Supplies

All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer's authorized dealers.

Really Great Reading understands this request and complies.

An electronic online catalog for order entry must be provided for use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

Really Great Reading understands and complies. The online catalog can be found here: https://www.reallygreatreading.com/catalog/all-products.

Recalls. a. The Vendor must notify CPC and their participating agencies of any product recalls. b. The Vendor will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion. c. All costs associated with voluntary and involuntary product recalls shall be borne by the Vendor.

Really Great Reading understands and complies.

Substitutions. a. Materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the specification prohibits substitution, Vendors are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks

for substitution, on the Vendor's letterhead attached to the pricing form. Vendors shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Really Great Reading understands and complies.

Pricing

Contract discounts and percentages must be held firm during the initial contract period. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or a large individual project. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.

Really Great Reading understands and complies with this request.

The Vendor must provide a discount price schedule for all categories of products available and labor / services offered in this solicitation.

Due to Most Favored Nations clauses in many of our contracts, our discount is 0%. There are considerable savings by purchasing classroom setups rather than purchasing each component individually. Additionally, multiyear, prepaid discounts are available.

Required Documents

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Really Great Reading Company	**Date**	80/29/2024
Address	PO Box 46	**City, State, Zip**	Cabin John MD 20818
Contact Person	Kim Stuckey	**Title**	Adoptions Manager
Authorized Signature	Kim Stuckey	**Title**	Adoptions Manager
Email	adoptions@reallygreatreading.com	**Phone**	866-401-7323

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Really Great Reading Company

Authorized Signature Kim Stuckey

Full Name Kim Stuckey

Title Adoptions Manager

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: N/A
Solicitation Number:
Supplier Name:

If a subcontractor will not be used, check this box: X

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Really Great Reading Company

Company Address: P.O. Box 46

City, State, Zip code: Cabin John, MD 20818

Website: www.reallygreatreading.com

Phone: (866) 401-7323

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	N/A		
Contract Manager	Kim Stuckey	Kim.Stuckey@reallygreatreading.com	(866) 401-7323 x726
Sales Manager	Julie Sealine	Julie@reallygreatreading.com	(866) 401-7323
Marketing Manager	Jennifer Johnson	Jennifer.Johnson@reallygreatreading.com	(866) 401-7323
Customer Service Manager	Jeff Eeling	Jeff.eeling@reallygreatreading.com	(866) 401-7323
Account Manager(s)	Jill Dickerson	Jill.dickerson@reallygreatreading.com	(866) 401-7323 x

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
x	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

We have no existing contracts that participating agencies would have access to.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _x_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _x_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Really Great Reading has been in operation since 2005 offering research aligned foundational skills curriculum to support learners of all backgrounds, demographics and skill level. Our curriculums are utilized in all 50 states and many countries throughout the globe, serving more than 1 million students. Our professional development workshops are provided monthly and have reached over 50,000 teachers in the last few years alone. Our complimentary decoding surveys and Grouping Matrix are well regarded in the industry as an essential tool to assist educators in identifying students' skills and instructional needs.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

At Really Great Reading, we are committed to staying at the forefront of literacy education by ensuring our programs align with the most up-to-date **Science of Reading** research. We continuously invest in **evidence-based instructional practices** and have earned **all green ratings on EdReports** and achieving the **ESSA Tier 2 badge**, validating the effectiveness and research backing of our programs.

Customer Retention: Our programs serve over one million students in all 50 states and internationally, with numerous repeat customers in school districts. A key reason for this retention is our robust support system and high customer satisfaction. We provide comprehensive professional development, ensuring educators can implement our programs successfully.

Our programs, such as **Countdown**, **Blast**, and **HD Word**, are standards-aligned and designed for long-term impact by addressing critical foundational reading skills. This ensures that schools can rely on our solutions year after year, knowing they are rooted in scientific research and cater to diverse learner needs.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Our programs serve over one million students in all 50 states and internationally..

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

At Really Great Reading we strictly provide foundational literacy skills curriculum and professional development on the Science of Reading within the K-12 educational space.

5. Describe your experience and sales approach your company will take with participating public agencies.

As the contract permits, we will promote this contract through an email campaign and on our social media.

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Minot, North Dakota
Service/Product Purchased	Countdown, Blast, HD Word, Tiers I, II, and III
Year of Purchase	2024 – 2025 school year
Reference Contact	Tara Jordan
Phone	(701) 857-4459
Email	Tara.lavachekjordan@minot.k12.nd.us

Reference #2 – Company Name	Grand Forks, North Dakota
Service/Product Purchased	Countdown, Blast, and HD Word in Tiers I and II
Year of Purchase	2022 – 2025 school years
Reference Contact	Nicole Kreting
Phone	(701) 746-2200

Email	Nkrefting120@mygfschools.org

Reference #3 – Company Name	Rochester, Minnesota
Service/Purchase Purchased	Countdown, Blast, and HD Word Tier 1
Year of Purchase	2024 – 2025 School Year
Reference Contact	Heather Klavetter
Phone	(507) 328-4302
Email	heklavetter@rochsterschools.org

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Our products ship from our warehouse in Pennsylvania. We pride ourselves on having an on time delivery within 14 days.

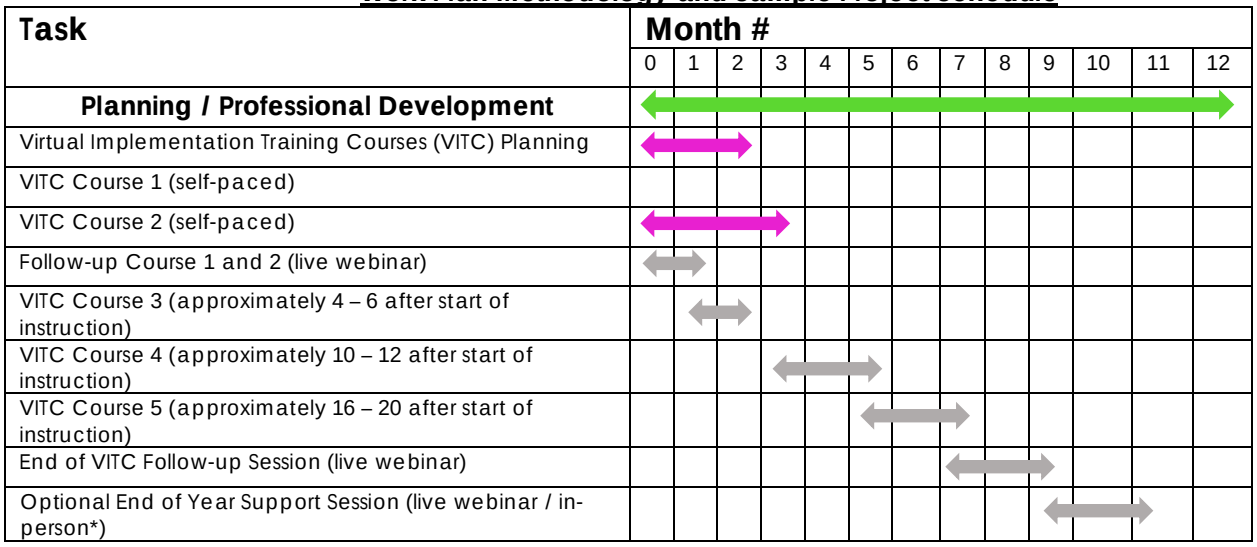
2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

What sets **Really Great Reading (RGR)** apart from competitors is our engaging, teacher-friendly approach to phonics instruction, which overcomes the limitations of traditional programs. While many phonics programs are described as cold, dry, and rule-based, teachers consistently highlight RGR's method as the most enjoyable part of their day. Our programs require **minimal upfront training**, allowing teachers to start quickly and learn as they teach, unlike traditional approaches that often involve extensive and costly training sessions. Furthermore, our lessons come **ready-made**, significantly reducing preparation time for teachers, while competitor programs often require extensive lesson prep work. RGR's **embedded professional development** enhances teachers' overall skills, helping them apply new knowledge across the curriculum. Our **high-quality manipulatives** and **dynamic online presentation tool** make phonics instruction interactive and visually rich, ensuring effective learning. Instead of rigid, rule-based instruction, RGR uses a "tools not rules" approach that promotes deeper understanding and longer-lasting results. Finally, while competitor programs often provide expensive and cumbersome training, RGR's sessions are concise, engaging, making us the clear choice for schools looking to improve literacy outcomes.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

Purchase orders should be emailed to info@reallygreatreading.com

Work Plan Methodology and Sample Project Schedule



Building Administrator Support (live webinar / in-person*)	
Planning / Operations	
Planning / Distribution of Materials / Processing 2 – 3 business days	
Schedule Materials to ship to individual schools / building 5 – 7 business days to deliver to Schools	
Shipment Notification (1 day before delivery)	
Planning / Online Subscription	
Administrative Portal Set-Up	
Online Tool Coordinator Assignment	
Assign Teacher Subscription (School base management)	*LEAs can complete task with support of Lead Implementation Specialist and Subscription Team*
Assign Teacher Subscription (5- 7 business days) *Really Great Reading Support is available*	
Reading Playgrounds (Single Sign On support)	

Anticipated Key Support Staff

Lead Implementation Specialist (LIS)	Workshop Team (WT)	On-site / Virtual Support (OS)
Operation Team (OT)	Subscription Team (ST)	

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Really Great Reading provides itself with on-time delivery. Please see Work Plan Methodology and Sample Project Schedule above for delivery and implementation timeline.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Each client is assigned a dedicated implementation support specialist. We respond to customer requests within one business day. We can be reached via phone or email, 8:00am - 5:00pm.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

The sales and marketing teams receive in-depth briefings on the contract details to ensure they accurately represent and promote the services in line with contractual agreements. This helps ensure consistency in messaging and service offerings during marketing efforts and customer interactions.

7. Describe your company's contract implementation or customer transition plan.

Work Plan Methodology and Sample Project Schedule

Task	Month #											
	0	1	2	3	4	5	6	7	8	9	10	11	12
Planning / Professional Development													
Virtual Implementation Training Courses (VITC) Planning													
VITC Course 1 (self-paced)													
VITC Course 2 (self-paced)													
Follow-up Course 1 and 2 (live webinar)													
VITC Course 3 (approximately 4 – 6 after start of instruction)													
VITC Course 4 (approximately 10 – 12 after start of instruction)													
VITC Course 5 (approximately 16 – 20 after start of instruction)													
End of VITC Follow-up Session (live webinar)													
Optional End of Year Support Session (live webinar / in-person*)													
Building Administrator Support (live webinar / in-person*)													

Planning / Operations	
Planning / Distribution of Materials / Processing 2 – 3 business days	
Schedule Materials to ship to individual schools / building 5 – 7 business days to deliver to Schools	
Shipment Notification (1 day before delivery)	
Planning / Online Subscription	
Administrative Portal Set-Up	
Online Tool Coordinator Assignment	
Assign Teacher Subscription (School base management)	*LEAs can complete task with support of Lead Implementation Specialist and Subscription Team*
Assign Teacher Subscription (5- 7 business days) *Really Great Reading Support is available*	
Reading Playgrounds (Single Sign On support)	

Anticipated Key Support Staff

Lead Implementation Specialist (LIS)	Workshop Team (WT)	On-site / Virtual Support (OS)
Operation Team (OT)	Subscription Team (ST)	

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

We do not support this functionality.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
x Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Due to Most Favored Nations clauses in many of our contracts, our discount is 0%. There are considerable savings by purchasing classroom setups rather than purchasing each component individually. Additionally, multiyear, prepaid discounts are available.

2. Describe how participating agencies will verify they are receiving contract pricing.

Because we are unable to offer a discounted pricing due to the Most Favored Nations clause in our other contracts, participating agencies will always receive our catalog prices, with the options to purchase classroom classroom setups for considerable discounts or multiyear discounts.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

There are no minimum order requirements.

4. Describe your warranty and warranty process for all products and services.

We accept returns within 60 days. All returned items must be in an unused, saleable condition. Please follow the steps outlined on www.reallygreatreading.com to return.

5. Describe the return process and restocking fees associated with a return.

We accept returns within 60 days. All returned items must be in an unused, saleable condition. Please follow the steps outlined on www.reallygreatreading.com to return.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Due to Most Favored Nations clauses in many of our contracts, our discount is 0%. There are considerable savings by purchasing classroom setups rather than purchasing each component individually. Additionally, multiyear, prepaid discounts are available.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Really Great Reading prefers ACH payments. We also accept payment via check. Payment terms are NET 30.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Prices are subject to change yearly. Market prices for commodities such as paper, packaging and fuel (product shipping and travel for support services) are the primary influences to pricing.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Future products will be priced according to market value. It will align with contract pricing as we are unable to offer a blanket discount due to our Most Favored Nations contracts.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Really Great Reading is well equipped to provide compliance with our anticipated contract with CPC. We have several contracts with other cooperatives in other states, which are managed by our accounting department.

11. Provide any additional information relevant to this section.

The cost of shipping is determined at the time of the quote. It is not included in the unit price submitted.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Really Great Reading (RGR) offers several "added value" attributes to enhance the experience for CPC and its participating agencies when purchasing products and services. These attributes are designed to go beyond basic product offerings, providing educational institutions with comprehensive support, robust resources, and innovative tools that contribute to successful literacy outcomes. Some of the key added value features include:

1. **Comprehensive Professional Development and Ongoing Support**
    a. **Virtual and On-site Training:** RGR offers extensive professional development programs that include virtual implementation training courses for all new and existing users. These training sessions help educators understand the structure, scope, and best practices for implementing RGR's literacy programs with fidelity.
    b. **Follow-up and Support:** RGR provides ongoing support to ensure effective program delivery. This includes optional on-site or virtual follow-up training sessions that are tailored to the needs of specific districts or agencies, helping teachers refine instructional techniques, analyze results, and differentiate instruction.
    c. **Fidelity Checklists and Coaching:** RGR ensures that the programs are being implemented correctly by providing detailed fidelity checklists and ongoing coaching opportunities to enhance instructional quality.
2. **Access to Premium Online Tools**
    a. **Interactive Teacher Presentation Tool:** RGR offers an essential online teacher presentation tool that virtually eliminates teacher prep work, ensuring that educators can focus on delivering high-quality instruction. The tool includes engaging, research-based animations and direct instruction videos that make challenging decoding concepts easy for students to grasp.

b. **Student Learning Playgrounds:** RGR provides students with access to Reading Playgrounds, a digital platform designed to accelerate skill acquisition and reinforce key literacy concepts. This platform allows students to engage in play-based learning while providing teachers with detailed reports on student progress.
c. **Data Dashboards and Progress Monitoring:** Teachers and administrators benefit from RGR's comprehensive data dashboards, which allow them to track student progress, performance on assessments, and overall program effectiveness. These tools empower educators to make data-driven decisions and provide targeted interventions when necessary.

3. **Customizable and Scalable Solutions**
   a. **Flexible Program Delivery:** RGR's literacy programs are designed to be flexible, supporting various instructional settings, including whole-group, small-group, and one-on-one instruction.
   b. **Tailored Instructional Materials:** RGR provides agencies with customizable content based on the specific needs of their student populations, whether they require early intervention, Tier 1 prevention, or more advanced phonics support.
4. **Free and Easy-to-Use Diagnostic Tools**
   a. **Complimentary Assessments:** RGR offers a range of free diagnostic assessments that help educators quickly identify decoding weaknesses and group students according to their skill levels. These assessments, part of RGR's Phonics Suite provide teachers with data to drive targeted instruction and monitor student progress.
   b. **Group Management Tools:** RGR's Grouping Matrix is an intuitive, free tool that helps educators organize students into data-driven groups based on their decoding strengths and weaknesses. This allows for more effective and efficient instruction.
5. **Concierge-Level Customer Service**
   a. **Dedicated Implementation Specialists:** RGR assigns dedicated specialists to provide ongoing support throughout the life of the contract. These experts assist with program setup, lesson demonstrations, and ongoing professional learning, ensuring that schools and districts can maximize the impact of RGR's resources.
   b. **Prompt and Responsive Customer Support:** Whether through virtual or in-person assistance, RGR's customer service team ensures that any issues or questions are addressed promptly, contributing to a smooth and efficient program rollout.
6. **Aligned with National Standards and Best Practices**
   a. **Standards Alignment:** All of RGR's programs are aligned with Common Core State Standards (CCSS) and other state-specific educational standards, ensuring that schools meet critical literacy benchmarks. This alignment makes it easier for agencies to integrate RGR programs into their existing curricula while maintaining compliance with state guidelines.
   b. **Science of Reading Approach:** RGR's literacy solutions are rooted in the science of reading, utilizing evidence-based instructional strategies that promote phonemic awareness, phonics, fluency, and comprehension. This approach ensures that students are mastering the essential building blocks of reading.
7. **Cost-Effective Solutions and Discounts**
   a. **Discounted Multi-Year Pricing:** For long-term contracts, RGR offers significant discounts on both program subscriptions and materials, ensuring that districts can maximize their return on investment. Multi-year pricing packages are designed to provide schools with cost-effective solutions for sustained program use.
   b. **Bundled Resources for Classrooms:** RGR offers comprehensive classroom kits that include all necessary teacher guides, student workbooks, and digital licenses, reducing the need for additional purchases and ensuring that all materials are easily accessible.

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**
   The cost of shipping is determined at the time of the quote. It is not included in the unit price submitted.

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

   None requested for Technical Specifications

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Really Great Reading Company

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☑ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) C

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

PO Box 46

6 City, state, and ZIP code

Cabin John, MD 20818

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

9	0	–	0	9	8	1	2	8	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Sally Pare **Date** 08/14/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 06/17/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Stephanie Redondo	
The Hilb Group of Maryland	PHONE (A/C, No, Ext):	FAX (A/C, No):
3601 MacCorkle Ave, Ste 50	E-MAIL ADDRESS: sredondo@hilbgroup.com	
Charleston WV 25304	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A : Hartford Fire Insurance Co	19682
INSURED	INSURER B : Trumbull Insurance Company	27120
REALLY GREAT READING COMPANY, LLC	INSURER C : Arch Specialty Insurance Co	21199
P.O. Box 46	INSURER D :	
	INSURER E :	
Cabin John MD 20818	INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** CL2461011343 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	[X] COMMERCIAL GENERAL LIABILITY [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [X] POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:	Y	Y	30UUNAV4PRJ	06/25/2024	06/25/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 2,000,000 $ 300,000 $ 10,000 $ 2,000,000 $ 4,000,000 $ 4,000,000
B	AUTOMOBILE LIABILITY [ ] ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS [X] HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY			30UENBC6577	06/25/2024	06/25/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
	[ ] UMBRELLA LIAB [ ] OCCUR [ ] EXCESS LIAB [ ] CLAIMS-MADE [ ] DED [ ] RETENTION $						EACH OCCURRENCE AGGREGATE	$ $
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N [ ] (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A					[ ] PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ $ $
C	Commercial Cyber and Privacy Liability			C-4LPY-042591-CYBER-2024	06/03/2024	06/03/2025	CYBER Network And Information REGULATORY DEFENSE	$2,000,000 $2,000,000 $2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Project: R-II Instructional Curriculum Materials, Supplies and Digital Resources
Project #: 21-06-02

The General Liability and Auto Liability include a blanket automatic additional insured. General Liability and Auto Liability include blanket waiver of subrogation endorsement. General Liability and Auto Liability include blanket primary and non-contributory. For you to have the additional insured status, waiver of subrogation, primary and non-contributory, there must be a written contract between the named insured and certificate holder that requires such status.

CERTIFICATE HOLDER

Houston Independent School District/ Hattie Mae White
Educational Support Center
4400 West 18th Street
Houston TX 77092

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

E. Pratt Engle

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Additional Named Insureds

Other Named Insureds

REALLY GREAT READING COMPANY, LLC	Doing Business As
TVG-RGR INTERMEDIATE, INC	Additional Named Insured
REALLY GREAT READING COMPANY, INC	Additional Named Insured

COPYRIGHT 2007, AMS SERVICES INC

AGENCY CUSTOMER ID: 00263240

LOC #:

ADDITIONAL REMARKS SCHEDULE

AGENCY	NAMED INSURED
The Hilb Group of Maryland	REALLY GREAT READING COMPANY, INC
POLICY NUMBER	
CARRIER / NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: 25 **FORM TITLE:** Certificate of Liability Insurance: Notes

INSURER D : Errors & Omissions:
Claims Made & Reported form
Term 3/18/2024 to 3/18/2025
Policy number 041441228
Limit $1,000,000
Named insured Really Great Reading Company LLC

TVG-RGR Intermediate Inc is named insured on the following policies:
30UENBC6577
30UUNAV4PRJ

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Attachments

Countdown Classroom Setup

The Countdown Classroom set-up includes all materials needed to teach 20 student with fidelity!

Save over $300 when purchasing these items together in this classroom setup.

Countdown Classroom Setup
VP_CD
$999

Need addtional Workbooks and annual Playground Seats? Purchase them together and save.

Countdown Workbook and Playground Seat Bundle
PG_CDSW
$21

- **Prevention (Kindergarten)**
- **Intervention (Grades 1–3)**
- **Fast-paced**
- **5 (15–20 minute) lessons in each unit**

Grades K–1

Everything one teacher needs to teach 20 students

Do you want all students to have their own student kit? Add 10 more Countdown Kits for $450!

TEACHER GUIDES
28 units in 3 books

TEACHER'S ONLINE TOOL
Countdown Online
1-year subscription

STUDENT KITS
Countdown Student Kit
Add ten more for just $450

GUIDED PRACTICE WORKBOOK
Student Workbook:
1 level

INDEPENDENT STUDENT PRACTICE PORTAL
Reading Playground
20 student seats

TEACHER TRAINING
Virtual Implementation Training Course
1 teacher seat/year

Additional Program Information

A 15–20 minute/day supplement for kindergarten

Just getting started? See our comprehensive, cost-effective Classroom Setup on page 16.

Countdown Teacher Guide Set CDLP — $249

- Scripted, ready-to-teach lesson plans
- Thorough explanation of concepts, routines, and procedures
- Strategies for adjusting and differentiating instruction
- Embedded, incremental professional development—no phonological awareness or phonics background needed!
- Includes: 3 lesson plan books, set of vowel posters, set of Countdown Wall Cards

Student Workbook CDSW — $11

- Solidifies student learning with frequent and distributed guided practice
- Empowers the transfer of skills
- Includes exercises that develop mastery and automaticity with key concepts
- Essential to positive student outcomes

Countdown Online CDOL — $95/year, $59/6 months

- Vibrant, image-based teacher presentation tool, required for instruction
- Delivers clear, concise, and effective instruction with colorful imagery and animations
- Works with interactive whiteboards, projectors, tablets, laptops, and computers

BONUS: Supplemental Resources, a treasure trove of additional activities, supplements, and teacher professional development

Countdown Student Kit CDKIT — $50

- Playful, powerful, multisensory practice that makes learning sticky
- Engaging and fun physical manipulatives: magnetic color tiles, letter tiles, and SyllaBoards™
- Students see, hear, and touch to learn concepts faster and retain them better

Reading Playground DPG_CD — $19/year, $14/6 months

- A play-based Reading Playground for independent practice of the skills learned in Countdown.
- Research-aligned activities designed to accelerate the acquisition of skills and knowledge necessary to build basic foundational skill knowledge.
- An easy-to-read teacher dashboard, so you can monitor individual student performance.

Countdown Virtual Implementation Courses VITC_CD — $79/seat/year

- Virtual, interactive, self-paced, initial implementation training designed to help educators maximize their success with Countdown.
- Features five courses; two to complete before teaching and three to complete incrementally throughout the year to refine and improve your teaching.
- Earn completion certificates!

	Day 1	Day 2	Day 3	Day 4	Day 5
Direct Instruction **20–30 minutes daily (15–20 + 5–10 min)**	**Teacher-led Lesson**				
	Lesson 1: Parts 1, 2, & 3 TG1 pp. 1-6	Lesson 2: Parts 1, 2, & 3 TG1 pp. 7-12 *Guest Teacher videos*	Lesson 2: Parts 1, 2, & 3 TG1 pp. 13-19	Lesson 4: Parts 1, 2, & 3 TG1 pp. 20-25	Lesson 5: Parts 1, 2, & 3 TG1 pp. 26-32
	Handwriting				
	Foundational Handwriting 3-Ps: Pencil	Foundational Handwriting 3-Ps: Pencil Introduction to Handwriting Strokes	Foundational Handwriting 3-Ps: Paper	Foundational Handwriting 3-Ps: Paper & Pencil Practicing Handwriting Strokes Erasing Activity	Foundational Handwriting 3-Ps: Posture Capital Letters in Names Capital **A**
	Resources for ELs				
	• *Floppy and Perky Video: Being a Multilingual Learner* • Anchor Chart for Language Learner Strategies		• *I Am Maria Lesson: Being a Multilingual Learner* • See the RGR English Learner Support Guide for Teachers for suggestions and resources applicable to the full program.		Reading Playground Unit 1 Visual Supports
Practice to Mastery **5–10 minutes daily**	Choose three environmental activities from the list in the Appendix of TG1 to incorporate throughout your day.	Choose three environmental activities from the list in the Appendix of TG1 to incorporate throughout your day.	Choose three environmental activities from the list in the Appendix of TG1 to incorporate throughout your day.	Choose three environmental activities from the list in the Appendix of TG1 to incorporate throughout your day.	Choose three environmental activities from the list in the Appendix of TG1 to incorporate throughout your day.
Small Group Instruction* **20–30 minutes daily**	Use Alternative Scope & Sequence in small groups as necessary *(or pre-teach Alternative S&S before beginning U1).*	• Use Alternative Scope & Sequence in small groups as necessary. • Use additional examples from the Teacher Guide with your small group.	• *Use Alternative Scope & Sequence in small groups as necessary.* • Use additional examples from the Teacher Guide with your small group.	• Use Alternative Scope & Sequence in small groups as necessary. • Use additional examples from the Teacher Guide with your small group.	• Use Alternative Scope & Sequence in small groups as necessary. • Use additional examples from the Teacher Guide with your small group.
Independent Practice** **30–40 minutes weekly**					RP Begin Unit 1 games after teaching the full unit*** **10 minutes**
		VP Learn and practice new words with Unit 1 games **10 minutes**	VP Learn/practice with Unit 1 games **10 minutes**	VP Learn/practice with Unit 1 games **10 minutes**	VP Learn/practice with Unit 1 games **10 minutes**
Spanish Resources *See Countdown con Español S&S for more details*	• *Floppy and Perky Video in Español: EL Classroom Strategies* • Anchor Chart for Language Learner Strategies in Español		Soy Maria Lesson: Intro to Being a Multilingual Learner in Español		Reading Playground Spanish Supports *(coming Winter 2024)*

*Choose small group activities based on data and student needs. Additional games and reteaching options are indicated in the Reading **Playground Formative Assessment guide.**

** Students should spend 20-30 minutes a week (10 minutes a day, two or three days) playing RP games and another 20-30 minutes a week (10 minutes a day, two or three days) playing VP games as your schedule permits.

***Choose two or three days after the full unit has been taught for review, practice, and assessment in the Reading Playground. Students often complete RP games from the previous unit on Monday and Tuesday of the following week.

DIRECT INSTRUCTION · PRACTICE TO MASTERY · SMALL GROUP INSTRUCTION · CONCEPTS OF PRINT · HEART WORDS · DECODABLE PASSAGES · SPELLING WORDS · SPANISH RESOURCES

DICTATION SENTENCES · CHALLENGE WORDS · UNLOCK CURRENT UNIT · READING PLAYGROUND · VOCABULARY PLAYGROUND · EL RESOURCES · HANDWRITING

Countdown Scope and Sequence

BOOK 1

	Lesson 1	Lesson 2	Lesson 3	Lesson 4	Lesson 5
Unit 1 (Intro)	Introduction to Countdown	Introduction to Category	Eat vs. Wear Sort	Before/After	Beginning/Middle/End
	Describing and Comparing: Similarities	Introduction to Category: Exclusion from	Left to Right & One to One: Directionality & Order	Whole/Part	Above/Below
	Describing and Comparing: Differences	Hear That Rhyme	First/Next/Last, Before/After: Directionality & Spatial Sequence	Hear That Rhyme	First/Next/Last: Temporal Sequencing
Unit 2	Peel That Sound	Peel and Sort	Peel That Sound	Peel and Sort	Peel and Say
	Sound Stories - /m/	Sound Stories - /s/	Sound Stories - /l/	Sound Stories - /n/	Sound Stories - /f/
	Mystery Bag: Blending Compound Words	Which Words Rhyme?	Mystery Bag: Blending Compound Words	Which Words Rhyme?	Mystery Bag: Blending Onset-Rime
Unit 3	Peel That Sound	Peel and Sort	Peel That Sound	Peel and Match	This or That?
	Sound Stories - /r/	Sound Stories - /v/	Sound Stories - /z/	Sound Stories - /p/	Sound Stories - /g/
	What's That Word?	Creating Rhymes	What's That Word?	Creating Rhymes	What's That Word?
Unit 4	Peel That Sound	Peel and Say	This or That?	Peel and Sort	Peel and Match
	Sound Stories - /d/	Sound Stories - /t/	Sound Stories - /k/	Sound Stories - /b/	Sound Stories - /w/
	Mystery Bag: Blending Sounds	Mystery Bag: Blending Sounds	What's That Word?	Mystery Bag: Blending Sounds	Mystery Bag: Blending Sounds
Unit 5	Peel That Sound	Peel and Say	Peel and Sort	This or That?	Peel and Match
	Sound Stories - /h/	Sound Stories - /kw/	Sound Stories - /j/	Sound Stories - /y/	Sound Stories - /ks/
	What's That Word?	Mystery Bag: Blending Sounds	What's That Word?	Mystery Bag: Blending Sounds	What's That Word?

BOOK 2

Unit 6 (Cluster 1: m, t, p, a)	Letter-Sound Intro	Peel and Sort	Peel and Match	Letters Make Words	Connect the Letter
	Name That Sound	This Letter or That?	This Letter or That?	Find That Letter	Touch & Say
	Peel and Say	Stretch Those Sounds	Stretch Those Sounds	Stretch Those Sounds	Mystery Bag: Blending Sounds
Unit 7 (Cluster 2: s, h, c, i)	Stretch Those Sounds	This or That?	What's That Word?	Peel and Sort	Stretch Those Sounds
	Name That Sound	This Letter or That?	This Letter or That?	Connect the Letter	Touch & Say
	Which Letter?	Guess My Word	Find That Letter	Which Letter?	Unscramble This
Unit 8 (Cluster 3: d, f, r, o)	Peel and Say	Stretch Those Sounds	Where's That Heart Word? (the, in, my)	Stretch Those Sounds	Connect the Letter
	Name That Sound	This Letter or That?	This Letter or That?	Find That Letter	Pop Up, 3-Up (the, in, my)
	Look, Think, Say; Pop Up; 3-Up (the, in, my)	Guess My Word	Which Letter?	Unscramble This	Touch & Say

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Countdown Scope and Sequence, continued

	Lesson 1	Lesson 2	Lesson 3	Lesson 4	Lesson 5
Unit 9 (Review Clusters 1-3)	This Letter or That?	Stretch Those Sounds	Peel and Match	Count the Sounds	This Letter or That?
	Look, Think, Say; Pop Up; 3-Up (a, is, for)	Find That Letter	Where's That Heart Word? (a, is, for)	Connect the Letter	Pop Up, 3-Up (a, is, for)
	Which Letter?	Unscramble This	Guess My Word	Build a Word	Touch & Say
Unit 10 (Cluster 4: g, l, n, u)	This or That?	Touch & Say	Connect the Letter	Find That Letter	Count the Sounds
	Name That Sound	This Letter or That?	This Letter or That?	Stretch Those Sounds	Pop Up, 3-Up (I, am, here)
	Look, Think, Say; Pop Up; 3-Up (I, am, here)	Build a Word	Where's That Heart Word? (I, am, here)	Unscramble This	Phrase Reading
Unit 11 (Cluster 5: b, k, v, e)	Peel and Sort	Guess My Word	Stretch Those Sounds	Find That Letter	Count the Sounds
	Name That Sound	This Letter or That?	This Letter or That?	Touch & Say	Pop Up, 3-Up (and, at, go)
	Look, Think, Say; Pop Up; 3-Up (and, at, go)	Which Letter?	Where's That Heart Word? (and, at, go)	Build a Word	Phrase Reading
Unit 12 (Review Clusters 1-5)	This Letter or That?	Stretch Those Sounds	Mystery Bag: Blending Sounds	Count the Sounds	This Letter or That?
	Look, Think, Say; Pop Up; 3-Up (it, like, be)	Find That Letter	Where's That Heart Word? (it, like, be)	Connect the Letter	Pop Up, 3-Up (it, like, be)
	Touch & Say	Unscramble This	Guess My Word	Build a Word	Phrase Reading
Unit 13 (Cluster 6: j, w, z)	Peel and Match	Add That Sound	Find That Letter	Touch & Say	Add That Sound
	Name That Sound	This Letter or That?	This Letter or That?	Stretch Those Sounds	Pop Up, 3-Up (to, not, can)
	Look, Think, Say; Pop Up; 3-Up (to, not, can)	Which Letter?	Where's That Heart Word? (to, not, can)	Build a Word	Phrase Reading
Unit 14 (Cluster 7: qu, x, y)	This or That?	Guess My Word	Add That Sound	Connect the Letter	Touch & Say
	Name That Sound	This Letter or That?	This Letter or That?	Unscramble This	Pop Up, 3-Up (you, are, do)
	Look, Think, Say; Pop Up; 3-Up (you, are, do)	Which Letter?	Where's That Heart Word? (you, are, do)	Build a Word	Phrase Reading
Unit 15 (Review Clusters 1-7)	Mystery Bag: Blending Sounds	Letter-Sound Review	Which Letter?	Add That Sound	Touch & Say
	Look, Think, Say; Pop Up; 3-Up (did, too, will)	Find That Letter	Where's That Heart Word? (did, too, will)	Connect the Letter	Pop Up, 3-Up (did, too, will)
	Touch & Say	Unscramble This	Phrase Reading	Build a Word	Phrase Reading
Unit 16 (Review Clusters 1-7)	Touch & Say	Sound Swap	Sound Swap	Sound Swap	Touch & Say
	Look, Think, Say; Pop Up; 3-Up (with, all, me)	Connect the Letter	Where's That Heart Word? (with, all, me)	Find That Letter	Pop Up, 3-Up (with, all, me)
	Which Letter?	Unscramble This	Phrase Reading	Build a Word	Letter-Sound Review

KEY

- Functional Vocabulary
- Rhyming
- Sound Stories
- Sight Word Automaticity
- Phonemic Awareness: Beginning Sound Isolation
- Phonemic Awareness: Blending
- Phonemic Awareness: Segmenting
- Phonemic Awareness: Manipulation
- Alphabetic Principle: Letter Identification
- Alphabetic Principle: Encoding
- Alphabetic Principle: Decoding

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Countdown Scope and Sequence, continued

BOOK 3

	Lesson 1 *Letter-Sound Fluency* *Heart Word Fluency*	Lesson 2 *Phonemic Awareness*	Lessons 3, 4, 5 *Phonics Concept, Reading, and Spelling*
UNIT 17	• Vowels vs. Consonants • Letter Names vs. Sounds	• Review what makes words • Introduce *Word Sort*	• Review short vowel sounds and motions • Review finger-stretching phonemes
UNIT 18	Letter-Sound Review was, no, so	• Introduce long vowel sounds	• Introduce Vowel-Consonant pattern (Closed Syllables) • Introduce Build a Word • Introduce *Spell It!*
UNIT 19	Letter-Sound Review say, now, have	• Short a vs. Long a	• Introduce *Phrases & Sentences to Read* • Reading and spelling real and nonsense words with all short vowels
UNIT 20	Letter-Sound Review said, come, down	• Short i vs. Long i	• Digraph **sh** • Reading and spelling with all short vowels • Introduce *Detective Work*
UNIT 21	Letter-Sound Review they, that, this	• Short u vs. Long u	• Digraph **th** • Reading and spelling with all short vowels
UNIT 22	Letter-Sound Review ate, our, who	• Short o vs. Long o	• Review digraphs **sh** & **th** • Reading and spelling with all short vowels
UNIT 23	Letter-Sound Review where, what, must	• Short e vs. Long e	• Digraphs **ch** & **wh** • Reading and spelling with all short vowels
UNIT 24	Letter-Sound Review we, he, she	• Review all short and long vowels	• Digraph **ck** • Reading and spelling with all short vowels
UNIT 25	Letter-Sound Review but, want, there	• Sound Buddies (2-sound blends)	• Chunk **all** and digraph review • Reading and spelling with all short vowels
UNIT 26	Letter-Sound Review saw, own, please	• Sound Buddies (2-sound blends)	• 2-sound blends (initial and final)
UNIT 27	Letter-Sound Review make, good, new	• Introduce *Syllable Stomp* • Introduce blending syllables	• Introduce terms "syllable" and "Closed Syllable" • Reading two-syllable words with Closed Syllables
UNIT 28	Letter-Sound Review out, one, two	• Review *Syllable Stomp* • Review blending syllables	• More reading two-syllable words with Closed Syllables

KEY

- Alphabetic Principle: Letter Identification
- Sight Word Automaticity
- Phonemic Awareness
- Alphabetic Principle: Encoding and Decoding

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Blast Classroom Setup

Just getting started? This comprehensive, cost-saving package includes everything a teacher would need to teach 20 students.

Grades 1–2+

Add 10 more Blast Student Kits for $550

- 1st grade aligned
- Prevention (Grade 1)
- Intervention (Grades 2+)
- Fast-paced
- 5 (15–20 minute) lessons in each unit

The Blast Classroom set-up includes all materials needed to teach 20 student with fidelity!

Save $400+ when purchasing these items together in this package.

Blast Foundations Classroom Setup
VP_BLASTPR, VP_BLASTEL, or VP_BLASTMIX
$1,249

Need additional Workbook Sets and annual Playground Seats? Purchase them together and save.

Blast Workbook and Playground Seat Bundle
PG_BLASTPRSW, PG_BLASTELSW
$25

TEACHER GUIDES
25 units in 2 books

STUDENT KITS
Blast Kit
Add ten more for just $550

GUIDED PRACTICE WORKBOOKS
2 Workbooks:
Choose level: Primary (1st Grade) Elementary (Grades 2+)

TEACHER'S ONLINE TOOL
Blast Online
1-year subscription

INDEPENDENT STUDENT PRACTICE PORTAL
Reading Playground
20 student seats

TEACHER TRAINING
Virtual Implementation Training Course
1 teacher seat/year

Blast

FOR 1ST GRADE

Blast off to reading success!

- Exciting and engaging scientifically aligned foundational skill instruction for 1st grade students
- Add explicit, systematic, and multisensory instruction to your core reading program
- Build essential foundational literacy skills needed for academic success
- Improve accuracy, automaticity, and fluency
- Features an engaging, vibrant, online teacher presentation tool that makes teaching fun and easy
- Students develop:
  - Robust phonemic awareness skills
  - Automatic letter-sound correspondences
  - Developmentally appropriate phonics knowledge, including four syllable types
  - Strategies for reading and spelling unfamiliar words
  - Fluency with 100+ high-frequency words

Quick Facts:

First Instruction or Early Intervention

- Only 15–20 minutes a day
- **Prevention:** 1st grade whole-class, supplemental first instruction
- **Intervention:** RTI Tier II and III, early intervention for Grades 1–3, and intensive small-group intervention for emerging readers in Grades 2–5
- 25 weeks of playful, targeted instruction in phonemic awareness, letter knowledge, phonics, and high-frequency words
- Easy, ready-to-teach scripted lessons, complemented by a ready-made, colorful, animated teacher presentation tool
- Now with videos for Spanish students

"I never knew teaching phonics could be so easy and fun!"

Bring the science of reading to life in your classroom!

Visit **ExploreBlast.online** to learn more

A 15–20 minute/day supplement for 1st grade

Just getting started? See our comprehensive, cost-effective Classroom Setups on page 17.

Blast Teacher Guide Set *BLASTTLP* — $249

- Scripted, ready-to-teach lesson plans
- Thorough explanation of concepts, routines, and procedures
- Options for adjusting and differentiating instruction
- Embedded, incremental professional development—no phonological awareness or phonics background needed!
- Use with both Primary and Elementary student workbook levels
- Includes: 2 lesson plan books, set of vowel posters, set of 2 student workbooks

Student Workbook Set *BLASTIPRSW/BLASTIELSW* — $21

- Solidifies student learning with frequent and distributed guided practice
- Empowers the transfer of skills from lessons to independent reading and spelling
- Includes exercises that develop mastery and automaticity with key concepts
- Essential to positive student outcomes
- Two levels to choose from:
  - PRSW (Primary Student Workbook: 1st Grade)
  - ELSW (Elementary Student Workbook: Grades 2+)

Blast Online *BLASTOL* — $95/year, $59/6 months

- Vibrant, engaging teacher presentation tool, required for instruction
- Delivers clear, concise, and effective instruction with virtual manipulatives and animations
- Eliminates teacher prep work!
- Works with interactive whiteboards, projectors, tablets, laptops, and computers
- **BONUS:** Supplemental Resources, a treasure trove of additional activities, supplements, and teacher professional development

Blast Foundations Student Kit *BLASTKIT-C* — $60

- Playful, powerful, multisensory practice that makes learning sticky
- Engaging and fun physical manipulatives: magnetic color tiles, letter tiles, and SyllaBoards™
- Students see, hear, and touch to learn concepts faster and retain them better

Reading Playground *DPG_BLAST* — $19/year, $14/6 months

- A play-based Reading Playground for practicing skills learned in Blast Instruction.
- Research-aligned activities designed to accelerate the acquisition of skills and knowledge necessary to transform emerging readers into fluent readers.
- An adaptive platform that honors the diversity of students' abilities to master their phonics skills at different rates and with different amounts of practice.
- An easy-to-read teacher dashboard, designed to monitor individual student performance.

Blast Virtual Implementation Courses *VITC_BLAST* — $79/seat/year

- Virtual, interactive, self-paced, initial implementation training designed to help educators maximize their success with Blast.
- Features five courses; two to complete before teaching and three to complete incrementally throughout the year to refine and improve your teaching.
- Earn completion certificates!

BLAST FOUNDATIONS

PLANNER | **UNIT 2**

	Day 1	Day 2	Day 3	Day 4	Day 5
Direct Instruction **20–30 minutes daily (15–20 + 5–10 min)**	**Teacher-led Lesson**				
	Grapheme-Phoneme & Heart Word Fluency TG1 pp. 41-48	Phonemic Awareness TG1 pp. 49-56 *Guest Teacher videos*	Phonics Concept TG1 pp. 57-66	Student Practice TG1 pp. 67-70	Wrap Up & Show What You Know TG1 pp. 71-76
	Concepts of Print Lessons				
	COP Lesson 4 - Letters in Your Name			COP Lesson 5 - Top vs. Bottom	COP Lesson 6 - Letters vs. Shapes
	Handwriting				
	Teach formation: **m**, **t**, **s**, **a**	Review: **m**, **t**, **s**, **a**	Capital **M**, **T**, **S**, **A** (names, proper nouns)	Handwriting application & practice	
	Resources for ELs				
	• */m/, /t/, /s/ consonant articulation videos* • *Look, Think, Say; Pop Up; 3-Up Routine Videos*	*Short Vowel Articulation videos*	Use the visual supports found in the EL/ Español Resources menu to facilitate comprehension in L3.		Reading Playground Unit 2 Visual Supports
Practice to Mastery **5–10 minutes daily**	Practice letter-sounds with Look, Think, Say!, Pop-Up!, and 3-Up! as needed	Heart Word practice with Heart Word Magic templates	Unit 2 Spelling Words introduction	Scaffolded Unit 2 Decodable Passage "Sam and Tim" reading	Unit 2 Spelling Words practice
Small Group Instruction* **20–30 minutes daily**		• Use additional examples from the Teacher Guide with your small group • *Additional viewing of articulation videos as needed.*	• Unit 2 Decodable Passage "Sam and Tim" cold read **5–10 minutes** • Unit 2 Spelling Words using the Spell It! Template **5–10 minutes**	• Unit 2 Decodable Passage "Sam and Tim" practice read **5–10 minutes** • Unit 2 Spelling Words practice **5–10 minutes**	• Unit 2 Decodable Passage "Sam and Tim" warm read **5–10 minutes** • Unit 2 Spelling Words practice and (optional) test **5–10 minutes**
Independent Practice** **30–40 minutes weekly**	RP Review/practice with Unit 1 games*** **10 minutes**	RP Review/practice with Unit 1 games*** **10 minutes**			RP Begin Unit 2 games after teaching the full unit*** **10 minutes**
		VP Learn/practice new words with Unit 2 games **10 minutes**	VP Learn/practice with Unit 2 games **10 minutes**	VP Learn/practice with Unit 2 games **10 minutes**	VP Learn/practice with Unit 2 games **10 minutes**
Spanish Resources *See Blast con Español S&S for more details*	• */m/, /t/, /s/ Articulation in Español videos* • *Build a Word Routine Animation in Español* • *Look, Think, Say; Pop Up; 3-Up Routine Videos in Español*	• */ă/ and /ĭ/ Articulation in Español videos* • *What is a Phoneme? Animation in Español*	*Closed Syllables in Español Animation*		• *Spell It! Routine Animation in Español* • Reading Playground Spanish Supports *(coming Winter 2024)*

*Choose small group activities based on data and student needs. Additional games and reteaching options are indicated in the **Reading Playground Formative Assessment guide**.

** Students should spend 20-30 minutes a week (10 minutes a day, two or three days) playing RP games and another 20-30 minutes a week (10 minutes a day, two or three days) playing VP games as your schedule permits.

***Choose two or three days after the full unit has been taught for review, practice, and assessment in the Reading Playground. Students often complete RP games from the previous unit on Monday and Tuesday of the following week.

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DICTATION SENTENCES · CHALLENGE WORDS · UNLOCK CURRENT UNIT · READING PLAYGROUND · VOCABULARY PLAYGROUND · EL RESOURCES · HANDWRITING

Blast Foundations Scope and Sequence

	Lesson 1		Lesson 2	Lesson 3, 4, 5
Unit	Letter-Sound Fluency	Heart Word Fluency	Phonemic Awareness	Phonics Concept, Reading, and Spelling
1	• Introduction to *Blast Foundations* • Demonstrate the importance of reading accurately • Introduce *Blast Student Kits* and *Workbooks*		• Introduction to *Blast Foundations* • Structure of the alphabet • Letters can have names or sounds • Introduce *Word Sort*	• Introduction to *Blast Foundations* • Short and long vowel sounds and motions • Identification of short and long vowel sounds
2	• Consonant Letter Sounds **m**, **t**, & **s** • Teach *Look, Think, Say!* routine • Teach *Pop-Up* and *3-Up* games		• Define phoneme • Introduce sound boxes • Teach *Finger-stretching*	• Introduce *Build a Word* • Closed Syllables • Reading & Spelling Closed Syllable words with Short A & Short I • Introduce *Spell It!*
3	• Consonant Letter Sounds **f**, **d**, & **r**	**the**, **of**, **you**, **and**, **to**	• Short A & Long A	• Reading & Spelling Nonsense Words with Short A and Short I • Introduce *Detective Work* • Introduce *Phrases & Sentences to Read*
4	• Consonant Letter Sounds **g**, **l**, & **h** • Teach *Read a Row* game	**in** , **is** , **for**, **that**, **it**	• Short I & Long I	• Digraph **sh** • Reading & Spelling with Short A and Short I
5	• Consonant Letter Sounds **b**, **n**, & **c**	**he**, **was**, **his**, **on**, **are**	• Short U & Long U	• Reading & Spelling with Short U
6	• Consonant Letter Sounds **k**, **w**, & **v**	**as**, **with**, **this**, **they**, **if**	• Short O & Long O	• Digraph **th**
7	• Consonant Letter Sounds **j**, **p**, & **y**	**at**, **be**, **or**, **have**, **from**	• Short E & Long E	• Reading & Spelling with Short E
8	• Consonant Letter Sounds **b**, **x**, & **z**	**one**, **had**, **by**, **but**, **not**	• Review Short & Long A, Short & Long I	• Digraphs **ch** & **wh**
9	• Consonant Letter Sounds **qu**, **y**, & **x**	**what**, **all**, **were**, **we**, **when**	• Review Short & Long O, Short & Long U	• Digraph **ck**
10	• Trigraphs **tch** & **dge**	**your**, **can**, **said**, **there**, **down**	• Review Short & Long E	• Trigraphs **tch** & **dge**
11	• Letter chunks **al** & **all**	**an**, **come**, **which**, **she**, **do**	• Cumulative review of Short and Long Vowels with segmenting	• Double Trouble Rule • Chunk **all**
12	• Graphemes **ff**, **ll**, & **ss**	**how**, **their**, **want**, **will**, **up**	• Cumulative review of Short and Long Vowels with blending	• Short vowel spelling rules: Double Trouble, Digraph **ck**, & Trigraphs **tch** & **dge**

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Blast Foundations Scope and Sequence

	Lesson 1		Lesson 2	Lesson 3, 4, 5
Unit	Letter-Sound Fluency	Heart Word Fluency	Phonemic Awareness	Phonics Concept, Reading, and Spelling
13	No new letter sounds	**may**, **no**, **now**, **came**, **out**	• 2-sound blends	• 2-sound blends
14	No new letter sounds	**many**, **these**, **then**, **so**, **some**	• Teach *Whale Talk* • Teach *Syllable Stomp* • Teach segmenting syllables	• Reading two-syllable words with Closed Syllables
15	No new letter sounds	**them**, **her**, **would**, **make**, **like**	• Review *Whale Talk* • Review *Syllable Stomp* • Teach blending syllables	• Spelling two-syllable words with Closed Syllables
16	No new letter sounds	**him**, **into**, **put**, **has**, **look**	• Review *Whale Talk* • Review *Syllable Stomp* • Review blending syllables	• Open Syllables in one-syllable words
17	• Letter chunk **ing**	**take**, **go**, **see**, **could**, **where**	• R-Controlled Vowel /or/	• Reading two-syllable words with Open and Closed Syllables • Chunk **ing**
18	• Flexibility in sounds (schwa)	**any**, **about**, **old**, **here**, **saw**	• R-Controlled Vowel /ar/	• Reading two-syllable words with schwa
19	• Vowel-Consonant-e spellings	**little**, **ask**, **over**, **long**, **very**	• R-Controlled Vowel /er/	• Reading one-syllable words with Vowel-Consonant-e
20	• Review of Vowel-Consonant-e spellings	**good**, **around**, **know**, **too**, **every**	• Cumulative review of R-Controlled Vowels	• Reading two-syllable words with Vowel-Consonant-e
21	• Long E Vowel Teams **ee** & **ea** • Long A Vowel Teams **ai** & **ay** • **y** spells Long E	**pretty**, **away**, **after**, **think**, **going**	• Other Vowel /o͞o/	• Reading one- and two-syllable words with Long E and Long A Vowel Teams **ee**, **ea**, **ai**, & **ay** • **y** spells Long E
22	• Long I Vowel Spelling **igh** • Long O Vowel Team **oa**	**walk**, **before**, **again**, **who**, **been**	• Other Vowel /oi/	• Reading one- and two-syllable words with Long I Spelling **igh** & Long O Vowel Team **oa**
23	• 3 Sounds of Suffix -**ed**	**goes**, **always**, **because**, **own**, **only**	• Other Vowel /ou/	• 3 Sounds of Suffix-ed
24	• Inflectional endings -**er**, -**ed**, -**s**, -**es**, & -**ing**	**give**, **our**, **both**, **does**, **write**	• Other Vowel /o͝o/	• Reading words with inflectional endings
25	• Cumulative review & celebration		• Cumulative review of Other Vowels	• Cumulative review & celebration

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HD Word

FOR 2ND–12TH GRADE

Bring advanced words into high definition!

- Powerful and mature scientifically aligned instruction for the 2nd & 3rd grade classroom
- Adds explicit, systematic, multisensory, joyful instruction to your core reading program
- Develops skills to approach unfamiliar and academic words with confidence – no more guessing or skipping words!
- Improves comprehension and oral reading fluency using authentic, expository, knowledge-building text
- Fast-paced, fun, and intelligent instruction and practice
- Students develop:
  - Robust basic and advanced phonemic awareness skills
  - Skills for reading simple and complex unfamiliar words
  - Practical strategies for reading multisyllabic words without memorizing rules
  - Advanced phonics knowledge of vowel patterns and syllable types
  - Fluency with controlled and non-controlled text

Students need more support and practice activities? Check out HD Word Plus on page 14!

Want a structured way to track student progress in HD Word lessons? Check out the HD Word Skills Assessments on page 14!

Quick Facts:

First Instruction or Fast-paced Intervention

- Only 15–20 minutes a day
- **Prevention:** 2nd & 3rd grade whole-class, supplemental first instruction
- **Intervention:** RTI Tier II, fast-paced intervention for students in Grades 2–12 who struggle with multisyllabic words and more advanced phonics skills but have mastered most basic phonics skills
- Builds on key foundational skills established in Blast Foundations
- 33 weeks of efficient, targeted instruction in phonemic awareness, phonics, syllable types, and fluency
- Easy, ready-to-teach scripted lessons, complemented by a ready-made, colorful, animated teacher presentation tool

HD Word Classroom Setup

A 20-minute/day supplement for Grades 2–12

Just getting started? See our comprehensive, cost-effective Classroom Setups on page 18.

HD Word Teacher Guide Set *HDLP* — $329

- Scripted, joyful, ready-to-teach lesson plans
- Thorough explanation of concepts, routines, and procedures
- Strategies for adjusting and differentiating instruction
- Embedded, incremental professional development – no phonics background needed!
- Use with Foundations, Essentials, and Linguistics student workbook levels
- Includes: 3 lesson plan books, set of vowel posters, set of 2 student workbooks

Student Workbook Set *HDFSW, HDESW, HDLSW* — $21

- Solidifies student learning with frequent and distributed guided practice and authentic, expository passages
- Empowers the transfer of skills from lessons to independent reading and spelling
- Includes exercises that develop mastery and automaticity with key concepts
- Essential to positive student outcomes
- Three levels to choose from:
  - Foundations (Grades 2–5), Essentials (Grades 5–8), Linguistics (Grades 8–12)

HD Word Online *HDOL* — $95/year, $59/6 months

- Vibrant, engaging teacher presentation tool, required for instruction
- Delivers clear, concise, and effective instruction with virtual manipulatives and animations
- Eliminates teacher prep work! Animations take the lead in explicit teaching
- Works with interactive whiteboards, projectors, tablets, laptops, and computers

BONUS: Supplemental Resources, a treasure trove of additional activities and teacher professional development

HD Word Kit *HDKIT* — $70

- Multisensory practice imprints learning that lasts
- Engaging and fun physical manipulatives: magnetic color tiles, letter tiles, and SyllaBoards™
- Students see, hear, and touch to learn concepts faster and retain them better

Reading Playground *DPG_HDW* — $19/year, $14/6 months

- A play-based Reading Playground for independently practicing skills learned in HD Word.
- Research-aligned activities designed to accelerate the acquisition of skills and knowledge necessary to transform unfamiliar words into familiar and instantly recognizable words.
- An adaptive platform that honors the diversity of students' abilities to master their phonics skills at different rates and with different amounts of practice.
- An easy-to-read teacher dashboard, designed to monitor individual student performance.

HD Word Virtual Implementation Courses *VITC_HDW* — $79/seat/year

- Virtual, interactive, self-paced, initial implementation training designed to help educators maximize their success with HD Word.
- Features five courses; two to complete before teaching and three to complete incrementally throughout the year to refine and improve your teaching.
- Earn completion certificates!

HD Word Skills Assessments: see page 14

HD Word Plus: see page 14

PLANNER

Unit 3

HD WORD

	Day 1	Day 2	Day 3	Day 4	Day 5
Direct Instruction **15–20 minutes daily**	**Teacher-led Lesson**				
	Oral Reading Procedure TG2 pp. 113-124	Phonemic Awareness TG2 pp. 125-136 *Guest Teacher videos*	Phonics Concept Day 1 TG2 pp. 137-148	Phonics Concept Day 2 TG2 pp. 149-160	Student Practice TG2 pp. 161-166 & Student Workbook
	Heart Word Instruction				
	Teach Unit 3 Heart Words with the Heart Word Generator and Heart Word Magic resources. *HD Word provides a high-frequency words scope and sequence or teachers can choose any high-frequency words that correlate with their standards or curriculum.*				
	Resources for ELs				
	/ch/ & /j/ Articulation videos		Use the visual supports found in the EL/Español Resources menu to facilitate comprehension in L3 and L4.		Reading Playground Unit 3 Visual Supports
Practice to Mastery **5–10 minutes daily**	Whole-Group Dictation with Unit 2's concepts (review)	Heart Word practice with Heart Word Magic templates	Unit 3 Spelling Words introduction	Scaffolded Unit 3 Decodable Passage "Lunch at the Mall" reading	Unit 13 Spelling Words practice
Small Group Instruction* **10–20 minutes daily**	• Review Unit 2 Decodable Passage **5-10 minutes** • Additional high-frequency word practice as necessary using Heart Word Magic activities **5-10 minutes**	Use additional examples from the Teacher Guide with your small group	• Unit 3 Decodable Passage "Lunch at the Mall" cold read **5-10 minutes** • Unit 3 Spelling Words using the Spell It! template **5-10 minutes**	• Unit 3 Decodable Passage "Lunch at the Mall" practice read **5-10 minutes** • Unit 13 Spelling Words practice **5-10 minutes** • Unit 13 Challenge Words practice using SyllaBoards™ **5 minutes**	• Unit 3 Decodable Passage "Lunch at the Mall" warm read **5-10 minutes** • Unit 3 Spelling Words practice and (optional) test **5-10 minutes** • Unit 3 Dictation Sentences **5 minutes**
Independent Practice** **30-40 minutes weekly**	RP Review/practice with Unit 2 games*** **10 minutes**	RP Review/practice with Unit 2 games*** **10 minutes** VP Learn and practice new words with Unit 3 games **10 minutes**	VP Learn and practice new words with Unit 3 games **10 minutes**	VP Learn and practice new words with Unit 3 games **10 minutes**	RP Begin Unit 3 games after teaching the full unit*** **10 minutes** VP Learn and practice new words with Unit 3 games **10 minutes**
Spanish Resources *See HD Word con Español S&S for more details*	*/ch/ & /j/ Articulation in Español videos*		*3-Sound Blends in Español Animation*	*Trigraphs in Español Animation*	Reading Playground Spanish Supports *(coming Winter 2024)*

*Choose small group activities based on data and student needs. Additional games and reteaching options are indicated in the **Reading Playground Formative Assessment guide**.

** Students should spend 20-30 minutes a week (10 minutes a day, two or three days) playing RP games and another 20-30 minutes a week (10 minutes a day, two or three days) playing VP games as your schedule permits.

***Choose two or three days after the full unit has been taught for review, practice, and assessment in the Reading Playground. Students often complete RP games from the previous unit on Monday and Tuesday of the following week.

DIRECT INSTRUCTION · PRACTICE TO MASTERY · SMALL GROUP INSTRUCTION · HEART WORDS · DECODABLE PASSAGES · SPELLING WORDS · SPANISH RESOURCES

DICTATION SENTENCES · CHALLENGE WORDS · UNLOCK CURRENT UNIT · READING PLAYGROUND · VOCABULARY PLAYGROUND · EL RESOURCES

HD Word Scope and Sequence

Unit	Lesson 1	Lesson 2	Lesson 3 & 4	Lesson 5
Book 1	**Oral Reading**	**Phonemic Awareness**	**Phonics Concepts Days 1 & 2**	**Student Practice**
1	• Introduction to *HD Word* • Importance of reading accurately	• Definition of a Phoneme • Short Vowel Phonemes • Segmenting Phonemes	• Reading Single-Syllable Closed Syllable Words • Reading Single-Syllable Closed Syllable Words with Digraphs	Each unit ends with student practice where students complete four practice activities designed to target the concepts taught in the unit. The Student Practice activities include: • Word Sort • Detective Work • Phrases to Read (*Foundations* only) • Sentences to Read • Optional extension activity In the Student Practice activities, students are presented with words that are decodable according to the *HD Word* Scope & Sequence, as well as words from the Dolch 220 sight word list. It is cumulative and controlled. Also included in each Lesson 5 is an optional extension activity. These activities help students further practice the concepts taught in that unit.
2	Each unit from 2–33 begins with three one-minute timed oral readings. Students chart their accuracy percentage and words correct per minute (WCPM). The goal is to reach at least 98% accuracy regularly and then to improve WCPM. The Oral Reading Fluency lesson at the beginning of each unit lets the teacher and students know if *HD Word* instruction is transferring to non-controlled reading at a selected grade level.	• Segmenting Phonemes and Identifying Short Vowel Phonemes	• Reading Single-Syllable Closed Syllable Words with 2-Sound Blends and Digraph Blends	
3		• Short Vowel Phonemes: Segmenting, Substituting, and Blending	• Reading Single-Syllable Closed Syllable Words with Trigraphs and 3-Sound Blends	
4		• Short Vowel Phonemes: Segmenting, Adding, and Substituting	• Reading 2- and 3-Syllable Words with Closed Syllables	
5		• Short and Long Vowel Phonemes: Segmenting and Substituting	• Reading Single-Syllable Open Syllable Words • Reading 2- and 3-Syllable Words with Closed and Open Syllables	
6		• Identifying Sounds of *Schwa*	• *Schwa* in 2-, 3-, and 4-Syllable Words with Closed and Open Syllables	
7		• Short and Long Vowel Phonemes: Segmenting and Blending	• Reading Single-Syllable VCE Words • Reading 2-, 3-, and 4-Syllable Words with Closed, Open, and VCE Syllables	
8		• Short and Long Vowel Phonemes: Segmenting, Substituting, and Deleting	• Reading 2-Syllable Words with VCE Spelling *Schwa* • Reading 2-, 3-, and 4-Syllable Words with Closed, Open, and VCE Syllables (with and without *Schwa*)	
9		• Short and Long Vowel Phonemes: Segmenting, Substituting, and Blending	• Most Common Vowel Team Spellings: *long a* (**ai**, **ay**), *long e* (**ee**, **ea**), *long i* (**igh**), and *long o* (**ow**, **oa**)	
10		• Short and Long Vowel Phonemes: Segmenting, Adding, and Deleting	• Less Common Vowel Team Spellings: *long e* (**ie**, **ey**) • Cumulative Review of Vowel Team Spellings (Long Vowels)	
Book 2				
11	The Oral Reading Fluency procedure continues in each Unit from 2–33.	• R-Controlled Phonemes /ar/ and /or/: Segmenting and Blending	• Reading 1 – 3-Syllable Words with /or/ spelled **or** and /ar/ spelled **ar**	The Student Practice activities include: • Word Sort • Detective Work • Phrases to Read (*Foundations* only) • Sentences to Read • Optional extension activity
12		• R-Controlled Phonemes /ar/ and /or/: Segmenting and Substituting	• Reading 1 – 3-Syllable Words with /or/ spelled **or**, **our**, **ore**, **oor**, and **oar** • Reading 1 – 3-Syllable Words with /ār/ spelled **ar**, **are**, **air**, and **ear**	
13		• R-Controlled Phoneme /er/: Segmenting and Blending	• Reading 1 – 3-Syllable Words with /er/ spelled **er**, **ir**, **ur**, and **ear**	
14		• Cumulative Review of Long, Short, and R-Controlled Vowels: Segmenting, Adding, and Deleting	• Reading 2-, 3-, and 4-Syllable Words with /er/ spelled **ar** and **or** • Cumulative Review of 2–4 Syllable Words with r-controlled vowel phonemes /ar/, /or/, and /er/	

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HD Word Scope and Sequence

Unit	Lesson 1	Lesson 2	Lesson 3 & 4	Lesson 5
	Oral Reading	Phonemic Awareness	Phonics Concepts Days 1 & 2	Student Practice
15	The Oral Reading Fluency procedure continues in each Unit from 2–33.	• Other Vowel Phoneme /Þ/, as in **ooze**: Segmenting and Blending	• Reading 1–4-Syllable Words with /o͞o/ spelled **oo**, **u**, **u-e**, and **ew**	The Student Practice activities include: • Word Sort • Detective Work • Phrases to Read (*Foundations* only) • Sentences to Read • Optional extension activity
16		• Other Vowel Phoneme /oi/, as in **oink**: Segmenting and Substituting	• Reading 1–4-Syllable Words with /oi/ spelled **oi** and **oy**	
17		• Other Vowel Phoneme /ou/, as in **ouch**: Segmenting and Adding	• Reading 1–4-Syllable Words with /ou/ spelled **ou** and **ow**	
18		• Other Vowel Phoneme /þ/, as in **book**: Segmenting and Deleting	• Reading 1–4-Syllable Words with /o͝o/ spelled **oo** and **u**	
19		• Other Vowel Phoneme /aw/, as in **awesome**: Segmenting and Substituting	• Reading 1–4-Syllable Words with /aw/ spelled **au** and **aw**	
20		• Cumulative Review of Long, Short, R-Controlled, and Other Vowels: Segmenting and Substituting	• Cumulative Review of 1–4-Syllable Words with Other Vowel Phonemes: /o͞o/, /oi/, /ou/, /o͝o/ and /aw/	
Book 3				
21	The Oral Reading Fluency procedure continues in each Unit from 2–33.	Beginning in Unit 21, Lesson 2 provides students with additional Oral Reading Fluency practice and incorporates comprehension questions for each passage.	• Reading 1–4-Syllable Words with Chunks: **-ang**, **-ing**, **-ong**, **-ung**, **-ank**, **-ink**, **-onk**, **-unk**	The Student Practice activities include: • Word Sort • Detective Work • Phrases to Read (*Foundations* only) • Sentences to Read • Optional extension activity
22			• Reading 2–4-Syllable Words with Consonant **-le**	
23			• Reading 2–4-Syllable Words with Latin Chunks :**-tion**, **-sion**, **-ture** (*Foundations, Essentials*, & *Linguistics*) • Additional Latin Chunks: **-cial**, **-tial** (*Essentials* & *Linguistics*); **-cious**, **-tious** (*Linguistics*)	
24			• Reading 1–4-Syllable Words with Hard and Soft **c** and **g**	
25			• Reading 2–4-Syllable Words with Consonant Suffixes: **-s**, **-less**, **-ness**, **-ment**, **-ful**, **-ly**	
26			• Reading 2–4-Syllable Words with Vowel Suffixes: **-es**, **-ing**, **-er**, **-est**, **-ous**, **-y**, **-able**, **-ible**	
27			• 1-1-1 Doubling Rule in 2-, 3- and 4-Syllable Words • 3 Sounds of Suffix **-ed** in 1-, 2-, 3- and 4-Syllable Words	
28			• Reading 2–4-Syllable Words with Prefixes: **dis-**, **con-**, **un-**, **im-**, **in-**	
29			• Reading 2–4-Syllable Words with Prefixes: **re-**, **pre-**, **pro-**	
30			• Cumulative Review of Reading 2–4-Syllable Words with Suffixes and Prefixes	
31			• Reading 1–4-Syllable Words with Closed Syllable Exceptions: **ost**, **old**, **ild**, **ind**, **olt**	
32			• Reading 2–4-Syllable Words with Split Vowels	
33	**CELEBRATION!**			

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COUNTDOWN VS. BLAST VS. HD WORD

Scope & Sequence Comparison

PHONICS CONCEPT	Countdown Unit(s)	Blast Unit(s)	HD Word Units(s)
Single-syllable, Closed Syllable words with:			
Closed Syllables	6–19	1–3	1
Digraphs	20–24	4–9	1
Trigraphs	Not taught	10	3
2-Sound Blends	26	13	2
Digraph Blends	Not taught	Not taught	2
3-Sound Blends	Not taught	Not taught	3
Multisyllabic words with:			
Closed Syllables	27–28	14–17	4
Open Syllables	Optional extension	16–17	5
Schwa	Not taught	18	6
Vowel-Consonant-e	Optional extension	20	7
Vowel-Consonant-e spelling schwa	Not taught	Not taught	8
Vowel Teams (Long Vowels)	Not taught	21–22, Extension Unit	9–10
R-Controlled Vowel Syllables and Spellings	Not taught	Extension Unit	11–14
"Other" (Variant) Vowel Syllables and Spellings	Not taught	Extension Unit	15–20
Consonant-le	Not taught	Extension Unit	22
Prefixes	Not taught	Not taught	28–30
Suffixes	Not taught	23–24	23, 25–27, 30
Split Vowels	Not taught	Not taught	32

Phonics Boost

FOR 3RD–12TH GRADE INTENSIVE INTERVENTION

Boost the decoding and fluency of your severely struggling students!

- Intensive and effective scientifically aligned instruction for older students with gaps in their basic decoding skills
- Delivers explicit, systematic, multisensory lessons to struggling adolescent students, including students with dyslexia
- Fun, mature, slower-paced instruction and practice to imprint and anchor learning
- Plenty of practice opportunities to solidify key decoding and fluency skills
- Develops skills to approach unfamiliar and academic words with confidence – no more guessing or skipping words!
- Improves comprehension and oral reading fluency using authentic, expository, knowledge-building text
- Students develop:
  - Robust phonemic awareness skills
  - Skills for reading simple and complex unfamiliar words
  - Practical strategies for reading multisyllabic words without memorizing rules
  - Basic and advanced phonics knowledge
  - Fluency with controlled and non-controlled text

Quick Facts:

For RTI, Title I, ELL, and Exceptional Students

- 40–60 minutes a day
- **Intervention:** RTI Tier III and special education (including dyslexia) intensive intervention for small groups in Grades 3–12 who have some basic phonics skills and knowledge but need slow-paced instruction to solidify key foundational skills
- Builds on knowledge of basic consonant sounds and high-frequency words
- 80 one-hour lessons with mature, targeted instruction in phonemic awareness, phonics, syllable types, and fluency
- Easy, ready-to-teach scripted lessons, complemented by a ready-made, colorful, animated teacher presentation tool

Want a structured way to track student progress in Boost lessons? Check out the Phonics Boost Skills Assessments on page 15!

Want even more group, partner, and individual practice activities? Check out Boost Plus on page 15!

Implement the science of reading for struggling students

Watch students' confidence grow as they find reading success!

Visit **ExploreBoost.online** to learn more

An intensive intervention for adolescent struggling readers in Grades 3–12

Boost Teacher Guide Set *BOOLP* — $449

- Scripted, ready-to-teach lesson plans
- Thorough explanation of concepts, routines, and procedures
- Strategies for adjusting and differentiating instruction
- Embedded, incremental professional development – no phonics background needed!
- Includes: 4 lesson plan books, set of vowel posters, set of 2 student passage books

Student Workbook Set *BOOSW* — $51

- Solidifies student learning with frequent and distributed guided practice and authentic, expository passages
- Empowers the transfer of skills from lessons to independent reading and spelling
- Includes exercises that develop mastery and automaticity with key concepts
- Essential to positive student outcomes
- Includes: 4 student workbooks, 2 oral reading passage books

Boost Online *BOOSTOL* — **$99**/*year*, **$59**/*6 months*

- Vibrant, engaging teacher presentation tool, required for instruction
- Delivers clear, concise, and effective instruction with virtual manipulatives and animations
- Eliminates teacher prep work!
- Works with interactive whiteboards, projectors, tablets, laptops, and computers

BONUS: Supplemental Resources, a treasure trove of additional activities, supplements, and teacher professional development

Student Phonics Kit *PSK-T* — **$75**, *Ten or more* **$70**

- Multisensory practice imprints learning that lasts
- Engaging and fun physical manipulatives: magnetic color tiles, letter tiles, and SyllaBoards™
- Students see, hear, and touch to learn concepts faster and retain them better

Phonics Boost Skills Assessments: see page 15

Boost Plus: see page 15

Just Getting Started?

TRY OUR CLASSROOM SETUP!

Packaged together as a Classroom Setup for easy purchase, the Initial Classroom Setup includes enough materials for one teacher to teach 12 students, sharing kits.

Phonics Boost Classroom Setup *BOOST* **$1,399**

Everything one teacher needs to teach 12 students

SCOPE AND SEQUENCE

All students start with Lesson 1.

Phonics Boost Lessons—Book 1

Lesson	Phonological and Phonemic Awareness	Phonics Concept
1	None	Introduce Phonics Boost Lessons Teach Oral Reading Marking
2	None	Teach Oral Reading Scoring Practice Oral Reading Procedure
3	Definition of a Phoneme Introduce *Finger-Stretching* Phonemes	*Short a* and *Short i* Letter Sounds Consonant Letter Sounds Introduce *Build a Word*
4	*Short a* and *Long a* Phonemes	Closed Syllables Introduce *Word Sort*
5	Review *Short a* and *Long a* Phonemes with Segmenting	Introduce Nonsense Words Introduce *Detective Work*
6	Review *Short a* and *Long a* Phonemes with Blending	*Short o* Letter Sound Introduce *Words to Read* and *Sentences to Read*
7	*Short i* and *Long i* Phonemes	*Digraph **sh***
8	Review *Short i* and *Long i* Phonemes with Segmenting	*Short u* Letter Sound
9	Review *Short i* and *Long i* Phonemes with Blending	*Digraph **th***
10	*Short o* and *Long o* Phonemes	*Short e* Letter Sound
11	Review *Short o* and *Long o* Phonemes with Segmenting	*Digraph **ch***
12	Review *Short o* and *Long o* Phonemes with Blending	*Digraphs **wh*** and ***ph***
13	*Short e* and *Long e* Phonemes	Spelling with Doubled Letters **ff**, **ll**, **ss**
14	Review *Short e* and *Long e* Phonemes with Segmenting	Spelling with *Digraph **ck***
15	Review *Short e* and *Long e* Phonemes with Blending	*Trigraphs **tch*** and ***dge***
16	*Short u* and *Long u* (/yo͞o/) Phonemes	Final 2-Sound Blends
17	Review *Short u* and *Long u* (/yo͞o/) Phonemes with Segmenting	Initial 2-Sound Blends
18	Review *Short u* and *Long u* (/yo͞o/) Phonemes with Blending	3-Sound Blends
19	**Phonological Awareness**: Identifying Syllables Using Whale Talk, Syllable Stomp, and SyllaBoards™	Digraph Blends and **squ**
20	**Phonological Awareness**: Blending Syllables	Suffix **–s**

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All students start with Lesson 1.

Phonics Boost Lessons—Book 2

Lesson	Phonemic Awareness	Phonics Concept
21	**Phonological Awareness**: Review Blending Syllables	Suffix **–es**
22	Other Vowel Phoneme /o͝o/	**ang**, **ing**, **ong**, **ung**, **ank**, **ink**, **onk**, **unk**
23	Review Other Vowel Phoneme /o͝o/ with Segmenting	Reading Two-Syllable Words
24	Review Other Vowel Phoneme /o͝o/ with Blending	Spelling Two-Syllable Words
25	Other Vowel Phoneme /oi/	Schwa (/ə/)
26	Review Other Vowel Phoneme /oi/ with Segmenting	Reading Challenging Words with Three or More Syllables
27	Review Other Vowel Phoneme /oi/ with Blending	Reading More Challenging Words with Three or More Syllables
28	Other Vowel Phoneme /ou/	Reading Most Challenging Words with Three or More Syllables
29	Review Other Vowel Phoneme /ou/ with Segmenting	Spelling Words with Three or More Syllables
30	Review Other Vowel Phoneme /ou/ with Blending	Suffix **–ed** Adds Syllable /ed/
31	Other Vowel Phoneme /o͝o/	Suffix **–ed** Adds Sound /d/ or /t/
32	Review Other Vowel Phoneme /o͝o/ with Segmenting	One-Syllable Words with Suffix **–ed**
33	Review Other Vowel Phoneme /o͝o/ with Blending	Multi-Syllable Words with Suffix **–ed**
34	R-controlled Vowel Phoneme /or/	Pay Attention to Consonant Suffixes
35	Review R-controlled Vowel Phoneme /or/ with Segmenting	Pay Attention to Vowel Suffixes
36	R-controlled Vowel Phoneme /ar/	Adding Consonant Suffixes to Closed-Syllable Words
37	Review R-controlled Vowel Phoneme /ar/ with Segmenting	1-1-1 Doubling Rule
38	R-controlled Vowel Phoneme /er/	The Letters **ar** Spell /ar/ and the Letters **or** Spell /or/
39	Review R-controlled Vowel Phoneme /er/ with Segmenting	Four Spellings for /er/: **er**, **ir**, **ur**, and **ear** in One-Syllable Words
40	Review R-controlled Vowel Phonemes with Blending	Four Spellings for /er/: **er**, **ir**, **ur**, and **ear** in Multi-Syllable Words

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All students start with Lesson 1.

Phonics Boost Lessons—Book 3

Lesson	Phonics Concept	Comprehension questions added to Oral Reading replace Phonemic Awareness
41	Two Additional Spellings of /er/: **or** and **ar**	
42	Consonant-le	
43	Other Spellings of /əl/	
44	**y** as a Vowel	
45	Open Syllables in Two-Syllable Words	
46	Open Syllables in Words with Three or More Syllables	
47	Consonant-le with Open Syllables	
48	*Hard* and *Soft c*	
49	*Hard* and *Soft g*	
50	*Soft g* Exceptions	
51	Vowel-Consonant-E in One-Syllable Words	
52	Vowel-Consonant-E in Two-Syllable Words	
53	Vowel-Consonant-E in Words with Three or More Syllables	
54	Vowel-Consonant-E Spelling Schwa	
55	Reading Words with **e** Dropped to Add a Vowel Suffix	
56	Spelling Words with **e** Dropped to Add a Vowel Suffix	
57	Odd Syllables: **tion**, **sion**, **ture**, and **cious**	
58	Six Spellings of *Long o*: **o**, **oa**, **ow**, **oe**, **o-e**, and **ough**	
59	Six Spellings of *Long o* in Words with Three or More Syllables	
60	Six Spellings of *Long a*: **a**, **ai**, **ay**, **a-e**, **eigh**, and **ea**	

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All students start with Lesson 1.

Phonics Boost Lessons—Book 4

Lesson	Phonics Concept	Comprehension questions added to Oral Reading replace Phonemic Awareness
61	Six Spellings of *Long a* in Words with Three or More Syllables	
62	Five Spellings of *Long i*: **i**, **ie**, **y**, **i-e**, and **igh**	
63	Five Spellings of *Long i* in Words with Three or More Syllables	
64	Three Spellings of *Long e*: **e**, **ee**, and **ea**	
65	Four Additional Spellings of *Long e*: **ie**, **y**, **ey**, and **e-e**	
66	The Letter **i** Spells *Long e* in an Open Syllable	
67	Eight Spellings of *Long e*: **e**, **ee**, **ea**, **ie**, **y**, **ey**, **e-e**, and **i**	
68	Four Spellings of *Long u*: **u**, **u-e**, **ue**, and **ew**	
69	Six Spellings of /o͞o/ as in *Food*: **oo**, **ou**, **ew**, **u**, **ue**, and **u-e**	
70	Two Spellings of /oi/: **oi** and **oy**	
71	Two Spellings of /o͝o/ as in *Book*: **oo** and **u**	
72	Two Spellings of /ou/: **ou** and **ow**	
73	Two Spellings of /aw/: **aw** and **au**	
74	The Letters **ow** Spell Two Sounds: /ō/ as in *Snow* and /ou/ as in *Cow*	
75	The Letters **oo** Spell Two Sounds: /o͞o/ as in *Food* and /o͝o/ as in *Book*	
76	The Letters **ea** Spell Three Sounds: /ē/ as in *Eat*, /ĕ/ as in *Bread*, /ā/ as in *Steak*	
77	Two Vowels Together Can Spell Two Sounds	
78	More Words with Two Vowels Spelling Two Sounds	
79	Prefixes	
80	Prefix or Not?	

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies
Vendor: Hertzberg-New Method, Inc. DBA Perma-Bound Books

General Comments: Thank you for this opportunity!

General Attachments: 3 Questionnaire - Perma-Bound Books.pdf
COI - Perma-Bound Books.pdf
Forms - Signatures - Perma-Bound Books.pdf
Pricing Schedule - Perma-Bound Books.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Hertzberg-New Method, Inc. d/b/a Perma-Bound Books

Company Address: 617 E. Vandalia Rd.

City, State, Zip code: Jacksonville, IL 62650

Website: www.perma-bound.com

Phone: 800-637-6581

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	James Orr	jorr@perma-bound.com	800-637-6581
Contract Manager	Rebekah Straka	bids@perma-bound.com	800-637-6581, ext. 110
Sales Manager	Don Hayes	donhayes@perma-bound.com	800-637-6581
Marketing Manager	Dan Willis	danwillis@perma-bound.com	800-637-6581, ext. 155
Customer Service Manager	Ann Koster	kostera@perma-bound.com	800-637-6581, ext. 200
Account Manager(s)	Fran Fanning	franf@perma-bound.com	800-637-6581, ext. 215

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
X	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Perma-Bound is a member of BuyBoard in all 50 states. Our current contract is 702-23, expiring 5/31/2026.

Throughout the year, we mail out catalogs and samples (as requested) to our customers. We typically send out letters of introduction to all participating members of a cooperative at the onset of any new contract.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** X_____ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** X_____ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Perma-Bound Books, a division of Hertzberg-New Method, Inc., has been a leader in the book rebinding industry for over 70 years. Hertzberg-New Method Bindery opened its current location in South Jacksonville, Illinois on June 17th, 1954. In the mid-1960s, Hertzberg-New Method began a new division of reinforced paperback books that would become known as Perma-Bound Books, and thus started the line of products that schools and libraries nationwide view as "The strongest books you can buy".

Perma-Bound Books has library contracts and library relationships with every state in the U.S. We currently provide a complete range of books and media distribution services, cataloging and processing services, library collection development and analysis services to over 15,000 school districts in the U.S.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

We stock over 70,000 titles and can provide virtually any title that is in print, upon request of our customers. We continually add new titles to our inventory, providing titles our customers request to keep their libraries up-to-date. We offer free Collection Analysis & Planning services, evaluating any customer's current collection with charts and graphs and identifying future needs for any collection. Series Tracking, another service we provide, notifies our customers of new titles released in any series they are following.

Many of our customers have been buying their books from Perma-Bound for over 30 years.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Perma-Bound Books provides instructional materials and books to over 15,000 school districts and libraries in the U.S. every year. We also provide books to government agencies in the domestic U.S. as well as internationally through our GSA contract.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

The majority of our customer base is K12 institutions and educators (approximately 85%).

5. Describe your experience and sales approach your company will take with participating public agencies.

Perma-Bound Books continues to market our patented binding and differentiate our brand to the market through our local sales representatives, our website (www.perma-bound.com), and our catalogs (which are mailed out to customers periodically throughout the year). We excel in partnering with our public sector partners, particularly the K-12 market, to achieve their goals by meeting the requirements of local, state, and federal grants and funding sources.

6. Provide any additional information relevant to this section.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Breckenridge Elementary
Service/Product Purchased	Books and Instructional Materials
Year of Purchase	2020 - Current
Reference Contact	Maxine Lammers
Phone	218-643-6681
Email	lammersm@isd846.org

Reference #2 – Company Name	Cass Lake-Bena Elementary
Service/Product Purchased	Books and Instructional Materials
Year of Purchase	2021-Current
Reference Contact	Theresa Higman
Phone	218-335-2201
Email	higmant@isd115.net

Reference #3 – Company Name	Rocori Independent School District
Service/Purchase Purchased	Books and Instructional Materials
Year of Purchase	2017 - Current
Reference Contact	Amy Notch
Phone	320-685-4901
Email	notcha@rocori.k12.mn.us

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Perma-Bound's singular facility (located in Jacksonville, Illinois) consists of 184,000 square feet of warehouse and office space, and 40,000 square feet of manufacturing space. We provide durable books in our premium, guaranteed binding that lasts 7-10 times longer than ordinary paperbacks, as well as books in their original bindings from our database of over 2,500 publishers. We provide a wide range of digital products, including eBooks, educational software, electronic media, and teaching materials. We offer comprehensive cataloging, processing, and collection development analysis. We have over 70,000 titles in our inventory with over 3 million volumes in order to provide rapid delivery to our customers. At Perma-Bound, we're constantly adapting to changing requirements in the library and K-12 markets. The one thing that has remained constant: our commitment to providing our customers with quality, value, selections, and service.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Perma-Bound bindings have the best reputation in the industry for long life, durability, and warranty. All Perma-Bound books are manufactured under strict controls, in our own state-of-the-art production facility and then stored in our climate-controlled warehouse. Our sales, service and follow-up is impeccable and second to none. Our cataloging and processing is done in-house by our own highly trained personnel. Our personnel is cross-trained in various departments to ensure that no matter what the demand is, we have the necessary amount of personnel to ensure the orders are filled and shipped on the tightest of schedules. We employ a dedicated team of experienced database and website programmers with an in-house technical support group for customers.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Orders may be placed online (www.perma-bound.com), by phone (800-637-6581), by fax (800-551-1169), or by email (books@perma-bound.com). Customers receive confirmation of orders promptly and may request tracking updates at any time by calling our customer service representatives (800-637-6581). We strive to ship all products within 30 days, but our in-stock products ship within 5-10 business days on average.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Our current fill rate is 95%. Every order is handled with urgency and care by our in-house personnel. No matter the timeline, we strive to ship every order on-time and have an excellent track record with our customers.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

We have a full staff of highly-trained customer service representatives, available every weekday from 6:30 AM to 5:00 PM CDT at our service center in Jacksonville, Illinois. Our customer service department is available by phone (800-637-6581) or by email (books@perma-bound.com). At Perma-Bound, we handle every customer concern on a case-by-case basis to ensure our customers receive the quality care they deserve.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Our local Perma-Bound representatives and regional managers receive all of the details of our cooperative contracts and promote it. Local sales representatives inform the school districts intheir of the cooperative membership. Contract information is readily available to all sales representatives and in-house customer service representatives, so that new and existing customers can be made aware of this contract.

7. Describe your company's contract implementation or customer transition plan.

The contract implementation is straight-forward for us, and we strive to make it easy for our customers. Any eligible customer must simply reference this RFP number (25.2) in order to place an order through this contract.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

We currently have several "punch-out" systems in place. If awarded this contract, and a customer chooses to use a "punch-out" or cXML system, Perma-Bound will adhere to desired specifications.

9. Provide any additional information relevant to this section.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.

_____ Pricing is better than what is offered to cooperative educational agencies.

X Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.

2. Describe how participating agencies will verify they are receiving contract pricing.

Any participating agency must simply quote the contract number (RFP 25.2) when placing a purchase order; this will ensure that they always receive contract pricing.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

There is no minimum order requirement.

4. Describe your warranty and warranty process for all products and services.

Perma-Bound Books offers an unconditional guarantee on all books in our patented, Perma-Bound binding. Any book remaining in a publisher's original binding is guaranteed from manufacturers defects for one year. Original publisher paperbacks are not guaranteed, but will be replaced if they are defective or damaged during shipping.

5. Describe the return process and restocking fees associated with a return.

Every return is handled by our in-house customer service department on a case-by-case basis. Any items received damaged or in error may be returned or exchanged at no charge to the customer. There are no restocking fees.

6. Describe any promotional opportunities on top of contract pricing that might be available.

We do offer quantity discounts on many of our items; the discounts are listed online. Please refer to attached flyer at the end of this document.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Invoices are payable by check, credit card, or ACH transaction. There are no fees. Our payment terms are net 30 days.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Typically, we revise our pricing 1-2 times a year. This increase covers market fluctuations.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Pricing listed online and in our catalogs are pre-discounted up to 40% off of publisher list pricing always. Our built-in discount percentage remains the same, even when prices increase.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

We include contract numbers in our system at the time of order to ensure proper handling of all CPC purchase orders. Additionally, we periodically review our CPC orders to ensure they are in compliance with the current contract.

11. Provide any additional information relevant to this section.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

FREE Collection Analysis & Planning (CAP) service, which evaluates a customer's current collection with charts and graphs and identifies future needs for a collection.

FREE Series Tracker designed to announce new titles released in a series. When activated, a customer is notified via email of a new title in a series they have selected for this service. Additionally, the Series Tracker identifies any book(s) missing in a series with our Gap Analysis tool.

FREE title matching, used in conjuction with our Collection Analysis tools to minimize chances of duplicate ordering.

FREE teacher's guides -- One free guide per 20 of select titles.

FREE Correlations to Common Core and state standards.

FREE Bibliographic lists.

FREE MARC records with every order.

FREE basic unattached processing (barcode and spine label).

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Perma-Bound Books requests that RFP #25.2 be placed on all purchase orders.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

PERMA-BOUND®
THE STRONGEST BOOKS YOU CAN BUY

August 8, 2024

Re: Sole Source Letter

To Whom It May Concern:
Perma-Bound Books has a collection of over 70,000 titles. We are the sole source for Perma-Bound Books. We purchase publisher's editions and pre-bind them in our state-of-the-art production facility to meet the highest quality control standards and strict library binding specifications. Our Perma-Bound bindings are unconditionally guaranteed. The specifications are enclosed and they state in detail our operation.

Perma-Bound Books cannot be purchased from any source other than Perma-Bound, a Division of Hertzberg New-Method, Inc. Jacksonville, IL 62650.

Sincerely,

Tracy L Savage

Quantity Discounts

PERMA-BOUND®
THE STRONGEST BOOKS YOU CAN BUY

Buy More & Save!

Perma-Bound Binding Orders

Quantity	Discount off MSRP*
1-24	School Discount Price
25-99	2% off School Discount Price
100-249	3% off School Discount Price
250-499	4% off School Discount Price
>500	6% off School Discount Price

**Exceptions or limitations may apply*

Paperback Orders

Quantity	Discount off MSRP*
1-5	Up to 15% off the School Discount Price
6-24	Between 15-25% off the School Discount Price
>25	Between 20-36% off the School Discount Price

**Exceptions or limitations may apply*

Important: *If you plan to purchase large quantities of the same title, please contact us before you order. Additional discounts may apply.*

Buy more and save! Contact your Perma-Bound sales representative for information on quantity discounts.

Perma-Bound: The strongest books you can buy.

Perma-Bound
617 East Vandalia Road, Jacksonville, IL 62650
Phone 1-800-637-6581
Fax 1-800-551-1169
E-mail books@perma-bound.com
Web www.perma-bound.com

Perma-Bound Canada *is a division of Perma-Bound Books.*
P.O. Box 868, Station Main, Peterborough, Ontario K9J 7A2
Phone 1-800-461-1999
Fax 1-888-250-3811
E-mail perma-bound.ca@sympatico.ca
Web www.perma-bound.com

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Free Shipping On All Perma-Bound Products

When purchasing books from Perma-Bound, the price you see on our website is the price you pay -- **period.** There are no hidden charges. The amounts you see already reflect the library and school discounted prices.

There are no shipping and handling charges on any Perma-Bound products shipped within the US (excluding offshore territories) and Canada. Most orders ship via freight carrier or UPS Ground. Special delivery requests will be invoiced at actual shipping costs.

Orders less that $50.00 will be assessed a $5.00 handling fee.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Hertzberg-New Method, Inc. d/b/a Perma-Bound Books	**Date**	08/08/2024
Address	617 E. Vandalia Rd.	**City, State, Zip**	Jacksonville, IL 62650
Contact Person	Rebekah Straka	**Title**	Bid Coordinator
Authorized Signature	Rebekah Straka	**Title**	Bid Coordinator
Email	bids@perma-bound.com	**Phone**	800-637-6581

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Hertzberg-New Method, Inc. d/b/a Perma-Bound Books

Authorized Signature Rebekah Straka

Full Name Rebekah Straka

Title Bid Coordinator

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Hertzberg-New Method, Inc. d/b/a Perma-Bound Books

If a subcontractor will not be used, check this box: We do not subcontract.

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

HERTMET-01 HONEIL

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 8/9/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Haley O'Neil	
First Mid Insurance Group 1090 South Route 51 Forsyth, IL 62535	PHONE (A/C, No, Ext): (217) 859-7042	FAX (A/C, No): (217) 877-0795
	E-MAIL ADDRESS: honeil@firstmid.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A : Acuity	14184
INSURED	INSURER B : Midwest Insurance Company	10895
Hertzberg-New Method, Inc. dba Perma-Bound Books 617 East Vandalia Jacksonville, IL 62650	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE X OCCUR	X		ZM5089	3/31/2024	3/31/2025	DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 250,000
							MED EXP (Any one person)	$ 10,000
							PERSONAL & ADV INJURY	$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 3,000,000
	POLICY X PRO-JECT X LOC						PRODUCTS - COMP/OP AGG	$ 3,000,000
	OTHER:							$
A	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS ONLY / X NON-OWNED AUTOS ONLY			ZM5089	3/31/2024	3/31/2025	PROPERTY DAMAGE (Per accident)	$
								$
A	X UMBRELLA LIAB X OCCUR						EACH OCCURRENCE	$ 10,000,000
	EXCESS LIAB CLAIMS-MADE			ZM5089	3/31/2024	3/31/2025	AGGREGATE	$ 10,000,000
	DED X RETENTION $ 0							$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						X PER STATUTE / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y / N: N	N / A		0101WP1044738	3/31/2024	3/31/2025	E.L. EACH ACCIDENT	$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RE: RFP #25.2 - Instructional Materials & Classroom Supplies

Cooperative Purchasing Connection is named as additional insured under the General Liability; subject to written contract.

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E Mount Faith Ave
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Haley O'Neil

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies
Vendor: Carolina Biological Supply

General Comments:

General Attachments:
Carolina Biological D-B.pdf
Carolina Biological Supply Information Document.pdf
Certificate of Insurance Carolina Biological.pdf
Pricing Agreement Cooperative Purchasing Connection P107518.docx
Solicitation - 3 25.2 - Questionnaire Carolina Biological.pdf
Solicitation - 4 25.2 - Forms - Signatures Carolina Biological.pdf
Solicitation - 5 - 25.2 - Pricing Schedule Carolina Biological.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Carolina Biological Supply Company

Company Address: 2700 York Rd

City, State, Zip code: Burlington, NC 27215

Website: www.carolina.com

Phone: 800-334-5551

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager	Angela Walker	pricingagreements@carolina.com	800-334-5551 x 7688
Sales Manager			
Marketing Manager			
Customer Service Manager	Customer Service	Customer_service@carolina.com	800-334-5551
Account Manager(s)			

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Customers are linked to the cooperative/state contract that they request.

1GPA	3/12/2028
BuyBoard	10/31/2025
Choice Partners	9/15/2024
Education Service Center, Region 20	10/31/2025
Educational Data Services, Inc.	11/30/2024
ESC 19 - Allied States	12/31/2024
ESC 2 - GoodBuy	7/30/2025
ESC 6	6/30/2029
Hunterdon ESC	2/28/2025

Inter-University Council of Ohio	6/30/2029
KPC/ KEDC Purchase Pros	12/31/2024
Lancaster Lebanon IU13	6/30/2025
Massachusetts Higher Education Consortium	6/30/2026
North County Educational Purchasing Consortium/Bonsall USD CA	12/31/2024
NPPGov	6/30/2026
PA Costars	7/7/2025
PCA Purchasing Cooperative of America	9/13/2027
Region 16 Education Service Center TexBuy	8/31/2024
Region 18 Education Service Center	6/30/2025
Region 3	7/31/2025
Region 5 Education Service Center/Southeast Texas Cooperative	11/30/2024
Region 7	6/20/2026
Sourcewell	4/10/2027
Southwestern Ohio EPC	1/31/2025
Tips/Taps	5/31/2029
Unified Purchasing Co-Operative of the Ohio River Valley	3/31/2025
VHEPC- VA Tech	7/31//26
State Contracts	
Georgia	9/15/2025
Mississippi	9/30/2024
Virginia	4/30/2025
South Carolina	5/28/2028
Oklahoma	10/9/2024
Utah	7/31/2028
North Carolina	11/30/2028
North Carolina	8/14/2029

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

We began in 1927 as a vision of what a science supplier could be, and we still embody that future-focused visionary perspective. At Carolina, we are constantly striving to improve and innovate to be the best we can be, always aiming for excellence in everything that we do. Carolina is an extraordinary company. From technical science expertise to business and leadership acumen, we are fortunate to have a broad range of strengths. Many of our employees also have a background in education, which we draw upon to create effective products and learning tools that get results. Note, Carolina Information document page 3.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

We work in partnership with educators and scientists outside of Carolina to make sure we have a substantial, diverse offering. Here at Carolina, we meet regularly to discuss our performance and how we can improve. Customer service, product development, product management, and operations all have an equal voice in how to make the customer experience better for you.

We have been conducting NPS, Net Promoter Score, surveys since 2006. Net Promoter Score is a gauge for understanding customer sentiment about a brand. The higher the score the better the customer satisfaction, hopefully leading to increased customer loyalty. Our last survey was distributed in April, and we received a rating in the "Excellent" range with a score of 68.9%. Customers are encouraged to provide comments with their rating, and it helps us prioritize changes we need to make internally to increase customer satisfaction. By listening to our customers, we have fixed many pain points/bottle necks, inefficiencies, in the eyes of our customers, issues we may not have known existed if we did not get this feedback. Carolina Information document page 5.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

While the majority of our sales are to K-12 and higher educational institutions, we do sell to the government sector as well. Many of our products cross business lines and are utilized in government-run labs and facilities.

Carolina has served over 3,400 school districts since January 2021. In these districts, Carolina has provided products for over 16,000 individual schools. The company has over 3,600 college customers since 2021. Hundreds of government agencies are also Carolina customers. Carolina serves the kindergarten through college market with its inventory of over 12,000 quality products. Many of these districts, schools, and colleges have been customers for decades. For the same timeframe, Carolina has shipped over 12,000 unique products to over 250,000 locations. Carolina Information document page 10.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

Carolina is a private, family-owned company and we don't publish financial statements. However, attached is our D and B report which demonstrates our financial strength and stability. Also attached is our Certificate of Incorporation which shows the longevity of our company. You will notice Carolina scored 4.5 Stars on the D and B Performance Rating which indicates the company exceeds expectations.

5. Describe your experience and sales approach your company will take with participating public agencies.

As a team, Carolina strives for operational excellence. Our mission is to provide educators with the finest products and services that help students of all ages learn and understand science. We constantly seek to improve and maximize operation efficiency while providing unmatched customer service and prompt, reliable delivery. Carolina takes great pride in our product quality and inventory and continuously seeks to improve our overall customer experience. We closely monitor all aspects of our specimen quality, production, and fulfillment.

Carolina Information document page 6

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Three Village CSD
Service/Product Purchased	Instructional materials and supplies
Year of Purchase	2024
Reference Contact	Sherri DeCarolis
Phone	631-730-4030
Email	sdecarol@3villagecsd.k12.ny.us

Reference #2 – Company Name	Boston Public Schools
Service/Product Purchased	Instructional materials and supplies
Year of Purchase	2024
Reference Contact	Shirley Nguyen
Phone	617-635-9478
Email	Snguyen2@bostonpublicschools.org

Reference #3 – Company Name	Duval County Public Schools
Service/Purchase Purchased	Instructional materials and supplies
Year of Purchase	2024
Reference Contact	James Robinson III
Phone	904-858-4837
Email	Robinsonj12@duvalschools.org

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Our support center is located at our corporate office location in Burlington, NC. We have additional fulfillment centers in Guilford County, NC. Most orders are shipped from our local warehouse. Some items are drop-shipped direct from the manufacturer, or in cases of living marine material, shipped direct from our collection sites. Once the order is shipped, the customer receives a Shipping Confirmation email showing all items shipped and the tracking number.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

Carolina is both a manufacturer and reseller. We are proud to have a network of vendors, and the company is an authorized distributor/reseller for hundreds of brands. Reseller authorization letter requests for specific items will be considered on a case-by-case basis. We carry over 12,000 products. In addition to distribution and reselling, Carolina manufactures many products that the company sells. We culture several of the living and perishable materials as well as manufacture prepared microscope slides and preserved specimens. We do not have a dealer network for the distribution of our products; Carolina sells direct to the educational market. Through our marketing efforts, we promote contracts to our existing customers and attempt to acquire new contract customers.

We have our own Product Development Department. Agreements with outside agencies like the Smithsonian, DNA Learning Center, manufacture Carolina Biological anatomical models, Wolfe microscopes, Carolina STEM Challenge kits, etc.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

Customers may contact us either by chat, phone, email, or fax. Requests received outside of our normal business hours are answered as quickly as possible. Customer service representatives are tasked with the following metrics:

a. Answering phone calls within 20 seconds
b. Process mail, fax, and email orders within 48 hours
c. Respond to chat correspondence within 20 seconds
d. Addressing customer service inquiries within 24 hours of receipt - usually addressed in the same business day

Contact information:
Phone 800-334-5551 (8am to 6:00pm, ET, Monday through Friday)
Fax 800-222-7112
Email customer_service@carolina.com
Chat at www.carolina.com (8am to 5:30pm ET, Monday-Friday)
Carolina Information document pages 9-12.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Carolina Biological Supply Company's order fill rate was 89.7% for July 2024. Line fill rate for the same period was 96.5%. On-time delivery rate for July 2024 was 93.8%

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Carolina starts the process by hiring knowledgeable staff members and trains them to handle potential customer order/product questions. Customers may contact us either by chat, phone, email, or fax. Requests received outside of our normal business hours are answered as quickly as possible. Customer service representatives are tasked with the following metrics:

a. Answering phone calls within 20 seconds
b. Process mail, fax, and email orders within 48 hours
c. Respond to chat correspondence within 20 seconds
d. Addressing customer service inquiries within 24 hours of receipt - usually addressed in the same business day

Contact information:
Phone 800-334-5551 (8am to 6:00pm, ET, Monday through Friday)
Fax 800-222-7112
Email customer_service@carolina.com
Chat at www.carolina.com (8am to 5:30pm ET, Monday-Friday)
Carolina Information document page 13

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

All Customer Service functions are handled within Carolina Biological by direct employees of the company. Carolina starts the process by hiring knowledgeable staff members and trains them to handle potential customer order/product questions. Carolina Information document page 18

7. Describe your company's contract implementation or customer transition plan.

Customers should contact our Contract Manager, pricingagreements@carolina.com, to be linked to your pricing agreement. The account will be linked in our internal system, and all new orders will receive your contract pricing. Carolina Information document page 22

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

For qualifying customers, Carolina Biological can provide a variety of eProcurement support solutions, including punchout catalogs, hosted catalogs, electronic requisition support, and electronic invoicing support. Customers must meet sales minimums to qualify for these value-added services. Carolina Information document page 17.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
x _____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Our offer is similar to what is offered to other cooperative educational agencies. We prefer to offer a discount from current website pricing because the customer will always know the price when budgeting or shopping for items needed.

2. Describe how participating agencies will verify they are receiving contract pricing.
Agencies can visit our website, www.carolina.com, to see our current price list and apply the proposal discount. Agencies can also create a user log in account and link to their organization to view discounted pricing. . Carolina Information document page 22

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
There are no minimum order amount requirements to receive the proposed discount. There is a minimum order amount required to qualify for free shipping when eligible. Please see included pricing agreement.
Shipping information . Carolina Information document page 11-12

4. Describe your warranty and warranty process for all products and services.
Our warranty is the standard manufacturer's warranty for one year and covers product and parts only. It does not cover labor. Products are covered by a standard manufacturer's warranty as long as the product has been used under normal classroom conditions. If a customer is not satisfied with our product, we allow for returns and/or exchanges. Our warranty does not cover the expense of technicians' travel time or mileage to perform repairs.
Carolina Information document page 13

5. Describe the return process and restocking fees associated with a return.

We stand behind our products. Subject to the conditions and exclusions below, items may be returned for a replacement, refund, or credit up to 180 days from date of purchase.

Replacements – from time to time, items shipped may be damaged, lost, missing pieces, ect. In these situations, we are happy to replace items for issues that are of no fault of yours up to 180 days from date of purchase. When you contact customer service, have your purchase order number and/or Carolina order number available.

Returns - Prior to returning any item, contact customer service. Have your purchase order number and/or Carolina order number available. You will be provided with a Return Authorization Number and be advised of any additional instructions. Returning an item without a Return Authorization Number will delay processing your return and consequently, delay your refund. Carolina reserves the right to deny a refund if, upon receipt and inspection, the returned item is found to be partially used, opened, altered, or discontinued. You may be responsible for shipping charges or a restocking fee for returned items.

There are 3 ways to contact us for a replacement or return:

- Complete the online form for
  - Replacements – https://carolina.formstack.com/forms/cust_svc_returns
  - Returns - https://carolina.formstack.com/forms/cust_svc_returns
- **Phone:** 800.334.5551 or 336.446.7600 (8:00am to 6:00pm, ET, Monday-Friday)
- **Live Chat:** https://carolina.com/ourcompany/ (8:00am to 5:30pm, ET, Monday-Friday)

Exclusions

- Items not in resalable condition, i.e., partially used, opened, altered, or discontinued, cannot be returned for refund or credit unless due to manufacturer's defect.
- Digital products and Carolina Distance Learning® science kits are not refundable.
- Prepaid coupons such as vouchers and living material cards are non-refundable and are not redeemable for cash or credit. They are redeemable only for the specific merchandise identified on the prepaid coupon or voucher.
- If you are not satisfied with your living organisms or prepared media, you must notify Customer Service within 30 days from date of receipt for a replacement, refund, or credit. Please see the website product listing page returns section for your item if you have any questions.

Carolina Information document page 13

6. Describe any promotional opportunities on top of contract pricing that might be available.

Quantity discounts are available for many products and are listed at www.carolina.com. For large orders customers can request a quote at quotations@carolina.com or at 800-334-5551.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

We accept P Cards, Credit cards (Visa, MasterCard, American Express), Checks, Purchase orders and ACH is also an option. When a credit card is used at the time of order placement, there are no additional fees. However, when a customer uses their net term account and pays after order placement with a credit card, there is a 2.5% fee on the total invoice amount. If you currently do not have net terms with our company, we have a credit application available online at our website https://www.carolina.com/help/credit-application

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

There is an annual price update in January, these can be found at www.carolina.com. All prices are subject to occasional, moderate increases due to market factors throughout the year. The percentage discount will remain the same during the term of the contract, but the list price is subject to change.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

New eligible products will receive the same discount as proposed with the same exclusions and exceptions listed in the included pricing agreement.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Agencies requesting to be linked to your contract pricing upon requests sent to pricingagreements@carolina.com. This will ensure that all available discounts and terms are applied to orders.

11. Provide any additional information relevant to this section.

Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

- For qualifying customers, Carolina Biological can provide a variety of eProcurement support solutions, including punchout catalogs, hosted catalogs, electronic requisition support, and electronic invoicing support. Customers must meet sales minimums to qualify for these value added services.
- Online ordering, also known as OrdersPlus – Instant notification of invalid item numbers, discontinued or backordered items and the ability to select delivery dates is just the beginning of the features on our website. With our user friendly screens you have the ability to check the status of pending orders, track orders, see order history and print invoices. See the attachment for more information.

- Carolina Knowledge Center -Discover free activities, articles, workshops/webinars, buying guides, and how-to videos at https://knowledge.carolina.com/. These valuable resources cover life science, chemistry, physics, earth and space science, and environmental science as well as tips to keep you and your students safe in the lab. Want help stocking your lab according to the needs of your lesson plan? This is where you'll find buying guides that our team of experts has created to streamline the process.
- Technological Advances - With more than 90 years of leadership in developing science investigations, Carolina is a trusted source for 3-dimensional instruction, NGSS content, activities, and support. Discover how our labs can help you and your students succeed. Many of these products are applicable for remote learning.

    - Carolina has new simulators like, product 217100, Carolina® Biotechnology Simulator: Bacterial Transformation. This simulator allows you to explore a biotechnology laboratory and test your knowledge of the procedural steps and equipment used for a bacterial transformation lab, then to perform a transformation laboratory exercise using 4 different kinds of plasmids. Also includes teacher access to a learning management system. License duration is 1 year (12 months) from date of activation. Available as a single-user license or as a classroom license.
    - Carolina also has new web based online dissections, such as product 399601, Mammalian Organs Individual License. There are a total of 6 different specimen dissections that:
        - 1) Utilize virtual dissection tools and locate important structures
        - 2) Answer assessment questions to check for understanding
        - 3) Learn the structural anatomy and corresponding functions
        - 4) Allow for pause, rewind, or repeat scenes to maximize student comprehension (user-paced)

    - Also Virtual Reality dissections like item 399265, Pig Dissection Software License. There are 4 different specimen choices. These true-to-life practices thoroughly cover each step of the procedures, as if students were dissecting an actual specimen in the classroom.

    - Carolina's eLearning platform, Carolina Science Online, is a comprehensive collection of K16 science learning resources to support and extend the learning of hands-on kits and other Carolina products.
- Carolina's Perfect Solution® is the company's formalin alternative that produces superior specimens with life-like tissue texture and color. It is safe and non-toxic.

- These offerings, along with our comprehensive inventory of over 12,000 quality products, allow Carolina to stand out and serve the K-College science education market like no other vendor.

- Carolina Biological Supply Company also offers support for all the below:
    - Induction—resources for science teachers with new teachers in mind
    - Construction—lab equipment, supplies, and resources
    - Adoption—new science course outfitting with recommended materials
    - Specification—selections for quality, utility, results, and value
    - Modernization—upgrades of capital equipment
    - Standardization—new NGSS and state teaching and learning materials
    - Application—grants and funding for science and STEM
    - Procurement—preferred vendor and e-commerce solutions
    - CTE/STEM— biotechnology, allied health, ag science, forensics science, PLTW biomedical
    - Equitable Access—resources for every student to be successful
    - GATE/Honors Academics—accelerated learning programming for all students
    - Carolina has been serving the science-education market since 1927!

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**
   We are not familiar with Express Marketplace – our offer is for discount from our current website prices at www.carolina.com.

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
    - **RFP section number and page number**
    - **Describe the exception**
    - **Explanation of why this is an issue**
    - **A proposed alternative to meet the needs of participating agencies and the cooperative**

IV – Technical Specifications
C. Pricing page 5– 1. discount percentage will remain firm for the contract term; current pricing is always available at www.carolina.com. Some moderate changes may be made as needed, and we cannot guarantee notification of price changes within 7 days.
5. page 6 – pricing is updated annually, and a new pricelist can be provided when available.
6. We cannot guarantee to match lowest prices
D. page 6 – our offer does not include layout or installation services.
E- page 7 – our offer does not include maintenance plans
G – page 7/8 Freight and Delivery – Our prices do not include freight charges. See pricing agreement for free shipping exceptions and exclusions.
H -Payment - page 8 – 2. Our terms are net 30 days. If members do not currently have a net 30 account with Carolina, they can complete a credit application on our website.
3. Our invoices cannot include the statement Per CPC Contract
We are not familiar with Express Marketplace – our offer is for discount from our current website prices at www.carolina.com.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Carolina Biological Supply Company	**Date**	9/16/24
Address	2700 York Rd	**City, State, Zip**	Burlington, NC 27215
Contact Person	Angela Walker	**Title**	Contract Manager
Authorized Signature	Angela Walker	**Title**	Contract Manager
Email	pricingagreements@carolina.com	**Phone**	800-334-5551 x 7688

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Carolina Biological Supply Company

Authorized Signature Angela Walker

Full Name Angela Walker

Title Contract Manager

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Supplier Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Carolina Biological Supply Company
2700 York Road Burlington, NC 27215
800.334.5551 • www.carolina.com

Carolina Biological Supply Company Information Document

From:

Carolina Biological Supply Company
2700 York Road Burlington, NC 27215
800.334.5551 • Fax: 800.222.7112

Date: Updated June 2024

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Welcome to Carolina

World-Class Support for Science Education Since 1927

We began in 1927 as a vision of what a science supplier could be, and we still embody that future-focused visionary perspective. At Carolina, we are constantly striving to improve and innovate to be the best we can be, always aiming for excellence in everything that we do.

Since the time we were founded by Dr. Thomas E. Powell Jr., a young geology and biology professor at Elon College, we have prioritized people, and because of the dynamic people behind our company, we have been able to enjoy a successful tenure as a leading science supplier in the decades since we were established. With over 37 different departments, each employee plays a key role in our success. If you happened to tour our facilities, you would likely be fascinated by all the amazing things you'd see happening here.

We Culture, Collect, Develop, and Test Our Products

Carolina is an extraordinary company. From technical science expertise to business and leadership acumen, we are fortunate to have a broad range of strengths. Many of our employees also have a background in education, which we draw upon to create effective products and learning tools that get results.

We do our own field collection, grow many of our own cultures, prepare specimens for classroom study, and develop/test many of our new products right here at our Burlington, NC facilities.

We work in partnership with educators and scientists outside of Carolina to make sure we have a substantial, diverse offering.

In addition to serving schools, colleges, and governmental agencies, our products have also been used by the scientific and health communities. Carolina has also supplied NASA scientists with various products for their important work, including use in outer space.

Innovating Since 1927

If you walk our campus, you'll be captivated by the vibrant atmosphere and the flurry of activity that makes you wonder what amazing thing will be revealed next. Carolina takes pride in being the first company to provide an electrophoresis gel that is very low in toxicity and does not need UV to see through. We developed FlyNap to anesthetize fruit flies so they can be studied. We were also the first company to develop and provide an easy-to-use food supply for fruit flies.

We have the largest single butterfly species production on the east coast. Our butterfly building, (yes, building) is simply a fantastic experience. While walking through this wonderland, you are surrounded by the different stages of the butterfly life cycle. It doesn't take long before you are taken with that child-like wonder of discovering nature.

About Our Products and Services

Everything you need for science education—including living organisms, preserved specimens, anatomical models, laboratory chemicals and equipment, microscopes, prepared microscope slides, CTE (health science) products, STEM products, and more—can be purchased directly from Carolina. We specialize in serving the traditional K-12/college classroom and lab. We also provide a Knowledge Center with free articles, resources, and teaching tools for educators as well as NGSS* compliant products, many of which are remote applicable. Additionally, many of our products are also geared to help you and your students get the most out of remote learning.

- **Life Science**
  Inquiries in Science®, Living Organisms: *Viruses, Prokaryotes, Bacteria, Cyanobacteria, Archaea, Protists, Algae, Protozoa, Slime Molds, Fungi, Media and Supplies, Plants, Animals,* Aquaria and Habitats, Genetics, Evolution, Biotechnology, AP® Biology
- **Anatomy & Physiology**
  Allied Health & Health Sciences, Physiology, Preserved Organisms, Carolina's Perfect Solution®, Biological Displays, Skeletons, Models
- **Microscopy**
  Microscope Slides, Slide Preparation, Microscopes, Optics
- **Environmental Science**
  AP® Environmental Science, Inquiries in Science®, Carolina EcoKits®, Carolina STEM Challenge® Emerging Energies Series
- **Earth & Space Science**
  Earth Science, Space Science
- **Forensic Science**
- **3-Dimensional Learning**
- **Physical Science**
  Carolina STEM Challenge® Physical Science Series, Visual Scientifics
- **Chemistry & Laboratory Safety**
  AP® Chemistry, Inquiries in Science®, General Chemistry Lab Kits, Chemicals, Laboratory Safety
- **Laboratory Equipment & Supplies**
  Classroom Resources, Laboratory Equipment and Supplies, Laboratory Furniture**

- **K–College Classroom/Lab:** Carolina will help you introduce your students to the fascinating world of science—and build on their knowledge and skills as they grow. With our products in your classroom, you can provide hands-on learning for life science, physical and earth science, biotechnology, and more. We'll be right there with you, creating memorable and meaningful science experiences with relevance to the world outside your classroom.
- **Carolina Knowledge Center:** Discover free activities, articles, and how-to videos at **https://knowledge.carolina.com/**. These valuable resources cover life science, chemistry, physics, earth and space science, and environmental science as well as tips to keep you and your students safe in the lab. Want help stocking your lab according to the needs of your lesson plan? This is where you'll find buying guides that our team of experts has created to streamline the process.

*Next Generation Science Standards® is a registered trademark of WestEd. Neither WestEd nor the lead states and partners that developed the Next Generation Science Standards were involved in the production of these products, and do not endorse them.
** Not eligible for contract pricing.

We Take Customer Feedback Seriously

Everyone says this, but not everyone follows through. Here at Carolina, we meet regularly to discuss our performance and how we can improve. Customer service, product development, product management, and operations all have an equal voice in how to make the customer experience better for you. It's not uncommon to find a group of Carolina employees on the road making visits and collecting customer input and feedback. We partner with many teachers and schools throughout the US to seek the best plan of action regarding next steps.

We know your time is valuable, and your voice matters. We appreciate you sharing your time and thoughts with us to help elevate the classroom experience of other science educators like you, which is why we frequently survey our customers to learn how we can improve.

For more information, see "Customer Support".

Our Staff

Dr. Powell instilled 3 key words into every person he hired: innovation, quality, and service. He based these 3 principles on the belief that Carolina staff members remained a part of education and functioned as partners with colleagues working in the classroom.

Today, we employ over 450 people, many of whom are former educators and understand the unique challenges teachers face in the classroom and laboratory. Our staff often collaborate with teachers and institutions to create new educational products. The benefits of this approach can be seen in the way our materials help teachers engage and motivate students.

To make sure we can provide and deliver the products you need, Carolina relies heavily on these departments:

Our Customer Service

Since 1927, our collaborative approach has not only brought teachers innovative quality products, it has also been instrumental in providing world-class support that includes unmatched customer service and prompt, reliable delivery. Each department at Carolina works together to ensure that we have what you want when you want it.

Every product we offer is backed by The Carolina Pledge: Excellent Customer Support. We stand behind our products and offer a 100% satisfaction guarantee. Subject to the conditions and exclusions, items may be returned for a replacement, refund, or credit up to 180 days from date of purchase.

Customer Support

Our Customer Service Team Is Just a Call, Chat, or Email Away

Need help? Need technical assistance? Looking for a particular product? Need help placing an order or checking the status of an order? We are here to help. Call us, chat with us, send an email, or try some of our self-service options on our website.

Customer Service

- **Main Phone:** 800.334.5551 or 336.446.7600
  (8:00am to 6:00pm, ET, Monday–Friday)
- **Customer Service and Technical Support Live Chat:**
  Chat with a representative at www.carolina.com
  (8:00am to 5:30pm, ET, Monday–Friday)
- **Email Our Customer Service Support Team:**
  https://carolina.formstack.com/forms/cust_svc or
  customer_service@carolina.com
- **Fax:** 800.222.7112

Check out our Carolina Help Center (**support.carolina.com**) where you can search our Frequently Asked Questions library to find the answer to your question.

Accounts Receivable

- **Main Phone:** 800.334.5551
  (8:00am to 6:00pm, ET, Monday–Friday)
- **Fax:** 800.222.7112
- **Email:** accountsreceivable@carolina.com

Customer Service/Accounts Receivable Mail

Carolina Biological Supply Company
PO Box 6010
Burlington, NC 27216-6010

Emergencies

In the event of a serious spill, contamination, ingestion, or other emergency situation, please use the contacts below.

- **Monday–Friday, 8:00am to 5:00pm ET:**
  800.227.1150 or 336.584.0381
- **After Business Hours, Contact Chemical Transportation Emergency Center (Chemtrec):** 800.424.9300

Quotes and Contracts

Submit a quote directly to our Quotations Department. Please include a contact name, your complete address, and your fax and telephone number(s). You can also speed up the quote process by creating a shopping list on Carolina.com and using the "Email Shopping List" feature to email that list to our Quotations Department.

- **Phone:** 800.334.5551
  (8:00am to 5:00pm, ET, Monday–Friday)
- **Fax:** 336.538.6330
- **Email:** quotations@carolina.com
- **Mail:** Quotations Department
  Carolina Biological Supply Company
  PO Box 6010
  Burlington, NC 27216-6010

Contract Inquiries:

- **Phone:** 800.334.5551
  (8:00am to 5:00pm ET, Monday–Friday)
- **Email:** pricingagreements@carolina.com
- **Mail:** Contracts Department
  Carolina Biological Supply Company
  PO Box 6010
  Burlington, NC 27216-6010

Contracts and Business Accounts

Complete an online credit application (**carolina.com/help/credit-application**) for access to contract pricing and tax exemption for qualifying schools and businesses. A representative will contact you within 10 business days of your application to discuss the terms of your credit line.

If you have questions about the credit application process or would like to check on the status of a pending application, please contact us during business hours, 8:00am to 5:00pm, ET, Monday–Friday.

- **Phone:** 336.584.0381 or 800.334.5551
- **Email**: credit.collections@carolina.com

Contract Training and Processes

Carolina is fortunate to currently be awarded nearly 300 contracts covering school districts, colleges, government agencies, and consortiums. The company has been involved with these contracts for years. Through this experience, the company has become acclimated to nurturing contract customers properly. Contract customers are instructed on how to "link" their Ship To account to the proper Bill To account to ensure they receive all contract benefits. The contract Bill To account houses the contract benefit variables and, at the time of order, benefits are automatically applied. New contract customers should always broadcast their contract affiliation to alert Carolina's customer service staff that they are contract eligible. Our customer service representatives are constantly linking new Ship To accounts to their parent Bill To account to guarantee the new Ship To accounts get linked to contract benefits.

Carolina assigns an internal contract number to applicable customers that alerts Carolina staff that this is a contract customer. Should there be a question of a customer's contract eligibility, our customer service and quotation departments work with the contract department to make sure applicable contract benefits are applied to the applicable orders. Carolina's information services department is also integral to the contract management process as they often apply "bulk" updates to customer records.

As mentioned previously, upon contract award or renewal, customers are sent a heads-up email broadcasting that they are eligible for contract benefits.

Carolina Quality Control Process

All Customer Service functions are handled within Carolina Biological by direct employees of the company. Carolina starts the process by hiring knowledgeable staff members and trains them to handle potential customer order/product questions. Customers may message Carolina by using the "Chat" feature on the Carolina website or by one of these channels:

- **Phone:** 800.334.5551
- **Fax:** 800.222.7112
- **Email:** customer_service@carolina.com

Once the customer is ready to order, Carolina makes it easy for them to do so.

- **Phone:** 800.334.5551
- **Fax:** 800.222.7112
- **Email:** customer_service@carolina.com
- **Online:** www.carolina.com

Also through provided punchout and hosted catalogs

Once an order is placed, the customer will receive an Order Confirmation confirming the order and listing the anticipated ship date. If an item is temporarily out of stock, the customer is given an update on the ship date. The customer receives additional updates by email or mail (when email is not an option) on out-of-stock material so they are aware of any unanticipated delays.

The next step in the order process is to schedule the order for shipping. Most orders are shipped within 3 business days. However, the customer has the option of asking us to hold an order and ship at a later date, allowing the customer to order for the semester at one time and have products shipped to fit their teaching/lab schedule. This option is especially convenient for living and perishable material that is needed on a specific day and to avoid school closures, holidays, spring break, etc. Customers may order and know that it is captured in our system and that their requested products are allocated for a future ship date.

Most orders are shipped from our local warehouse. Some items are drop-shipped direct from the manufacturer, or in cases of living marine material, shipped direct from our collection sites. Once the order is shipped, the customer receives a Shipping Confirmation email showing all items shipped and the tracking number. Billing invoices are generated the day after an order is shipped. Customers have the option of receiving their invoices by mail, fax, or email.

Carolina Customer Service Representatives are tasked with the following metrics:

- Answer phone calls within 20 seconds
- Process mail, fax, and email orders within 48 hours (these are usually processed in the same business day)
- Respond to "Chat Correspondence" within 20 seconds
- Addressing Customer Service inquiries within 24 hours of receipt (these are usually addressed in the same business day)

Carolina doesn't offer incentives to meet these goals. The company has highly-trained, qualified, and motivated staff who routinely meet or exceed the goals established by company management.

As a team, Carolina strives for operational excellence. Our mission is to provide educators with the finest products and service that help students of all ages learn and understand science. We constantly seek to improve and maximize operation efficiency while providing unmatched customer service and prompt, reliable delivery. Carolina takes great pride in our product quality and inventory and continuously seeks to improve our overall customer experience. We closely monitor all aspects of our specimen quality, production, and fulfillment and have maintained greater than 99% quality and order accuracy since 2020.

Carolina conducts frequent Net Promoter Surveys (customer satisfaction surveys) and reacts accordingly to customer feedback. The company NPS score is 63.6% through October 2022, which is considered a very strong score by comparisons with all industries. The average score according to global benchmark data is 32% for over 150,000 organizations. The company order fill rate was 91.4% for October 2022. Line fill rate for the same period was 96.62%.

Carolina offers the widest variety of living organisms for use in all types of science curricula. Our large, state-of-the-art living materials facility enables our expert staff to produce or collect living organisms under environmentally-friendly conditions. This protects natural populations and enables us to maintain strict quality control. The facility is fully USDA compliant.

Carolina Quality Control Process *continued*

Alaska and Hawaii customers

Customers in these states receive the same contract benefits as the contiguous USA states. However, customers in these states may be required to obtain additional certifications regarding living and perishable materials. That is due to state regulations and restrictions, not any additional requirements of Carolina Biological Supply Company. All customers should check with their Department of Agriculture prior to ordering living and perishable materials to ensure a license or permit is not required for the products.

Carolina Biological Supply Company is fully committed to providing a safe and healthy work environment for our employees and safe and reliable products for our customers. We have a Safety and Compliance Department with over 60 years of combined experience, and our safety record consistently outperforms state and federal averages for both total recordable case rates and lost-time case rates. Since 2001, we have been recognized by the North Carolina Department of Labor 11 times for Outstanding Safety Achievement and 2 additional times for exceeding 1 million employee hours without a lost-time injury.

Manufacturer/Distributor

Carolina is both a manufacturer and reseller. We are proud to have a network of vendors, and the company is an authorized distributor/reseller for hundreds of brands. Reseller authorization letter requests for specific items will be considered on a case-by-case basis. We carry over 12,000 products.

In addition to distribution and reselling, Carolina manufactures many products that the company sells. We culture several of the living and perishable materials as well as manufacture prepared microscope slides and preserved specimens. We do not have a dealer network for the distribution of our products; Carolina sells direct to the educational market. Through our marketing efforts, we promote contracts to our existing customers and attempt to acquire new contract customers.

Customers Served

Carolina has served over 3,400 school districts since January 2021. In these districts, Carolina has provided products for over 16,000 individual schools. The company has over 3,600 college customers since 2021. Hundreds of government agencies are also Carolina customers. Carolina serves the kindergarten through college market with its inventory of over 12,000 quality products. Many of these districts, schools, and colleges have been customers for decades. For the same timeframe, Carolina has shipped over 12,000 unique products to over 250,000 locations.

Shipping Information

Shipping Methods for Online Orders

We offer 3 convenient shipping methods for online orders. Please note that many products can only ship using limited shipping methods, such as living/perishable items and hazardous chemicals, which can only ship Second Day or Overnight. Please see details below.

- **Standard delivery**
  Orders arrive in 5–10 business days.
- **2nd Day delivery**
  Orders placed by 11:00am (ET) arrive within 2 business days.
- **Overnight delivery**
  Orders placed by 11:00am (ET) arrive within 1 business day.

Shipping Rates and Fees

Shipping rates and handling fees are based on the type of purchasing you are doing. See Shipping Information for Special Item Types on **www.carolina.com** for details.

All Customers: Our website will calculate your freight and handling charges based on the weight of the items in your order and the distance to your shipping destination.

Schools, Institutions, and Organizations: For qualified customers, our website will calculate your freight and handling charges based on the weight of the items in your order, the destination/distance, and your freight terms and discounts.

During checkout, you will see a freight and handling total for your entire order. You must be logged in and your user profile must be linked to your school to get the appropriate freight terms and applicable discounts. Visit the My Organization page (**https://www.carolina.com/account/login.jsp**) using the My Account link at the top of the site to view your contract terms.

Living and Perishable Items

Most of our living/perishable products are available to arrive any day of the week, offering you maximum flexibility. Living/perishable items can only ship via Second Day or Overnight methods to assure they arrive as quickly as possible.

Special Order living/perishable materials have very specific arrival timeframes, and many require several-week lead times for culturing or preparation. Please read all product details carefully before purchasing.

Hazardous Materials

The shipment of many hazardous items is regulated by the US Department of Transportation. Items subject to regulation are identified by one of three hazardous material icons on our website. Hazardous materials shipments incur an additional transportation fee which is charged by the carrier.

Orders for hazardous materials (and kits and sets containing these items) can only be accepted from schools, research institutions, medical facilities, and businesses. Hazardous materials cannot be shipped to individuals, homeschoolers, and other customers, but there is often a safe substitute item.

Drop-Shipped Items

Some of our items are drop-shipped directly from the manufacturer. Drop-shipped items vary in their shipping timeframes and this information is available on the item's detail page—such as "This item ships from the manufacturer and will arrive in 2–4 weeks". These items are also separated from in-stock products on the Shipping Methods step of checkout.

Backordered Items

When an item is not in stock but we have more on the way, you can backorder the item. Backorder information along with the expected availability date is presented on the item's detail page. These items are also separated from in-stock products on the Shipping Methods step of checkout.

Multiple Shipments

During checkout, your order may be divided into multiple shipments that arrive at different times. For example, living/perishable materials (and the kits and sets that contain them) arrive on the date(s) you specify, but other items in your order may ship and arrive at different times. Similarly, if your order contains backordered or drop-shipped items, they will also arrive separately. Please note that even if your order is broken out into multiple shipments, you will not be charged for each shipment.

Curriculum and Distance Learning items

Freight charges will apply on all shipments/items regardless of the order amount

The Carolina Pledge: Excellent Customer Support

We stand behind our products. Subject to the conditions and exclusions below, items may be returned for a replacement, refund, or credit up to 180 days from date of purchase.

Exclusions

1. Items not in resalable condition—i.e., partially used, opened, altered, or discontinued—cannot be returned for refund or credit unless due to manufacturer's defect.
2. Digital products and Carolina Distance Learning® science kits are not refundable.
3. Prepaid coupons such as vouchers and living material cards are non-refundable and are not redeemable for cash or credit. They are redeemable only for the specific merchandise identified on the prepaid coupon or voucher.
4. Furniture and Drop shipped items may have special restrictions and possible restocking fee associated with them. Contact customer service for instructions for cancellations, replacements or returns for these items.

Returns

Prior to returning any item, contact customer service. Have your purchase order number and/or Carolina order number available.

You will be provided with a Return Authorization Number and any additional instructions. Returning an item without a Return Authorization Number will delay processing your return and, consequently, delay your refund. Carolina reserves the right to deny a refund if, upon receipt and inspection, the returned item is found to be partially used, opened, altered, or discontinued. You may be responsible for shipping charges or a restocking fee for returned items.

There are 3 ways to contact us for a return:

- **Complete Online Replacement Form:** https://carolina.formstack.com/forms/cust_svc_returns (24/7/365)
- **Phone:** 800.334.5551 or 336.446.7600 (8:00am to 6:00pm, ET, Monday–Friday)
- **Live Chat:** https://www.carolina.com/our-company/returns-exchanges-satisfaction-guarantee (8:00am to 5:30pm, ET, Monday–Friday)

Replacements

From time to time, items shipped may be damaged, lost, missing pieces, etc. In these situations, we are happy to replace items for issues that are of no fault of yours up to 180 days from date of purchase. When you contact customer service, have your purchase order number and/or Carolina order number available.

There are 3 ways to contact us for a replacement:

- **Complete Online Replacement Form:** https://carolina.formstack.com/forms/cust_svc_returns (24/7/365)
- **Phone:** 800.334.5551 or 336.446.7600 (8:00am to 6:00pm, ET, Monday–Friday)
- **Live Chat:** https://www.carolina.com/our-company/returns-exchanges-satisfaction-guarantee (8:00am to 5:30pm, ET, Monday–Friday)

Carolina Biological Supply Company Cooperative Contract Participation

Consortium	Contract Number	Contract Description	Contract Start	Contract End
BuyBoard	652-21	Instructional Materials and Classroom Teaching Supplies and Equipment	11/01/22	10/31/24
	667-22	Furniture for School, Office, Science, Library and Dormitory	04/1/22	03/31/25
Massachusetts Higher Education Consortium	MC 12-D25	Life Sciences Supplies and Equipment	07/01/21	06/30/26
	MC 13-D25	Lab and Science Equipment, Supplies, Services, and Chemicals		06/30/26
1GPA	23-13P-05	Instructional Aids, Materials and Athletic Products	11/16/21	03/12/28
Sourcewell	020723-CBS	Educational Science Products	06/06/19	04/10/27
TIPS/TAPS	230904	Books, Library, and Educational Materials	11/01/20	11/30/26
	210902	Classroom and Teaching Aids Goods and Service	11/19/21	11/30/24
	240301	Furniture, and Furniture	5/25/24	5/31/29
Choice Partners	20/051SG	Science Equipment and Related Items	09/15/22	09/15/24
PA Costars	020-E22-034	Laboratory Supplies	07/07/22	07/07/25
Educational Data Service, Inc		Educational Supplies		11/30/24

Carolina Biological Supply is the Sole Source Provider of the following:

- Building Blocks of Science® 3D series (Not eligible for contract pricing)
- Carolina Distance Learning lab kits (Not eligible for contract pricing)
- Carolina Kits
- Carolina's Perfect Solution®
- Wolfe Microscopes
- Smithsonian Science Education Center (SSEC) programs for K-12 Science and Technology Concepts™ (STC and STCMS) and Smithsonian Science for the Classroom™ (Not eligible for contract pricing)

See sole source letters available upon request

Building Blocks OF SCIENCE® | 3D

CAROLINA DISTANCE LEARNING

Carolina Kits | 3D®

Carolina's Perfect Solution®

wolfe® MICROSCOPES

Smithsonian Science Education Center

OpenSciEd CERTIFIED CAROLINA VERSION

Women/Minority Business Enterprise (WMBE) Partnerships

As part of the company onboarding process, Carolina is constantly searching for WMBE Certified vendors. Currently we have partnered with two such organizations:

- American Scientific, LLC in Columbus, OH since November 2021
- United Scientific Supplies, Inc. in Waukegan, IL since March 2022

WMBE documentation available upon request.

Carolina Biological Supply is also a member of the
Carolinas-Virginia Minority Supplier Development Council (CVMSDC).

Carolina has centered its focus on acquiring products to support kit production, but finding WMBE suppliers remains a priority for our company's buyers.

Purchasing Made Easier with

Punchout

Use your school's procurement system to shop in Carolina's punchout catalog. You'll maintain visibility and control over the purchasing experience and enhance productivity.

5 Reasons to Use Punchout

1. Cut costs.

- Prevent duplicate spending—the orders are all within one platform.
- Leverage your customer-specific pricing.

2. Save time.

- Orders flow through your procurement system directly to the marketplace portal.
- Fulfillment is quicker at Carolina—orders through punchout need minimal review.

3. Eliminate paperwork.

- Save and store your paperwork electronically.
- Add ease to writing and analyzing purchasing practices.

4. Improve accuracy.

- Orders list vendor part numbers and descriptions—no need to rekey!
- Skip the guesswork—you'll know the total cost of your order up front.

5. Enjoy a swift, smooth process.

Log in to your procurement system. → Choose the Carolina punchout catalog. → Shop Carolina. Return cart. → Cart moves to procurement system. → PO created, sent for approval. → Approved PO to Carolina.

Streamline Your Purchasing Today!

Contact **Elizabeth Stanfield**, Channel Partner Manager.
Phone: **336.538.6294**
Email: **elizabeth.stanfield@carolina.com**

CAROLINA®

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Carolina Biological Supply Company Marketing Plan

Carolina Science Catalog

Over 1,000 pages featuring over 9,000 quality products in these categories:

- Life Science
- Anatomy and Physiology (Includes Allied Health and Health Sciences)
- Microscopy
- Environmental Science
- Earth and Space Science
- Forensic Science
- 3-Dimensional Learning
- Physical Science (Includes STEM)
- Chemistry and Laboratory Safety
- Laboratory Equipment and Supplies

Our catalog mails every January to Carolina customers. It is also available by request through 800.334.5551 or customer_service@carolina.com and available on **www.carolina.com**.

Many Carolina products are applicable for remote learning.

Email Marketing

Once Carolina obtains email marketing permission from a customer, we deploy a series of applicable emails based on their educational "preferences" that they supply during our online email sign-up process. Carolina's sophisticated email marketing program includes:

- *Carolina Tips*, our free newsletter that features teaching tips and science-related articles
- *Carolina Essentials*, a series of free, hands-on, NGSS-based activities, available at **knowledge.carolina.com**. Many more free resources are also available at this website.
- Subject-driven buying guides to assist with product selections
- "Funnel" email customer nurturing. Based on a customer's website browsing and purchase behavior, appropriate follow-up messages are sent. This comprehensive email program leads customers through the "buying journey" funnel process and encourages them to make the appropriate purchase.
- New customer emails. Soon after a first-time customer makes a purchase, Carolina follows up with an incentive email focused on a subsequent purchase.
- Reminder emails for customers that purchase "replenishable" products.
- Upcoming webinars. Carolina conducts frequent webinars on science-related topics.
- Promotions
- Product Updates

Inside Sales account managers are available for all college customers and large school district customers.

Carolina exhibits at following conferences annually

- BCCE (Biennial Conference on Chemical Education)
- CAST (Conference for the Advancement of Science Teaching)
- Chem-Ed
- HAPS (Human Anatomy and Physiology Society)
- NSTA (National Science Teachers Association)
- NABT (National Association of Biology Teachers)
- NAOSMM (National Association of Science Materials Managers)

Carolina Preferred Customers

Carolina's contract customers are known as "Carolina Preferred Customers." This customer segment receives these additional marketing touches:

- Proactive quarterly emails are sent to customers attempting to acquire "email marketing permission."
- Upon award or renewal of a contract, all customers are sent an email broadcasting contract benefits.
- These customers receive all the previously mentioned marketing touches when they meet the criteria for them and/or request them.

Social Media

Carolina Biological Supply Company can be found on several major social media platforms including Facebook, Twitter, Instagram, Pinterest and LinkedIn. We share an assortment of content including free classroom activities, giveaways, event and webinar notifications, white papers, new product highlights, and more. Our goal is to post consistently and to keep our social content fresh, relevant, and engaging for our followers:

(as of October 2022)

- Facebook 16,000 followers
- Pinterest 13,600 followers
- LinkedIn 3,500 followers
- Twitter 2,600 followers
- Instagram 726 followers

Carolina Tips and Email Samples

carolina tips

Your Carolina Biological Science Newsletter

Activity: Urinalysis

Urinalysis is an oldie but a goodie in diagnostics. Introduce students to the common test and what it can reveal about kidney function with this hands-on activity

Get the Activity

Got to Go Through It

Diffusion and osmosis are foundational concepts that a biology course can't manage to go around. Our guide provides the resources and products to help you go over them so your students can get through them—and retain what they learn.

Explore the Guide

INSPIRATION

"Remember that all models are wrong; the practical question is how wrong do they have to be to not be useful."

—George Box

Teach the NGSS with Confidence

Ready to go all-in on phenomena-based learning? Tap into the Carolina Kits 3DS program, investigations that engage students in scientific and engineering practices while applying core ideas and crosscutting concepts. With comprehensive program support, you can hit the ground running.

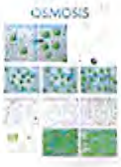
Learn More

Webinar: Modeling Science Instruction

Looking for ways to increase student understanding on a topic? Modeling can be used to help students develop questions, communicate ideas, and make sense of phenomena. Watch our webinar to learn more about the benefits of using scientific models in your instruction.

View the Webinar

The Ins and Outs of Osmosis



Osmosis is an important biological process to understand, especially when studying cells. Use this poster to teach the differences between hypotonic, isotonic, and hypertonic environments and give students a better idea of what osmosis is all about.

View the Poster

CAROLINA KNOWLEDGE CENTER

Access Carolina's valuable resources—free activities, articles, webinars, and more—in one place. The Carolina Knowledge Center is your one stop for teaching and learning support.

Explore the Knowledge Center

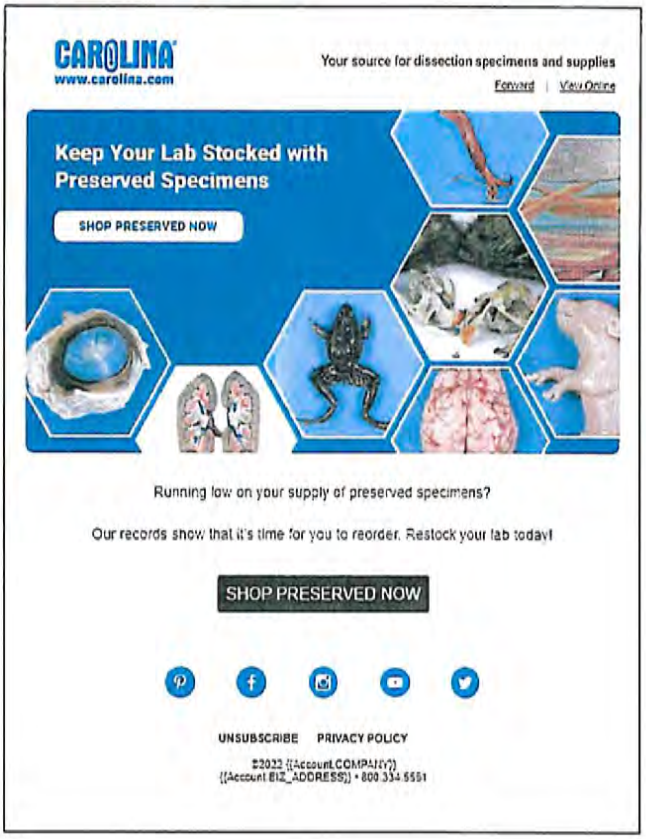
CAROLINA

Stay connected with us.

UNSUBSCRIBE PRIVACY POLICY

Teaching Guide Sample

Call to Action Sample



Carolina Biological Supply Account Linking and Online Ordering Processes and Procedures

Creating a Profile and Logging In

As a Carolina customer, you will enjoy access to our world-class website at www.carolina.com. When you visit, you will not only have access to over 14,000 products, but you can also download thousands of free resources, save your frequently-purchased items, check your account, and much more. You will also receive the following features whenever you log in (features vary based on your account terms):

- Discounted product pricing
- Free or discounted shipping and handling
- Tax exemption on all online orders
- Access to order history

Your Carolina Account Number

125952

In order to take advantage of these great (and money-saving) features, **you will need to log in to the website whenever you visit.** We'll walk you through the easy, one-time setup process below.

Create Your Profile and Login

1. Open a web browser and visit **http://www.carolina.com**
2. At the very top of the site, click the **Register** link.
3. Click on the Register New Account Button.
4. Fill out the information. On the bottom of the page, click on "yes" I am ordering on behalf of a school or business and click "complete registration."
5. Link to your school or organization by providing your Carolina Account Number and submit.
6. Your login is ready and linked to your institution and you're ready to start enjoying your online experience. **Please remember to log in every time you visit the site** by clicking either the **Login** or the **My Account** button at the top of the website. Once logged in, your discounts and other account benefits will automatically be activated.

Questions? Call us at **800.334.5551**, 8:00am to 6:00pm, ET, Monday–Friday.

Carolina's Online Ordering System Functionality/ Program Performance and Integrated Activities

Password protected security

Carolina protects all web data. See our Privacy and Security Policy below.

Instant notification of invalid item/sku number: Customer will immediately know if an item number entered is invalid. They will reach a screen that says, "You searched for '102020'. We were unable to find any products or resources that matched your search term."

Immediate status of any item (discontinued, backordered): Our online catalog will not recognize an item that has been discontinued, and it will show the availability date if the item is on backorder. If searching by sku and we have a replacement item available for a discontinued item, you will be redirected to the replacement item detail page.

Custom reports (type and description): Carolina Biological can provide quarterly sales reports with the following information:

- Customer Name and Address
- Purchase Order Number
- Quantity
- Item Number
- Item Description
- Unit Price
- Total Price
- Invoice

Post orders for future delivery dates: Customer may request future delivery dates on orders, and we will hold the order and ship when the material is needed in the classroom or lab.

Security levels: Carolina protects all web data. See our Privacy and Security Policy below. Credit card and identity information is protected with SecureTrust

User friendly screens: Carolina.com is built on a world-class platform, Oracle Commerce. We are proud of the fact that we have built a complex B2B business, skinned to mimic a user friendly B2C web experience whenever possible. Throughout the web experience we have tool tips, on-screen messaging, and modal windows to aid in processes where beneficial/necessary. You can find an item by search, navigation, sub-navigation, and refinement choices like grade, subject, and topic, to mention a few. The checkout process also contains messaging for guidance when needed. When logged in, your cart will also contain a list of your account benefits. The delivery page is where you can future date items. The review order/submit page gives you options to edit your order or include any additional instructions.

Ability to check the status of pending orders: In each user's account area, there is order history for their purchases. You can review current and past web orders or reorder from the history. From this page you can also access all your orders—online, phone, fax, and email—by launching OrdersPLUS. In OrdersPLUS you will have access to:

- **Order Tracking and History:**
  Detailed order history and shipment tracking.
- **Invoice History:**
  Detailed or summarized views of your invoices.
- **Living Card History:**
  Listing of all unredeemed Living Material Cards.
- **Help and FAQ:**
  Answers to common questions about OrdersPLUS.

Security of website: Carolina protects all web data. See our Privacy and Security Policy below. Credit card and identity information are protected with SecureTrust.

Ability to accept multiple ship-to addresses: Each order is limited to one ship-to address.

Detail retail price and contract price online: Once a customer is logged in to their account, they can see both list price and contract price. Prior to log-in, they will see list price only.

Notification to users of passwords, if forgotten: Users are notified by email if they forget their password.

Resetting passwords: There is a "forgot password" link on the log-in page. If the "forgot password" link is used, this will trigger an email to be sent to the user. When the password is reset using the email link, user will have on-screen notification of the change.

You can also reset your password when in your account on your profile page.

Assistance to user(s) online and by telephone: All our contact and technical support information can be found at **www.carolina.com/help/contact-us**.

You can call, email, fax, submit a form, or live chat with customer service. Links for chat are in the global header and in the service and support flyout in the global header. There is a link in the service and support flyout to open a form submission to customer service.

Customer Service Department
Phone: 800.334.5551
Fax: 800.222.7112
Email: customer_service@carolina.com

Separate user log-ons and passwords will be provided: The website is self-serve. Each user creates their own user account at **www.carolina.com/account/register.jsp**. If your organization has arranged for contract pricing, you will be assigned a Carolina account number. Each user creating a web account will need to link to that Carolina account number during the registration process to take advantage of any account terms. If the number is not known by the user at the time of creating an account, they can follow the on-screen prompts at **www.carolina.com/account/school.jsp** to create their account that sends an alert to our customer service team to provide assistance.

Internet password procedures pertaining to setting, changing, and notifying users by email of password activities: Setting, changing, and email notification is addressed above. We do not have email notifications in place for every time your account is accessed, or accessed by a different device, or confirmation of successfully changing your password.

PCI DSS Certificate of Compliance

SecureTrust
a Trustwave company

Certificate of Validation

SAS70 Completed Type I Audit

This is to certify that

Carolina Biological Supply Company

, 6525 Judge Adams Rd, , Whitsett, North Carolina, US,

has successfully validated their compliance with the requirements of the PCI DSS Version 3.2.1 on 11/11/2022 .

This validation status is based on the self-assessment provided by Carolina Biological Supply Company regarding compliance with the Payment Card Industry Data Security Standard ("PCI DSS") Version 3.2.1 and is valid until 11/11/2023 pursuant to the conditions of issuing laid out below.

To remain compliant with PCI DSS, it is the responsibility of Carolina Biological Supply Company to:

a Maintain compliance with all PCI DSS requirements, particularly when there is any change to your systems. This compliance maintenance includes quarterly vulnerability scans for Internet facing systems (where applicable) and,

b Attest to your compliance on an annual basis.

Merchant ID: 425260075998

SAQ Type: A	PCI DSS Version: 3.2.1
Validation Status: Validated	Date of Validation: 11/11/2022
Scan Status: Not applicable	Date of Last Scan: Not applicable

Conditions of Issuing

1. Trustwave has issued this certificate to indicate that the aforementioned company has attested that they have met the requirements of the Payment Card Industry (PCI) standard as stated above.
2. The PCI Security Standards Council ("PCI SSC") representing card schemes, Visa, Mastercard, American Express, Discover Card, and JCB, produce and maintain the security standards and all content within same. Trustwave do not have any responsibility for the content or requirements of the PCI security standards.
3. This certificate is not endorsed by the PCI SSC and is produced solely by Trustwave for the records of the aforementioned company to indicate that they have validated their compliance.
4. This certificate offers no guarantee to the security, availability, or integrity of any systems or data held by the aforementioned company. Accordingly Trustwave accepts no liability to any third party in the event of loss or damage to systems or data due to any perceived lack of security or breakdown of current security measures.
5. Attestation to Compliance occurs at a point in time. This may not cover future compliance due to the changing nature of network and application infrastructure, future vulnerabilities or advances in hacking techniques or subsequent failure to act in accordance with applicable PCI DSS requirements.
6. The provision of this PCI DSS Report does not affect or impact in any way the obligations of Carolina Biological Supply Company under any Merchant Terms and Conditions in place.

Privacy and Security Policy

We Take Security Seriously

We take considerable precautions to assure the security and privacy of any information passed through our website, and we continually enhance our security measures as the online environment changes. Read more about how we keep your information secure below.

Your Privacy: Overview

This privacy policy (this "Privacy Policy") sets out the privacy policies and practices for Carolina Biological Supply Company (collectively "Carolina Biological") with respect to how Carolina Biological collects personal information. It also describes how Carolina Biological maintains, uses, and discloses personal information. This Privacy Policy applies to information collected from you by Carolina Biological via this website and other websites operated or provided by Carolina Biological (collectively, the "Sites"); and other places where or means by which we may collect personal information. This Privacy Policy also sets out how you can access certain information that Carolina Biological may collect about you.

Please note that the Sites may contain links to other third party websites that are not controlled or operated by Carolina Biological. This Privacy Policy does not apply to such third party websites, and Carolina Biological is not responsible for the content of such third party websites or the privacy practices of such third parties. Therefore Carolina Biological encourages you to request and review the privacy policies of any third parties before disclosing your personal information to such parties or when visiting such third party websites.

Consent

BY SUBMITTING PERSONAL INFORMATION TO CAROLINA BIOLOGICAL OR ITS SERVICE PROVIDERS AND AGENTS, YOU AGREE THAT CAROLINA BIOLOGICAL MAY COLLECT YOUR PERSONAL INFORMATION AND YOU CONSENT TO THE USE, DISCLOSURE AND TRANSFER OF YOUR PERSONAL INFORMATION IN ACCORDANCE WITH THIS PRIVACY POLICY AND AS PERMITTED OR REQUIRED BY LAW. Subject to legal and contractual requirements, you may refuse or withdraw your consent to certain of the purposes identified herein at any time by contacting Carolina Biological at the address provided below. If you refuse or withdraw your consent, you acknowledge that Carolina Biological may not be able to provide you or continue to provide you with certain services or information which may be of value to you.

Revisions to this Privacy Policy

Carolina Biological reserves the right, in our discretion, to change, modify, add, or remove portions of this Privacy Policy at any time and from time to time, without prior notice to you. However, Carolina Biological will treat your continued use of the Sites following such revision as your acceptance of the revised terms. All revisions will be posted to the Sites and will apply to any personal information collected on or after the date posted.

Collection of Your Information

Carolina Biological may collect personal information in connection with your use or purchase of Carolina Biological Supply's products and services.

Using other features of the Sites that may be offered from time to time, and may require such information in order to utilize the feature (including but not limited to making a Submission as defined in the Terms of Use).

The personal information that Carolina Biological may collect may include your name, username, password, email address,

Collection of Your Information *continued*

age, date of birth, gender, address, telephone number, credit card and debit card numbers (with expiration dates), personal preferences, and any other personal information that you choose to include in your profile, or in other communications to Carolina Biological. You represent and warrant that you have the right and authority or have obtained all necessary consents to provide any information, including any personal information of another individual, that is provided by you to Carolina Biological.

Carolina Biological may also collect information that may not be personal information, which may include, but is not limited to, the frequency of user visits to the Sites, the routes by which users access the Sites and Services and use of any hyperlinks available on the Sites. Carolina Biological or its service providers and agents may process and use this aggregate data for various purposes including, but not limited to, analysis of this data for trends and statistics, development of the Sites and Services and the Sites' and Services' features and offerings, assessing patterns of use, or planning and evaluating marketing initiatives. This information is gathered by certain tools and methods such as the collection of your IP address or the use of cookies and is maintained, used, and disclosed in aggregate form unless otherwise noted.

Cookies

Like many websites, Carolina Biological utilizes "cookies" to maintain a record of your visit to the Sites and your use of the Services. A cookie is a small text file that is transferred by a web server and stored on the hard drive of your computer or mobile device. It can only be read by the server that sent it to you. This information does not identify you personally and you remain anonymous unless you have otherwise provided Carolina Biological with personal information. Most web browsers automatically accept cookies. If you would prefer to prevent your computer from accepting Carolina Biological's cookies, you may follow your Internet browser's steps for doing so. Please note, however, that if you do disable cookies from your browser, you may not be able to access certain sections of the Sites.

IP Addresses

An IP address is a computer's numeric address, by which it can be located within a network. Carolina Biological may record your IP address when you visit or use services or features on the Sites. Carolina Biological may use your IP address for the purposes noted above, and to help diagnose problems with Carolina Biological's server, or to administer the Sites. Carolina Biological may also use your IP address to identify you when Carolina Biological feels it is necessary to enforce compliance with this Privacy Policy or the Terms of Use, or to protect the Sites, systems, information, employees, service providers, business partners, users, customers, and others.

Third Party Analytics and Tracking

Carolina Biological does not share customer name, email, or physical address information with third parties for marketing purposes. We use automated devices and applications provided by third parties, such as Google Analytics, to evaluate usage of our Sites. We also may use other analytic means to evaluate our Sites. Carolina Biological participates in marketing automation platforms to better understand how you use our website and apps across the various devices you use, and to deliver tailored promotions. We use these tools to help us improve our Sites, performance, and user experiences. These entities may use cookies and other tracking technologies which collect information to perform their services.

Carolina Biological collects transactional information and browse behavior on our website. Carolina Biological may use such information to offer you recommendations for products and services that are relevant to your interests. Carolina Biological uses the services of trusted third parties to offer you meaningful recommendations during the online experience.

Carolina Biological also works with trusted third parties that use tracking technologies to serve advertisements on our behalf across the Internet. These companies may use cookies and tracking pixels to collect non-personally identifiable information such as items viewed, items added to your shopping cart and items purchased during your visits to our website in order to help show advertisements on other websites likely to be of interest to you. If you would like more information about this practice or to opt-out of this use of your anonymous information, please visit **http://www.networkadvertising.org.**

Protection of Your Information

To prevent unauthorized access or disclosure, maintain data accuracy and facilitate the appropriate use of information, Carolina Biological uses physical, technological, and administrative procedures to protect the personal information that Carolina Biological collects from loss, unauthorized access, modification, disclosure, or other misuse.

Nevertheless, Internet or wireless transmissions are never completely private or secure. You understand that any messages or information you send to the Sites may be read or intercepted by others. If you have any questions, concerns, or requests about the security of personal information collected by Carolina Biological, you can contact us at **https://privacyportal-eu-cdn.onetrust.com/dsarwebform/a829cf9d-7136-408b-88bf-fb7ab7334627/dabe01e1-c341-4790-b750-ca3a642bf254.html.**

You should also be aware that certain aspects of the Sites are not confidential and are available for public viewing. For example, other users of the Sites will be able to view your shopping lists that are publicly available. Any submissions that you may post to any publicly available reviews or other publicly available features of the Sites are not confidential and may be viewed by other users of the Sites. By making personal information publicly available where the Sites allow you to do so, you consent to such publication by Carolina Biological or its service providers and agents. Please refer to the Terms of Use for additional provisions relating to user submissions that may apply to you.

Privacy Security and PCI Compliance

All sales at the Sites are protected by DigiCert Inc. Secure Server ID technology, which assigns Carolina Biological's server a unique digital ID. All information passed back and forth is encrypted to protect your privacy and security. To verify that your private information is protected through SSL technology, look for the "s" (for "secure") after "http" in the address bar and for the padlock icon. On pages where no confidential information is exchanged, the "s" and padlock icon are not displayed.

digicert®

DigiCert's SGC-enabled SSL Certificates provide 128- or 256-bit encryption to over 99.9% of the Sites visitors, including the tens of millions who use certain older versions of Windows® and Internet Explorer®.

Carolina Biological has attained Payment Card Industry-Data Security Standard (PCI-DSS) compliance. This means that when you shop the Sites, you can rest assured that you or your institution's credit/purchasing card and personal information is secure.

The PCI-DSS standard was developed by the PCI Security Standards Council to establish consistent data security measures around the globe and further ensure that your credit card data, account, and transaction information is safe from hackers or any malicious system intrusion.

Use of Your Personal Information

Upon Carolina Biological's collection of your personal information, Carolina Biological may use such personal information internally, separately, or in combination with pre-existing information, for the following purposes:

- To develop, enhance, market, or otherwise provide information, products, or services;
- To establish and conduct commercial relationships, including to process purchases or other transactions and to conduct or administer other transactions that you may engage in with Carolina Biological through the Sites;
- To conduct or administer contests, sweepstakes, or other promotions in which you have participated;
- To contact you and to respond to any communications that you may have had with us;
- To troubleshoot problems with the Sites;
- To customize your experience or homepage on the Sites;
- To develop and manage Carolina Biological's business and operations;
- To enforce Carolina Biological's Terms of Use or comply with this Privacy Policy;
- To detect and protect Carolina Biological and other third parties against error, negligence, breach of contract, fraud, theft, and other illegal activity, and to audit compliance with Carolina Biological's policies and contractual obligations;

Use of Your Personal Information *continued*

- To engage in business transactions, including the purchase, sale, lease, merger, amalgamation, or any other type of acquisition, disposal, securitization, or financing involving Carolina Biological;
- As permitted by, and to comply with, any legal or regulatory requirements or provisions;
- To access, preserve, disclose, and use your personal information contained in your account, all Submissions (as defined in the Terms of Use), all communications to and from you, all information relating to your use of the Sites, if Carolina Biological is required to do so by law or legal process or if Carolina Biological determines, in its sole discretion, that such action is necessary to protect the rights of Carolina Biological, third parties, and other users of the Sites or for purposes of responding to your request for customer service; or
- For any other purpose to which you consent.

Personal information collected by Carolina Biological may be transferred to, stored, and processed in the United States. While in another jurisdiction for processing, the information may be accessed by the courts, law enforcement, and national security authorities of that jurisdiction.

Disclosure of Your Information

Carolina Biological may disclose your personal information to its subsidiaries or affiliates and to third parties whom Carolina Biological hires to provide services on Carolina Biological's behalf, including, but not limited to, support services, website services, delivering promotional materials, contests, sweepstakes and other promotions, and answering customer questions about Carolina Biological's products and services. These subsidiaries, affiliates, and third parties may be located overseas. Carolina Biological will only provide those third parties with the personal information that they need to deliver the services to Carolina Biological and/or on Carolina Biological's behalf. Carolina Biological will not disclose your personal information to third parties for their direct marketing purposes without obtaining prior affirmative consent. In the event that Carolina Biological is involved in a business transaction, including the purchase, sale, lease, merger, amalgamation, or any other type of acquisition, disposal, securitization, or financing involving Carolina Biological, you consent to your personal information and any other information Carolina Biological may have collected being transferred to another party in connection with such transaction. You also consent to Carolina Biological disclosing your personal information to legal, financial, insurance, or other advisors in connection with such business transaction or management of all or part of Carolina Biological's business or operations; as consented to by you from time to time, including to fulfill any other purposes that are identified when the personal information is collected; or as otherwise permitted or required by law.

Retention of Your Personal Information

The personal information that you provide will be retained by Carolina Biological in accordance with applicable laws. However, Carolina Biological will take reasonable steps to destroy or permanently de-identify personal information it holds if it is no longer needed for Carolina Biological business purposes.

Choice and Opt-Out Preferences

Carolina Biological does not collect your personal information except in accordance with this Privacy Policy. If, at any time, you prefer not to receive further email communications from Carolina Biological (except in connection with information, products, or services that you specifically request), you will have the ability to unsubscribe from such communications by means of a link provided in the footer of every broadcast email that is sent to you by Carolina Biological. If, at any time, you prefer not to receive any other form of communication from Carolina Biological, you can also unsubscribe by signing into your Carolina.com account and managing your email preferences in your profile.

California Customers

If you have any questions, concerns or requests about the security of personal information collected by Carolina Biological, you can contact us through the various means listed below. If, at any time, you prefer not to receive further email

California Customers *continued*

communications from Carolina Biological (except in connection with information, products, or services that you specifically request), you will have the ability to unsubscribe from such communications by the following means:

- Email our Customer Support Team at **https://privacyportal-eu-cdn.onetrust.com/dsarwebform/a829cf9d-7136-408b-88bf-fb7ab7334627/dabe01e1-c341-4790-b750-ca3a642bf254.html**
- **Phone:** 800.334.5551 or 336.446.7600 (8:00am to 6:00pm, ET, Monday–Friday)

Access and Correction

Carolina Biological will take reasonable steps to ensure the personal information it holds is accurate, complete, and up-to-date. Upon your written request, subject to certain exceptions provided by law, Carolina Biological will inform you of the existence, use, and disclosure of your personal information and give you access to that information or request its deletion.

Additionally, if you have any questions or inquiries relating to our privacy practices or procedures, or if you believe that the personal information that Carolina Biological holds about you is not accurate, complete, or up-to-date, you may write to us at the address provided below.

If you can establish that the information is not accurate, complete, or up-to-date, Carolina Biological will take reasonable steps to correct the information so that it is accurate, complete, and up-to-date.

Request for Access and Correction, Questions or Comments

Carolina Biological welcomes questions and comments about this Privacy Policy. Requests for access and correction of your personal information, and questions or comments, should be directed to Carolina Biological at the address below:

Carolina Biological Supply Company
2700 York Road,
Burlington, NC
27215-3398
USA

If you have any questions, concerns, or requests about the security of personal information collected by Carolina Biological, you can contact us through **https://privacyportal-eu-cdn.onetrust.com/dsarwebform/a829cf9d-7136-408b-88bf-fb7ab7334627/dabe01e1-c341-4790-b750-ca3a642bf254.html**.

Carolina Biological Green Initiatives

The Box On Demand® Initiative

Years ago, Carolina had well over 100 different-sized corrugated cartons, ranging from large enough to fit a 50-gallon aquarium to small enough for a few test tubes or CD-ROM.

Despite this, our customers were all too often getting a box much too large for their order due to the lack of a right size container for the many possible combinations that could be in an order. We received feedback about the excessive amount of packing material inside a box, a thought that we as consumers have all probably had when we received packages full of styrene peanuts or some other void fill material.

Carolina began investigating equipment and technology that would enable our distribution center to make custom-sized boxes for each individual order. After visiting an Amazon facility to see this type of equipment in action in a very rigorous setting, we began developing a plan to install Box On Demand® equipment at Carolina Biological. This required re-engineering the entire packing line and automated conveyors and changing how we pack.

The result is that we now make over 80% of our shipping boxes "real-time on demand," apart from specific box requirements for some chemicals and some box types that we still purchase, like for aquariums. We are also consuming 70–80% less packing material and are shipping smaller packages.

In addition to the Box on Demand initiative, all our void fill materials are considered "green." Rather than conventional plastic, we use air pillows and quilts made from biodegradable film which breaks down rapidly once exposed to weather, along with a variety of brown paper fillers. If a product must be shipped using packing peanuts, we use biodegradable peanuts made from natural, nontoxic sources, such as wheat and cornstarch. These packing peanuts dissolve instantly in water and can be tossed into compost piles after a single use.

Reducing Plastic Use

Carolina has decreased its environmental footprint by encouraging reuse of plastic parts in its science kits and making chemistry products safer for students and teachers.

A company full of scientists, we have a natural interest in being environmentally conscious; we continuously investigate alternatives to materials and business practices that may harm the environment. With more than 17,000 science products for K–12 schools as well as colleges, Carolina considers materials that keep costs low for its customers and can be reused. Every material we select for manufacturing our products is tested for safety, durability, reusability, and ability to perform the intended task.

In developing science kits, we review how they can have the least environmental impact. In classroom kits, we look for ways that plastic items—such as cups and containers—can have multiple uses, allowing teachers to reuse the components multiple times.

Recognizing global concern about the use of plastic straws in the food industry and their impact on the environment, we investigated alternatives for the plastic straws students use in

Reducing Plastic Use *continued*

some of our science kits. These straws serve as axles, not straws for drinking beverages. Carolina found that paper straws are not durable enough and don't work well as a replacement for plastic for these science tasks. Also, after disassembling their projects, students can reuse the plastic straws for classroom activities, making the most sense for reducing waste.

Some Carolina kits contain their contents in durable plastic totes for classroom storage. This benefits school districts that rotate the kits among multiple schools by keeping the contents together and in good condition for reuse. We also provide resources that enable teachers to save paper by assigning students digital tasks instead of copying sets of 30-plus-page paper blackline masters for the class.

Safer, Greener Chemistry

Carolina always looks at the greenest alternative to make its classroom chemistry activities safe for teachers and students. We choose specific chemicals for educational chemistry products to be safer and environmentally friendly.

For example, in the Carolina Chemonstrations®: Isolating the Elements kit, students initially isolated four elements from different compounds and used sulfuric acid. Our product developer was able to re-engineer the kit to remove the need for sulfuric acid during this set of lab activities, making the investigation chemically safer.

Our organic chemistry kit, Carolina ChemKits®: Caffeine Extraction from Tea, used chloroform to extract caffeine from tea. Our product developer re-engineered the kit to remove the need for chloroform to make this chemically safer for classroom use.

Energy Consumption

We have switched nearly all of our lighting from incandescent and fluorescent bulbs to LED. This reduces our energy consumption, and unlike fluorescent bulbs, LED bulbs do not contain harmful metals like mercury.

Reduction of Chemical Waste

We have a xylene recycler in the Microscope slides department. This allows us to reclaim used xylene for reuse. This reduces costs and the volume of chemical waste generated.

Recycling of Cardboard

We recycle cardboard, which reduces the amount of refuse sent to landfills.

Carolina Biological Community Involvement

At Carolina Biological Supply Company, we recognize the immense value of actively engaging with and giving back to the communities we serve. Our commitment to social responsibility extends beyond our business operations, as we strive to make a meaningful impact through various avenues. Below, we outline some of the key aspects of our community involvement efforts:

1. **Volunteer Programs:** We actively encourage our employees to participate in volunteer programs that support local charities, schools, and nonprofit organizations. Whether it's mentoring students, participating in environmental clean-up activities, or serving meals at shelters, our team is dedicated to making a positive difference in the lives of others. We support our team members by providing paid time off for volunteering.

2. **Corporate Giving:** We believe in investing in the well-being of our communities through corporate philanthropy. Our company allocates a portion of its resources to support initiatives aimed at addressing pressing social issues, such as education, healthcare, and poverty alleviation. By partnering with reputable nonprofit organizations and community foundations, we ensure that our contributions have a meaningful and lasting impact. We achieve this through our Corporate Sponsorships and Team Member Matching Gifts Programs and our United Way of Alamance County Campaign in which we incentivize team members for making annual donations through payroll deduction.

3. **Team Member Engagement:** We understand that engaged team members are the driving force behind successful community involvement initiatives. That's why we foster a culture of volunteerism and social responsibility within our organization. By organizing team-based volunteer activities, we empower our team members to take an active role in giving back to their communities. Some examples include: cleanup of local parks and streams, Habit for Humanity builds, Feed the Hunger Packathon, providing Holiday Cheer to local nursing rehabilitation centers, and canned food collections.

In summary, we are deeply committed to being responsible corporate citizens and making a meaningful difference in the communities where we operate. We are proud of the positive contributions we have made thus far and remain dedicated to furthering our efforts to create a better, more equitable world for all.

Carolina Biological Supply Awards and Innovations

The First Company to Earn a NGSS Design Badge

Early in 2022, Carolina announced that its high school science lab Matter Cycling and Energy Transfer in Lake Ecosystems Kit was a recipient of the NGSS Design Badge, a top national award. Carolina is the first and only for-profit organization to have a lesson earn the NGSS Design Badge, which is awarded to science units designed for the Next Generation Science Standards® (NGSS)*.

To qualify, the unit had to earn the highest rating on the Educators Evaluating the Quality of Instructional Products Rubric for Science (EQuIP) on a review conducted by NextGenScience. NextGenScience's mission is to transform science teaching, learning, and leadership through equitable and evidence-based approaches to reviewing classroom instructional materials, designing professional learning, and developing system strategies.

With many science instructional materials claiming to be aligned to the NGSS, NextGenScience provides quality control through a rigorous review process of lessons and units that helps educators make smart decisions about which instructional materials to use for their science classes. As of November 2021, only about 4% of all units reviewed had been awarded the prestigious NGSS Design Badge.

The Carolina Kit 3D investigation earned a perfect 9 out of 9 score with an overall rating of E (Extensive) on the NextGenScience review. Carolina's team worked carefully to develop the unit over a 2-year period. Prior to this award, the NGSS Design badge had only been awarded to units or lessons from not-for-profit organizations.

The NGSS Design Badge provides assurance that a lesson or unit, whether free or purchased from a publisher, is designed for the NGSS. As a digital badge with embedded, detailed feedback about the materials, the evidence for why the badge was awarded follows the badge wherever it goes. It's critical that educators know not only that the materials are designed for today's science standards, but also that evidence supports this claim. The badge also gives publishers and developers a way to demonstrate to educators and science leaders that their materials are high-quality and designed for the NGSS.

To see the full story on our website, visit:
https://www.carolina.com/help/press-releases/2022/carolina-earns-prestigious-NGSS-badge

Voted Outstanding Vendor in Science Educators' Best of Show™

In 2020, Carolina was voted Outstanding Vendor from a field of 5 finalists at NSTA's inaugural Science Educators' Best of Show awards program.

Voters represented a cross section of NSTA Express's readers invited to vote on organizations they felt had a positive impact on student learning and consistently provided exceptional customer service.

The Science Educators' Best of Show™ awards program is a collaborative effort by Catapult X and the NSTA "that recognizes and celebrates the breakthrough products and services that have the potential to transform science and STEM teaching and learning—as chosen by science educators." In this first year of the awards program, over 2,000 science and STEM educators voted for their top picks in 11 categories. More than 50 organizations vied for awards.

Delivering a Hands-on Solution During Remote Learning

In the face of remote learning in 2020, Carolina introduced a new product line to help high schools provide high-quality, hands-on science instruction during COVID-19 disruptions. The solution included all the digital and physical components that individual students needed to complete science investigations for the entire school year from anywhere, boxed and ready to take home.

Carolina Kits 3D® Flex programs for remote learning served as a full-year lab program for either high school biology or chemistry, intended to complement the classroom teacher's curriculum and instruction. Each Flex product was a box of hands-on supplies that contained everything a student would need to complete take-home science labs and assignments from their teachers—from safety goggles to plasticware to safe, home-friendly chemicals. The program included access to digital resources, including instructional videos and digital labs, and was also available in an all-digital Flex Digital version.

Every student was provided with their own materials, while teachers were provided with extensive resources for remote learning. From detailed lesson plans to background materials to student worksheets, everything teachers needed was included. Teachers controlled the digital resources and assigned them as suggested in the lesson plans or as students progressed. The program was designed for both synchronous and asynchronous learning.

After a stressful spring 2020 semester for educators and students coping with school closures and remote learning, Carolina set out to help school districts and science teachers be better prepared for whatever that fall might bring. One of high school science teachers' primary concerns was that students were missing the hands-on investigations and collaborative experiences that are critical to the NGSS*. The disruption

Carolina Kits | 3D®

came so quickly that teachers could not prepare properly and frequently relied on whatever they could find online.

After interacting with science teachers and gathering feedback during the spring, the development team at Carolina looked toward Carolina Kits 3D® labs, which had been developed over the previous three years with NGSS consultants and then piloted in classrooms, as a solution to science learning disruptions. These lab kits each start with a real-world phenomenon and address all high school NGSS performance expectations in life, physical, and earth and space science. They also come with robust digital resources for the teacher and students.

Combining Carolina Kits 3D® hands-on investigations with engaging videos of actual hands-on labs and teacher demonstrations resulted in the development of the Carolina Kits 3D® Flex program. That program used a unique blend of hands-on investigations, teacher-led digital demonstrations, and digital student investigations to ensure safety, authentic data collection, and valuable laboratory experiences.

To see the full story on our website, visit:
https://www.carolina.com/help/press-releases/2020/carolina-biological-introduces-flex-for-remote-science-instruction

*Next Generation Science Standards® is a registered trademark of WestEd. Neither WestEd nor the lead states and partners that developed the Next Generation Science Standards were involved in the production of this product, and do not endorse it.

Carolina Biological Supply W-9 Form

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

CAROLINA BIOLOGICAL SUPPLY COMPANY

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☑ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions ☐

5 Address (number, street, and apt. or suite no.). See instructions.

2700 YORK RD

Requester's name and address (optional)

6 City, state, and ZIP code

BURLINGTON, NC 27215

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-				

or

Employer identification number

5	6	-	0	3	6	4	3	6	7

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person Charlotte Mikel Date 5/20/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

NC Certificate of Existence 2024

NORTH CAROLINA
Department of the Secretary of State

CERTIFICATE OF EXISTENCE

I, ELAINE F. MARSHALL, Secretary of State of the State of North Carolina, do hereby certify that

CAROLINA BIOLOGICAL SUPPLY COMPANY

is a corporation duly incorporated under the laws of the State of North Carolina, having been incorporated on the 7th day of May, 1947, with its period of duration being Perpetual.

I FURTHER certify that, as of the date set forth hereunder, the said corporation's articles of incorporation are not suspended for failure to comply with the Revenue Act of the State of North Carolina; that the said corporation is not administratively dissolved for failure to comply with the provisions of the North Carolina Business Corporation Act; that its most recent annual report required by N.C.G.S. 55-16-22 has been delivered to the Secretary of State; and that the said corporation has not filed articles of dissolution as of the date of this certificate.

Scan to verify online.

Certification# 118334872-1 Reference# 20700038- Page: 1 of 1
Verify this certificate online at https://www.sosnc.gov/verification

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 23rd day of January, 2024.

Elaine F. Marshall

Secretary of State

September 16, 2024

Cooperative Purchasing Connection
Amy Lohse
1001 E Mount Faith Ave
Fergus Falls, MN 56537

Dear CPC,

Enclosed is our proposal to provide you with instructional materials and classroom supplies for the period of October 1, 2024 – September 31, 2026. Prices and availability are subject to change due to market conditions and supply chain disruptions. Below are benefits and important features.

- **Free standard freight on orders of $250 or more—** you receive FREE standard freight on orders of **$250 or more. Note:** Living and perishable materials, hazardous chemicals, kits containing hazardous chemicals, furniture, drop-shipped items, and preserved specimens are subject to additional shipping fees. Motor freight shipments are dock delivery only; for inside delivery of motor freight shipments and expedited shipping methods additional fees apply. **Shipping and handling fees apply to all orders less than $250.**

- **Contract pricing**—contract price is 10% off our list price at www.carolina.com. When you log in to **www.carolina.com** with a registered Carolina Online Account linked to your contract, you can see contract pricing, use a purchase order (if applicable), and apply a tax exemption (if applicable). To register and link your account, click on "My Account" at www.carolina.com and follow the prompts. Please call Customer Service at 800.334.5551 (8 am to 8 pm, ET, Monday–Friday) if you need help with registering and linking.

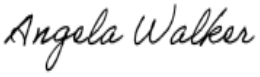
- **Payment and terms**—Please reference **Proposal No. P107518** on purchase orders and all orders submitted during the contract period. We will send you an invoice for each individual shipment and a corresponding packing list will be included with each delivery. Our terms are net 30 days. If you create a new bill-to account, be sure to mention contract eligibility.

- **Exclusions**—This proposal cannot be used in conjunction with any other bid responses, phone or written quotations, price agreements, or promotions. Smithsonian products, Building Blocks of Science® products, OpenSciEd products, Twig products, our K–8 curriculum, Carolina Distance Learning® kits and other select product exclusions are sold at list price. They are ineligible for discounts and subject to shipping and handling fees. A list of items ineligible for discounts is available upon request, please email request to pricingagreements@carolina.com.

- **Participating institutions**—Please provide a list of all participating institutions and their addresses using the enclosed form. This information is very important to ensure that those institutions receive your contract discount. Email or mail it to the address provided at the top of the form.

Please feel free to email me at pricingagreements@carolina.com or phone me at 800.334.5551 ext.7688 if you have any questions. I look forward to hearing from you soon and assisting you in the future.

Sincerely,



Angela Walker
Contract Manager

P.S. Please be sure to reference **Proposal No P107518** on all purchase orders and correspondence.

Participating Institutions Form, Contract No. P107518

Please list all participating institutions below and email or mail this form to us at your earliest convenience.

Email form to:
pricingagreements@carolina.com
Subject: Attn: Contract Department

Mail form to:
Attn: Contract Department
Carolina Biological Supply Company
2700 York Road
Burlington, NC 27215-3398

Name _____
Institution _____
Address _____
City _____
State/Zip _____

Name _____
Institution _____
Address _____
City _____
State/Zip _____

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Institution _____
Address _____
City _____
State/Zip _____

Carolina Biological Supply Company

Last Updated:20-May-2024

Company Overview

D-U-N-S Number:	00-321-9789	**Country/Region:**	USA
Primary Name:	Carolina Biological Supply Company	**Phone:**	(336) 584-0381
Alternate Names:	CAROLINA BIOLOGICAL SUPPLY COMPANY	**Web Site:**	www.carolina.com
CAGE codes:	59896	**Congressional District:**	4
Address:	2700 York Rd, Burlington, NC, 27215, USA	**Location:**	Headquarters

Predictive Scores & Ratings

SSI	3
SSI Level of Insight	B - Robust Prediction
SER	3
SER Data Depth	B
Paydex	64
Failure Score (1-100)	38
D&B Rating	1R3
	3
Performance Rating	★★★★½

Supplier Overview

Supply Base Member	No
Supplier IDs	Not Available
National Business IDs	
Employer ID Number (EIN):	560364367
Global Parent	CAROLINA BIOLOGICAL SUPPLY COMPANY SSI :3 Last Update :20-May-2024
SIC Codes	3826 - Analytical instruments 50490103 - Laboratory equipment, except medical or dental 3829 - Measuring and controlling devices, nec

UNSPSC Codes	3821 - Laboratory apparatus and furniture 2836 - Biological products, except diagnostic 48000000- Service Industry Machinery and Equipment and Supplies
NAICS Codes	423490-Other Professional Equipment and Supplies Merchant Wholesalers
CAGE Codes	59896
Congressional District	4
SME Classification	Not Available
Supplier Diversity	
Minority Owned (US)	No
Minority Business Enterprise	No
African American Owned	No
Asia-Pacific American Owned	No
Hispanic American Owned	No
Native American Owned	No
Indian Sub-Continent American Owned	No
Women Owned	No
Women Owned Business Enterprise	No
Women Owned (Other)	No

Veteran Owned (US)	No
Veteran Business Enterprise	No
Disabled Veteran (Certified)	No
Disadvantaged Veteran (Certified)	No
Service-Disabled Veteran	No
Vietnam Veteran Owned	No
Veteran Owned (Other)	No
Small Business (US)	No
SBA Certified HUB Zone	No
SBA Certified 8(a) Program	No
SBA Certified Small Disadvantaged	No
Disadvantaged Business Enterprise	No
Certified Small Business	No
Small Business (SBA Size Standard)	No
Green	No
Airport Concession Disadvantage Business Enterprise (ACDBE) (US)	No
LGBTQ Owned	No

SSI And SER

Paydex and Performance Rating

Financial and Legal Indicators

Disaster	OFF
Criminal proceedings	OFF
Financial/Legal	OFF
Operations	OFF
Suits/Judgements	ON
Liens/Claims	ON
Out of business	OFF
Other Special Event	OFF

Government Indicators

Indicator	Value	Family	Company
EPLS	-	OFF	OFF
(Family Information is not available)			
EPA Formal Actions(5yrs)	-	OFF	OFF
(Family Information is not available)			
Alleged Current Violations	-		
EPA Penalties (5 yrs)			
EPA Penalty last Date			
EPA Amt. of Last Penalty			
OSHA	-	OFF	OFF
(Family Information is not available)			
GCL (formerly known as OFAC)	-	OFF	OFF

Bankruptcy OFF

Financial Characteristics (USD $)

Employer ID Number (EIN): 560364367

Statement Date : NA

Annual Sales : NA

Net Income : NA

Net Worth : NA

Cash : NA

Accounts Receivable : NA

Total Current Assets : NA

Inventory :NA

Total Assets :NA

Accounts Payable : NA

Total Current Liabilities : NA

Total Liabilities : NA

Current Ratio : NA

Quick Ratio : NA

Total Employees : 435

Sales/Employees : $Not Available

Year Started : 1927

Management Control : 1927

Custom Fields

Spend	Not Available
Spend Rank	Not Available
SKU Count	Not Available
SKU Impact Rank	Not Available

Last Updated On:	**Not Available**
Last Updated By:	**Not Available**

Predictive Scores

SSI

Description:

Entities with an SSI of 3 have a failure rate of approximately 0.41% over the next three months.
-Ranks within the middle third of the businesses in the global supply base for risk of ceasing operations or filing for bankruptcy.
-Ranks within the middle third of the businesses in the same country for risk of ceasing operations or filing for bankruptcy.
-Ranks within the upper third of the businesses in the same primary industry in the US for risk of ceasing operations or filing for bankruptcy.

Commentary:

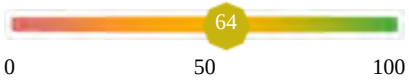
-Number of inquiries suggests potential higher risk.
-UCC Filings reported.
-Low Paydex score.
-Evidence of open suits, liens, and judgments.

SER

Commentary:

- Unstable Paydex over last 12 months
- Proportion of past due balances to total amount owing
- Evidence of open liens
- Proportion of slow payment experiences to total number of payment experiences reported
- Business belongs to an industry with above average risk of ceasing operations or becoming inactive

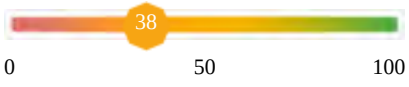
Paydex



Description:

The D&B payment score (Paydex) is a score that assesses the historical payment performance of a business. The score corresponds to an average number of days beyond terms or within terms and is based on all the trade experiences associated with this business in D&B's database. More specifically, the Paydex is a dollar-weighted average of a company's combined individual payment experiences and ranges from 0-100, with higher scores representing businesses that pay their bills more promptly. In most cases, at least three trade experiences are required for the Paydex to be calculated.

Failure Score (1-100)



Commentary:

- Composite credit appraisal is rated fair
- UCC filings reported
- Low proportion of satisfactory payment experiences to total payment experiences
- High proportion of slow payment experiences to total number of payment experiences
- Unstable Paydex over last 12 months

- High proportion of past due balances to total amount owing

Failure Score Class (formerly known as FSS Class)

Commentary:

The Financial Stress Score predicts the likelihood of a firm experiencing financial stress over the next 12 months.D&B defines a financially stressed company as one that obtains legal relief from its creditors, ceases business operations without paying all its creditors in full, voluntarily withdraws from business operations and leaves unpaid obligations, goes into recievership or reorganization, or makes an arrangement for the benifit of creditors over the next 12 month period, based on the information in D&B's commercial database

CCS Percentile

Commentary:

The Commercial Credit Score Percentile is a 1–100 ranking where a percentile of 1 has highest probability of delinquency and a percentile of 100 has the lowest probability of deliquency.

CCS Class

Description:

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months. D&B defines severe delinquency as a business with at least 10% of its payments 91 days or more past due, based on the information in D&B's commercial database. A Commercial Credit Risk Class of 1-5 is a segmentation of the scoreable universe into five distinct groups where a one (1) represents businesses that have the lowest probability of delinquency, and five (5) represents businesses with the highest probability of delinquency. This Class enables a customer to quickly segment their new and existing accounts into various risk segments to determine appropriate marketing or credit policies. Note: Commercial Credit Scores are not calculated for those businesses designated as "Discontinued at This Location", "Open Bankruptcy", or "Higher Risk". These records are automatically assigned a score of zero (0).

D&B Rating

1R3

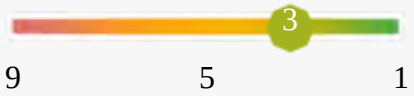
Description:

The D&B Rating is a multi-dimensional risk assessment tool that is comprised of two parts:
(a)The first part indicates the size of the company,based primarily on net worth or issued capital.
(b)The second part assesses the likelihood of failure or overall credit standing.

Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months. The D&B Viability Rating is made up of 4 components.

3 Viability Score

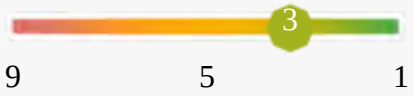


Compared to All US Businesses within the D&B Database

The D&B Viability Score is a predictive rating of 1-9 where 1 is the lowest probability of going out of business or becoming inactive over the next 12 months compared to approximately 30M US businesses in D&B's database and 9 is highest probability of going out of business or becoming inactive.

Level of risk:	Low
Businesses ranked 3 have a probability of becoming no longer viable:	3%
Percentage of businesses ranked 3:	15%
Across all US businesses, the average probability of becoming no longer viable:	14%

3 Portfolio Comparison

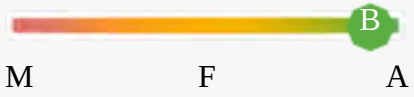


Compared to All US Businesses within the D&B Database

The D&B Portfolio Comparison is a predictive rating of 1-9 where 1 is the lowest probability of going out of business or becoming inactive over the next 12 months compared to other businesses within the same model segment and 9 is the highest probability of going out of business or becoming inactive.

Model Segment:	Established Trade Payments
Level of risk:	Low
Businesses ranked 3 have a probability of becoming no longer viable:	3%
Percentage of businesses ranked 3 within this model segment:	11%
Within this model segment, the average probability of becoming no longer viable:	5%

B Data Depth Indicator



Compared to All US Businesses within the D&B Database

The D&B Data Depth Indicator is a descriptive rating of A-G and H-M. A-G is assigned on a report card-like scale where A is assigned to businesses with the highest level of predictive data including compete firmographics, extensive commercial trading activity, and comprehensive financial attributes and G is assigned to business with the lowest level of predictive data including basic identify data only. H-M are special categories that override the A-G rating giving our customers further insight when D&B has confirmation that a business has met one of six risk conditions.

Data Depth Indicator
Rich Firmographics

Extensive Commercial Trading Activity
Basic Financial Attributes

G	Company Profile Close	Finanical data **Not Available**	Trade payments **Available**	Company Size **Large**	Years in Business **Established**

Compared to All US Businesses within the D&B Database

The D&B Company Profile: descriptive rating A-X and Y-Z where A is the largest, most established businesses with complete, comprehensive data reported in the D&B database and X is the smallest, youngest businesses with basic firmographic data only. Y is assigned to a branch location and Z is assigned to a business that is a subsidiary.

Financial Data:	Not Available
Trade Payments:	Available: 3+Trade
Company Size:	Large: Employees:50+ or Sales: $500K+
Years in Business:	Established: 5+

Performance Rating

Global performance

★ ★ ★ ★ ½

5049 - Professional equipment, nec

Internal performance

☆ ☆ ☆ ☆ ☆

5049 - Professional equipment, nec

Category	Internal	Global
RELIABILITY How reliably do you think this company follows through on its commitments?	0	87
COST How closely did your final total costs correspond to your expectations at the beginning of the transaction?	0	85
ORDER ACCURACY How well do you think the product/service delivered matched your order specifications and quantity?	0	87

DELIVERY/TIMELINESS How satisfied do you feel about the timeliness of the product/service delivery?	0	83
QUALITY How satisfied do you feel about the quality of the product/service provided by this company?	0	87
BUSINESS RELATIONS How easy do you think this company is to do business with?	0	84
PERSONNEL How satisfied do you feel about the attitude, courtesy, and professionalism of this company's staff?	0	79
CUSTOMER SUPPORT How satisfied do you feel about the customer support you received from this company?	0	85
RESPONSIVENESS How responsive do you think this company was to information requests, issues, or problems that arose in the course of the transaction?	0	82

Top Competitors

Data Not Available

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 9/16/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh & McLennan Agency LLC 2301 Sugar Bush Road, Suite 600 Raleigh NC 27612	**CONTACT NAME:** Carrie Fowler, CISR **PHONE (A/C, No, Ext):** 919-786-5673 **FAX (A/C, No):** 212-948-9258 **E-MAIL ADDRESS:** macertrequest@marshmma.com
INSURED CAROLBIOLO Carolina Biological Supply Company 2700 York Road Burlington NC 27215	**INSURER(S) AFFORDING COVERAGE** — **NAIC #** **INSURER A :** Travelers Cas & Surety Co of America — 31194 **INSURER B :** Travelers Prop & Casualty Co of America — 25674 **INSURER C :** Travelers Casualty Ins Co of America — 19046 **INSURER D :** Travelers Indemnity Company — 25658 **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** 1449323198 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
B	X **COMMERCIAL GENERAL LIABILITY** [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [X] POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:			6306X704930	4/1/2024	4/1/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG $	$ 1,000,000 $ 1,000,000 $ 10,000 $ 1,000,000 $ 2,000,000 $ 2,000,000 $
B	**AUTOMOBILE LIABILITY** X ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS X HIRED AUTOS ONLY X NON-OWNED AUTOS ONLY			8106X704813	4/1/2024	4/1/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) $	$ 1,000,000 $ $ $ $
C	X **UMBRELLA LIAB** X OCCUR **EXCESS LIAB** [ ] CLAIMS-MADE [ ] DED X RETENTION $ 0			CUP7X636256	4/1/2024	4/1/2025	EACH OCCURRENCE AGGREGATE $	$ 15,000,000 $ 15,000,000 $
D	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** Y / N ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? [ ] **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		UB6X737961	4/1/2024	4/1/2025	X PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000
A	Cyber Liability			107791629	3/1/2024	3/1/2025	$5,000,000 Limit	$50,000 Retention

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

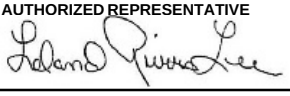
CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E Mount Faith Ave
Fergus Falls MN 56537
USA

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Celebrate Planet Earth

General Comments: Thank you for the opportunity to submit this proposal.

General Attachments: RFP 25_2 Submission 9-12-24.pdf

800-698-4438 · CelebratePlanetEarth.org

PO Box 1536 · Santa Fe, NM · 87504-1536

September 2024

Cooperative Purchasing Connection

Amy Lohse

alohse@lcsc.org

(218) 737-6535

RE: RFP 25.2 Instructional Materials & Classroom Supplies

Thank you for the opportunity provided to submit this proposal. We appreciate the time and effort involved in considering our proposal to partner with the Cooperative Purchasing Connection, in order to deliver high quality live science materials, curriculum and customer service to your districts.

Best Regards,

Alia Munn, Operations Manager

Celebrate Planet Earth

1-800-698-4438

Company Information

Name of Company: Celebrate Planet Earth

Company Address: 1666 ½ Cerro Gordo Road (REMIT TO): PO Box 1536

City, State, Zip code: Santa Fe, NM 87504

Website: https://celebrateplanetearth.org/

Phone: 800-698-4438 | 505-986-6040

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Jon Weaver (Director)	jon@celebrateplanetearth.org	505-986-6040
Contract Manager	Alia Munn (Operations)	alia@celebrateplanetearth.org	505-986-6040
Sales Manager	Alia Munn		
Marketing Manager	Jon Weaver		
Customer Service Manager	Alia Munn		
Account Manager(s)	Alia Munn		

Field Code Changed

Formatted: Hyperlink

~~List who will be responsible for receiving updated participation lists.~~

~~Name~~	~~Email~~	~~Phone~~

~~List who will be responsible for submitting sales reports and administrative fee payments every quarter.~~

~~Name~~	~~Email~~	~~Phone~~

~~List who will be responsible for conducting audits as requested by CPC.~~

~~Name~~	~~Email~~	~~Phone~~

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name: 501 c 3 Non-profit	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

September 2024

VENDOR INFORMATION FOR SCHOOL DISTRICTS

Physical address:
Celebrate Planet Earth
1666 ½ Cerro Gordo Road
Santa Fe, NM 87501

Remit to:
Celebrate Planet Earth
PO Box 1536
Santa Fe, NM 87504

DUNS#: 806669545
PHONE #: 1-800-698-4438 | 505-986-6040
CONTACT: Alia Munn, Operations Manager | Customer Service
EMAIL: alia@celebrateplanetearth.org | orders@celebrateplanetearth.org

ORGANIZATION TYPE: Non-Profit Organization – Earth's Birthday Project, incorporated 6/10/1988 in Delaware, US. **DBA** Celebrate Planet Earth, 2019.

PRODUCT: Live Painted Lady Butterfly Caterpillars, Giant non-GMO sunflower seed kits for early childhood life-cycle education. All associated curriculum available on website by grade: https://celebrateplanetearth.org/learning/0

MISSION & VISION: Celebrate Planet Earth puts nature into the hands of children. With classmates and family members, children plant sunflower seeds, observe the metamorphosis of butterflies, feed birds, and care for gardens and trees. Our aim is to inspire millions of children to celebrate and protect the Earth every year through actions large and small.

BULK DISCOUNT PRICING AVAILABLE FOR DISTRICT PURCHASING

Questionnaire

RFP #25.2 Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

CPE maintains a robust capacity to prioritize any and all district contracts

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ *Yes* _X_ *No*

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ *Yes* _X_ *No*

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

The Earth's Birthday Project was founded in 1987 after being part of a historical event on Earth Day in Central Park which largely brought children to the environmental movement. Since then, children across the United States have protected critical habitats in 7 countries with acts both large and small, raised millions of caterpillars into butterflies and sprouted millions of sunflowers to flowers. In 2019, our DBA, Celebrate Planet Earth was added. Thousands of educators across the country rely on our simple STEM certified classroom kits, which remain an all-time favorite activity for children every spring. Celebrate Planet Earth offers free bi-lingual curriculum by grade on our website under the Learning tab. We aim to provide the most streamlined, effective and excellent customer service, with the goal of putting nature into the hands of thousands more children every year. Celebrate Planet Earth grows children who love and protect the Earth, our home.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

~~**Describe your customer retention (i.e. customers who are served that continue to be repeat customers).**~~

Celebrate Planet Earth has maintained a high percentage of repeat customers over the past 20 years. Educators rated their satisfaction with Celebrate Planet Earth, both the experience itself and live customer service with a 100% approval rate in 2024, along with the promise to continue to return each year. We provide personalized, live customer support and aim to make the purchase and delivery of materials simple. We insure the proper packaging of bulk live materials to arrive safely and on time, quickly providing replacement materials when necessary.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

On average, we deliver materials to around 14,000 classrooms and/or homeschools per season, including several large districts.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

80%

5. Describe your experience and sales approach your company will take with participating public agencies.

Celebrate Planet Earth began working with bid proposals for districts in 2020. These public agency contracts are regarded as a high priority as the potential to reach the most children across a broad spectrum of demographic areas as possible.

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	SEE ATTACHED LIST OF BUSINESS REFERENCES INCLUDED WITH PROPOSAL
Service/Product Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Reference #2 – Company Name	SEE ATTACHED LIST OF BUSINESS REFERENCES INCLUDED WITH PROPOSAL
Service/Product Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

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The references below pertain to repeat district purchases of life science materials from Celebrate Planet Earth during and before 2023. Celebrate Planet Earth ships live materials weekly, with high quantity capability direct from the facility via FedEx..

1. West 40 ISC #2
   4413 West Roosevelt Road, Ste. 104 Hillside,
   IL 60162
   Contact: Mirtha Medina
   Phone: 708-449-4284 x 1002
   Email: mmedina@west40.org

2. Cypress Fairbanks Science Resource Center
   11206 Telge Road
   Cypress, TX 77429
   Contact: Lesley Garcia
   Phone: 281-897-4314
   Email: lesley.garcia@cfisd.net

3. Kingston City Schools
   21 Wynkoop Place
   Kingston, NY 12401
   Contact: Shawna Mathis
   Phone: 845-943-3016
   Email: gmathis@kingstoncityschools.org

4. Pojoaque Valley School District
   1574 State Road 502
   Santa Fe, NM 87506
   Contact: Lillian Griego
   Phone: 505-819-2306
   Email: lmb@pvs.k12.nm

Reference #3 – Company Name	SEE ATTACHED LIST OF BUSINESS REFERENCES INCLUDED WITH PROPOSAL
Service/Purchase Purchased	Click or tap here to enter text.
Year of Purchase	Click or tap here to enter text.
Reference Contact	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Celebrate Planet Earth ships all live insects for schools out of the largest biological facility in the country based in Burlington, South Carolina via FedEx every Tuesday, to arrive every Thursday via FedEx throughout the season: March through October. The Earth's Birthday Project dba Celebrate Planet Earth has maintained a primary relationship with our shipper for over 30 years. Celebrate Planet Earth primarily serves early education with the Painted Lady Butterfly Caterpillars, as well as giant non-GMO Sunflower Kits, and maintains a special niche within the larger context of science supplies and materials for educators. Our office is maintained in New Mexico, where we also provide in person programs in elementary schools and civic organizations that partner and work with outdoor education.

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2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

Celebrate Planet Earth is a 501 C 3 Non-profit organization that has been doing conservation work in critical habitats for over 30 years. Every purchase of our materials generates a donation to indigenous groups working in the Rainforest (currently Ecuador) in a variety of regions. Our butterfly and bee finger puppets are our original creation, and are knit by women's collectives living in the conservation areas we support. We also employ a curriculum specialist with years of teaching. Our team is small and solely focused on services and products for early childhood educators.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

Quotes are provided upon demand; Thursday delivery dates may be pre-selected at any time of the year along with Purchase Orders. CPE ships materials every Tuesday for Thursday deliveries via FedEx beginning in March – October annually.

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Purchase Orders may be submitted via email to orders@celebrateplanetearth.org. Invoices for Purchase Orders are due Net30 upon delivery of materials. Price quotes provided prior to shipping season are honored after January catalog is released, regardless of potential price increases in the new year. Confirmation email with invoice for order is immediate upon placement in system. Shipping email generates the week of shipment along with tracking information, which our customer service tracks personally for customers. We also accept purchase cards from districts, ACH payments, and all credit cards, which are charged upon placement of order regardless of pre-selected ship date.

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4. **Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.**

Celebrate Planet Earth has large capacity fulfillment of caterpillar kits, (we have never sold out as the supply is continuous) with the *very rare* chance that the sunflower kits are sold out by May. Delivery dates are pre-selected, and materials are picked up from the docks every Tuesday for delivery country-wide via 2-day FedEx. If there is a local delay, our customer service will communicate about the delay until the materials reach the customer satisfactorily. Replacement materials are expedited when necessary at no additional cost to the customer if materials are damaged by FedEx in any way.

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5. **Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.**

Live customer service is available from 6am EST to 6pm PST Monday – Friday throughout the season. Immediate response to any issues is available, with solutions tailored per incident: free replacement of damaged items, immediate shipment of

missing items, etc. and partial & full refunds for late delivery of materials which may exist beyond our control (local delays with FedEx etc)

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Contractual agreements are reviewed by Operations Manager, who is the sole customer service representative, and organization Director. Operations Manager interfaces directly with the manufacturers daily, maintaining clarity and precision of bulk shipping processes to meet our customers' needs.

7. Describe your company's contract implementation or customer transition plan.

Contractual agreements are signed and held as a focus for implementation by Customer Service, who is 100% responsive. Transition to manufacturer as direct provider is a possibility if rare irreparable and or unseen situations should occur that would prohibit CPE from providing materials directly.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

No known experience with punch-out or cXML marketplace systems.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

x Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

Discounts will be visible on both quotes and invoices

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

No minimum order, but discounts only apply to larger quantities beginning at 50.

4. Describe your warranty and warranty process for all products and services.

Classrooms with less than 50% success rate (at least 3 healthy butterflies out of 6) are provided with replacement materials at no extra charge.

5. Describe the return process and restocking fees associated with a return.

We only accept returns of unopened sunflower kits; live caterpillars are not technically returnable, although in the rare case where the school was closed on multiple attempts, FedEx will return materials to the shipper unless otherwise guided on time. Schools are generally informed that a delivery attempt was made and personally advised by customer service. If large orders are being shipped directly to a warehouse or district office, there tends to be no issue.

6. Describe any promotional opportunities on top of contract pricing that might be additionalavailable. ~~discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.~~

Sales may occur & coupon codes may be released at any time during season. CPE sends out group emails to apprise customers of these sales events in advance of when they happen, but they may not be applied to existing orders that are already set to ship.

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7. **Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.**

We accept checks/credit cards/payment cards for Purchase Orders, and all forms of credit cards for single users. We also accept Paypal and Venmo. There are no fees assessed for our customers in using any of these forms of payments, even after Net30 term is exceeded. In those cases, customers may not make any new orders until the prior invoice is paid.

8. **Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.**

Celebrate Planet Earth is committed to the best price available, and only makes slight increases every two years if necessary due to increased costs of labor and/or shipping.

9. **Describe how future product introductions will be priced and align with contract proposed pricing.**

Our products will consistently remain the same – any additional products or kits will be priced along the same lines as what is offered in our catalog. We are very committed to offering primarily live caterpillars, sunflower seeds, ladybugs, and hand-knitted pollinator finger puppets.

10. **Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.**

Celebrate Planet Earth will abide by any auditing processes required by an individual contract. Our financial records are transparent as a non-profit organization; CPE maintains a Certificate of Good Standing with the State of New Mexico.

11. **Provide any additional information relevant to this section.**

Click or tap here to enter text.

Value Add

1. **Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.**

Excellent associated curriculum by grade, personalized customer support; free promotional materials when available

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

None noted

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

None noted

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name CELEBRATE PLANET EARTH **Date** 8.20.24

Address 1666 1/2 Cerro Gordo Rd **City, State, Zip** Santa Fe, NM 87501

Contact Person Alia Munn **Title** Operations Manager

Authorized Signature _____ **Title** Operations Manager

Email alia@celebrateplanetearth.org **Phone** 505.986.6040

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency _____ **Authorized Signature** _____

Name _____ **Title** _____

Awarded this _____ **day of** _____ **Contract #** _____

Contract/Agreement to Commence _____

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Celebrate Planet Earth **Authorized Signature** [signature]

Full Name Alia Munn **Title** Operations Manager

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

The Earth's Birthday Project, Inc

2 Business name/disregarded entity name, if different from above

Celebrate Planet Earth

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) ▶ Non-profit Corporation

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

PO Box 1536

Requester's name and address (optional)

6 City, state, and ZIP code

Santa Fe, NM 87504

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

1	3	–	3	5	0	0	6	3	7

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ _____ Date ▶ **2 February 2024**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

ONLY COMPLETE THIS FORM IF THERE IS A CONFLICT

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity N/A

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. *See* Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 **Name of vendor who has a business relationship with local governmental entity.**

2 ☐ **Check this box if you are filing an update to a previously filed questionnaire.** (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 **Name of local government officer about whom the information is being disclosed.**

_____
Name of Officer

4 **Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.**

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes ☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes ☐ No

5 **Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.**

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 _____ Signature of vendor doing business with the governmental entity

_____ Date

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

(A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;

(B) a transaction conducted at a price and subject to terms available to the public; or

(C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

***

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds $2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than $100 in the 12-month period preceding the date the officer becomes aware that:

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

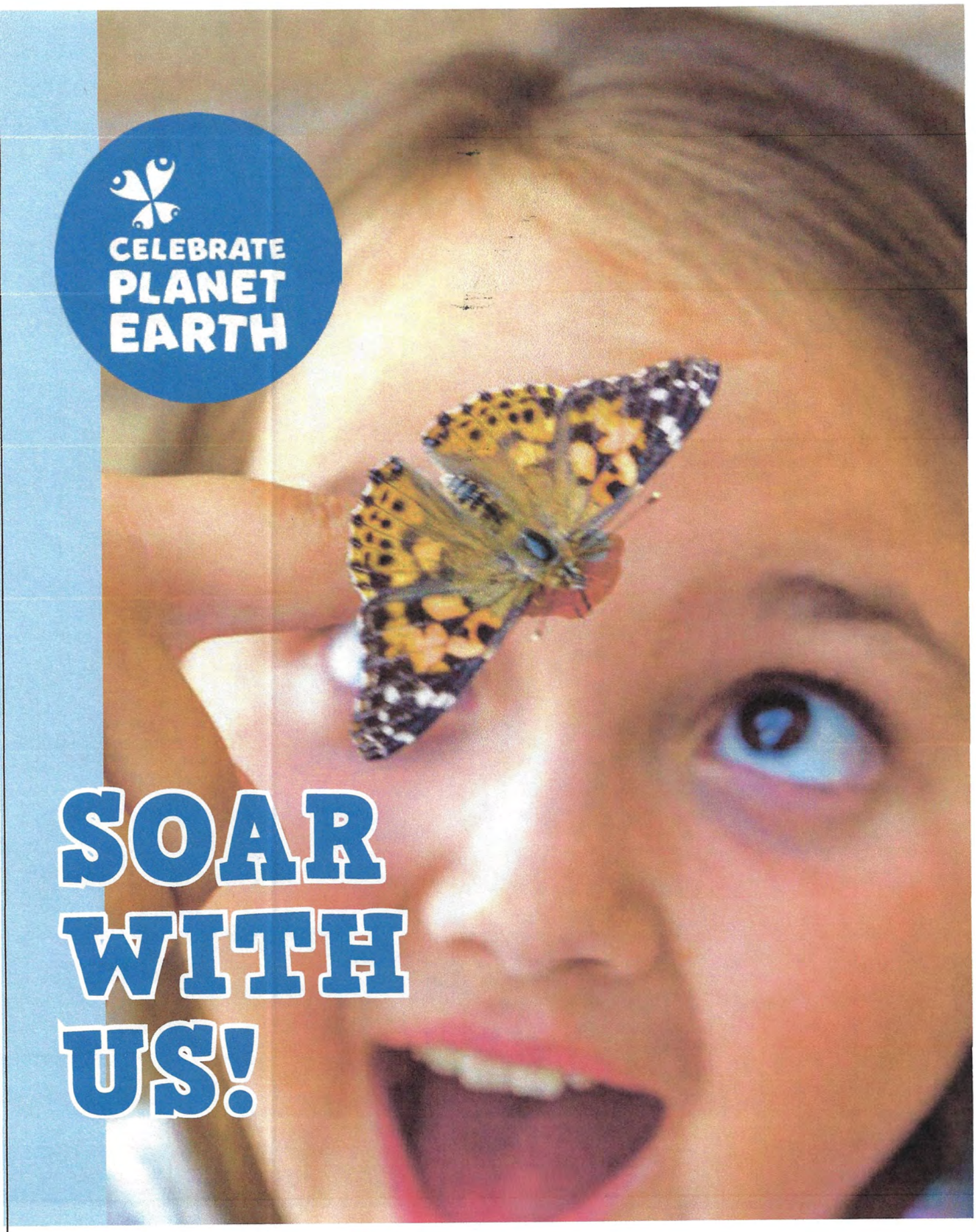
(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.


CELEBRATE
PLANET
EARTH
SOAR
WITH
US!

BASIC BUTTERFLY KIT
$21.95 ***EVERYTHING YOU NEED!***

- 3-5 painted lady butterfly **CATERPILLARS** *in a clear cup with food & a ventilated lid*
- Easy **HOUSE** for your butterflies
- Colorful **POSTER** about life cycles & care info
- Reproducible butterfly finger puppet for fun
- *Shipped March through October*

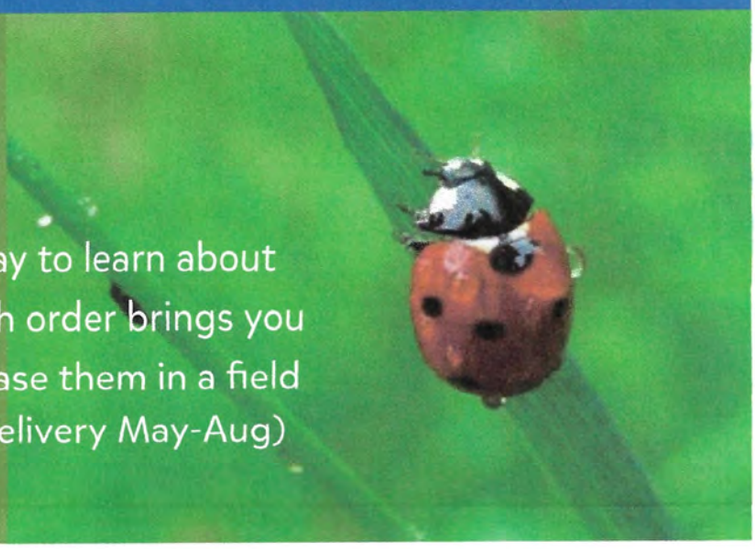
CATERPILLAR CUP
$16.50

- 3-5 painted lady butterfly **CATERPILLARS** in a clear cup with food & a ventilated lid
- Care instructions included
- *Shipped March through October*

TRANSFORM WITH US!

ADULT LADYBUG CUP
$14.50

These polka-dot friends are a fun way to learn about counting, body parts and more. Each order brings you 75–100 beetles. After studying, release them in a field or garden. Best in early spring (no delivery May-Aug)



GROW WITH US!

SUNFLOWER CELEBRATION KIT
$10.95

- 25 sunflower seed packets & 25 grow pots
- *Every Seed Counts*, a life cycle storybook
- Sprouting Day-by-Day reproducible

ORDER TODAY!

BUTTERFLIES & SUNFLOWERS KIT
$27.95

BASIC BUTTERFLY KIT
+ SUNFLOWER CELEBRATION KIT

An unforgettable learning experience.

Children nurture tiny caterpillars and sprout sunflower seeds. They care for beautiful butterflies and grow stunning sunflowers.

Celebrate Planet Earth is a 501(c)(3), tax-exempt nonprofit. We're always looking for new ways to SUPPORT and ELEVATE our teachers in the challenging work that you do.

LEARNING

FREE LESSON PLANS, activities, & handouts for every grade level – **CelebratePlanetEarth.org/LEARNING**

PHOTO/VIDEO CONTEST

We'd LOVE to see your best butterfly photos and videos! **WIN A GRAND PRIZE!** – **CelebratePlanetEarth.org/CONTEST**

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Leave a Product Review
CelebratePlanetEarth.org/PRODUCT-REVIEWS

POP-UP MESH HOUSES

Small $12.50
Large $15.75

A great way to see your butterflies. Re-usable and easy to store.

FAMILY BUTTERFLY KIT $24.95

BUTTERFLIES FOR THE WHOLE FAMILY

- COUPON for a cup of 3-5 caterpillars*
- *Oh Look, A Butterfly!* storybook
- *Butterfly Celebration Journal* science guide
- *Includes 2-Day Air shipping of cup

FAMILY SUNFLOWER KIT $1.95

PERFECT FOR GIFT-GIVING!

- Packet of giant sunflower seeds
- *Every Seed Counts* storybook
- *Sprouting Day-by-Day* science guide

SUPPORT PLANET-FRIENDLY HANDICRAFTS

We're so proud to offer these knitted treasures. Our finger puppets are great for playful learning & sharing.

5 BUTTERFLY BUDDIES $10.00
20 BFLY BUDDIES $30.00

5 BEE BUDDIES $10.00
20 BEE BUDDIES $30.00

Child-sized, BUTTERFLY or BEE finger puppets made by women in Peru. Flutter & fly! Buzz, pollinate & play!

5 WILD WIGGILYZ $10.00
20 WILD WIGGILYZ $30.00

Assorted finger puppets—mammals, farm animals, reptiles, insects, fish & birds—made by fair-trade artisans.

Ordering for your ENTIRE DISTRICT?
Using a PURCHASE ORDER?
Need MULTIPLE DELIVERIES?
EMAIL Orders@CelebratePlanetEarth.org

Our experienced staff will reply right away to ensure your order is correct, has the smallest possible shipping fee & meets your billing needs. Please include your **billing & shipping addresses** plus **delivery date** with your order.

Celebrate Planet Earth is a 501(c)(3), tax-exempt educational nonprofit.

CELEBRATE PLANET EARTH

OUR BUTTERFLY GUARANTEE

Every cup of butterflies from Celebrate Planet Earth will result in at least three healthy, adult butterflies. Our painted lady caterpillars are carefully raised & shipped to you via the best methods available. However, order mistakes & insect failure do happen. In the unlikely event there's a problem, we are happy to work with you on the best remedy for your situation. Please contact us as soon as possible so we can arrange a replacement or refund.

800-698-4438 or Orders@CelebratePlanetEarth.org

IT'S OUR PLEASURE TO HELP YOU!

Order Form 2024

YOU ARE WELCOME TO PLACE YOUR ORDER BY:

MAIL Celebrate Planet Earth PO Box 1536 Santa Fe, NM 87504
EMAIL orders@CelebratePlanetEarth.org **PHONE** 800-698-4438
ONLINE CelebratePlanetEarth.org **PAYPAL** @celebrateplanetearth
FAX 505-395-9410 ***PLEASE EMAIL OR CALL TO VERIFY WE'VE RECEIVED A FAX!***

Step 1 ORDER

List your items, quantities & add shipping based on the subtotal – see below.

ITEM	QTY	PRICE	TOTAL

Subtotal:

Shipping & Handling:
Orders up to $50: $14.95
$50.01–$100: $16.95
$100.01–$200: $19.50
Over $200.01: 10% of subtotal

Total Due:

Step 2

MY DELIVERY DATE

Orders with live caterpillars are shipped once a week to arrive on THURSDAYS via FedEx. Choose ANY THURSDAY DATE from the beginning of March to the end of Oct. Check your school calendar.

PLEASE REMEMBER that we are a very small nonprofit. **MANY** people call us in March, April & May. We now have expanded customer service hours–6am-6pm MST–but if you have trouble reaching us, be sure to leave a message with your name & contact info. We will call you back as soon as we are able!

Earth's Birthday Project is a 501(c)(3) nonprofit.

Step 3 PAYMENT

☐ **Check** (enclosed) ☐ **Credit Card** Card # _____ Exp __/__ CVC ___

For Purchase Orders or Invoices, please email orders@celebrateplanetearth.org

Step 4

BILLING ADDRESS

Name

School/Organization

Billing Address

City · State · Zip

Phone **Email (required)**

SHIPPING ADDRESS ☐ Same as Billing

Name

School/Organization

Shipping Address *No PO Boxes or APO addresses.*

City · State · Zip

Phone **Email (required)**

Earth's Birthday Project
PO Box 1536
Santa Fe, NM
87504-1536

Non-Profit Org.
U.S. Postage Paid
Mitchell Graphics Inc.
49770

RETURN SERVICE REQUESTED
If teacher is no longer at this school, please deliver to replacement.

we grow children who ♥ and protect our home

JOIN US @CelebratePlanetEarth on Instagram

ORDER ONLINE CelebratePlanetEarth.org

CALL CUSTOMER SERVICE at 1-800-698-4438

At **Celebrate Planet Earth,** we passionately believe that experience, celebration & play connect children –& all of us– to the natural world.

Celebrate Planet Earth puts nature into the hands of children. With classmates & family members, children plant sunflower seeds, observe the metamorphosis of butterflies, feed birds & care for gardens & trees.

Our aim is to inspire millions of children to celebrate & protect the Earth every year through actions large & small.

Our vision is to grow the next generation of heartfelt conservationists.

an offshoot of Earth's Birthday Project
Earth's Birthday Project is a 501(c)(3) nonprofit.

EARTBIR-01 MMARTINEZ1

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 9/11/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0757776
HUB International Insurance Services (SOW)
2905 Rodeo Park Drive East
Building 6, Suite 100
Santa Fe, NM 87505

CONTACT NAME: Melanie Martinez
PHONE (A/C, No, Ext): (505) 428-4266 FAX (A/C, No): (866) 487-3972
E-MAIL ADDRESS: melanie.martinez@hubinternational.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Hartford Casualty Insurance Company	29424
INSURER B : Twin City Fire Insurance Company	29459
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
Earth's Birthday Project
dba Celebrate Planet Earth
1666 1/2 Cerro Gordo
Santa Fe, NM 87501

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$ 2,000,000
	CLAIMS-MADE [X] OCCUR			34SBANH9899	5/18/2024	5/18/2025	DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 300,000
							MED EXP (Any one person)	$ 10,000
							PERSONAL & ADV INJURY	$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 4,000,000
	POLICY [X] PRO-JECT [X] LOC						PRODUCTS - COMP/OP AGG	$ 4,000,000
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB / OCCUR						EACH OCCURRENCE	$
	EXCESS LIAB / CLAIMS-MADE						AGGREGATE	$
	DED / RETENTION $							$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						X PER STATUTE / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y / N [ ]	N / A		34WECGK3769	5/18/2024	5/18/2025	E.L. EACH ACCIDENT	$ 100,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$ 100,000
							E.L. DISEASE - POLICY LIMIT	$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

For Informational Purposes Only

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies
Vendor: DEMCO, Inc.

General Comments: Please use C40901 when ordering under this contract

General Attachments: C40901 Contract_Terms 2024-26.pdf
Solicitation - 3 25.2 - Questionnaire.pdf
Solicitation - 4 25.2 - Forms - Signatures.pdf
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Demco, Inc

Company Address: 4810 Forest Run Rd

City, State, Zip code: Madison, WI 53704

Website: www.demco.com

Phone: 8600.356.1200

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Mike Wygocki	contracts@demco.com	866.558.9068
Contract Manager	Kristopher L Snow	contracts@demco.com	866.558.9068
Sales Manager	Steven Massey	StevenM@demco.com	800.462.8709
Marketing Manager	Dakota Popejoy	DakotaP@demco.com	866.558.9068
Customer Service Manager	Customer Service rep	custserv@demco.com	800.962.4463
Account Manager(s)	Insisde Sales Specialist	quote@demco.com	800.462.8709

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

OMNIA Contract # 07-85 Expires 9-30-2025
AEPA Furniture contract 022-A Expires Feb 28th, 2025
BuyBoard Furniture contract 667-22 Expirtes 3-31-2025
E&I Furniture contract EI00241 Expires 10-31-2027
Minitex 2024 agreement Expires 12-31-2024

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Like you're the CPC members, we believe children everywhere should have access to an education that prepares them to thrive academically, socially, and emotionally. That's why everything we do points to a single North Star: help educators engage and empower the families they serve.

In pursuit of this lofty goal, we have spent 120 years anticipating your changing needs and transforming our products and services to meet them. Since 1965, this has included manufacturing our own educational solutions from our facility in DeForest, WI. We have also built long-standing relationships with other manufacturing partners, working with some for nearly 30 years.

Along with essential supplies, key equipment, and engaging learning materials, we offer an extensive collection of flexible furniture and a complete range of interior services dedicated to creating inclusive learning spaces that support inquiry and growth.

Our mission also inspired us to give back to the communities we've grown alongside. We provide free resources and timely insights on ideas.demco.com, partner with industry experts to deliver high-value content, and donate time and resources to help our neighbors thrive.

Inspired by our mission, we aim to ensure your members receive exceptional value on everything essential to the vital work they do — without risk.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

As a manufacturer of solutions specifically designed for schools and libraries, we're able to keep costs low and pass savings along to customers.

We've also established strong relationships with suppliers whose commitment to quality matches our own. These relationships allow us to negotiate and maintain lower pricing consistently.

Periodically, we offer specials, clearance discounts, and other promotions to benefit customers. Our online checkout cart and ordering system automatically apply the best price based on current sales and contract details.

Broad selection

We offer the most extensive selection of school and library products, resources, and services to meet your members' current and future needs.

Our proprietary solutions, supplier network, and product offering are ever-growing. We make and add thousands of new products each year.

Plus, our size, industry position, and dedication give us the resources to take on initiatives like new product development based on customer input. That means your members have access to custom solutions they can't find anywhere else.

Customer retention

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

Annually, Demco has strong sales in K-12, City/County/Government, and Higher Ed segments. For 2023, 27% of our reveneue comes from Instructional and Classroom supplies in the K-12 segment, 19% of our revenue comes from the Public Segment (CITY/COUNTY/GOVERNMENT), 2.5% from the Higher Education Segment.

5. Describe your experience and sales approach your company will take with participating public agencies.

Since 1905, Demco has served the library and education markets. The key to our longevity is our focus on anticipating the changing needs of libraries and schools and creating and supplying innovative solutions to meet those needs.

To ensure CPC members are aware of their contract discounts, Demco will support your communication efforts in the following ways. To ensure members get all communications, they will need to sign-up at demco.com/demco-email-subscribe.

Automatic discounting at demco.com

When members create their demco.com account, contract discounts automatically apply to the items they add to their shopping cart. See the enclosed Website Features document and the highlights below for more details.

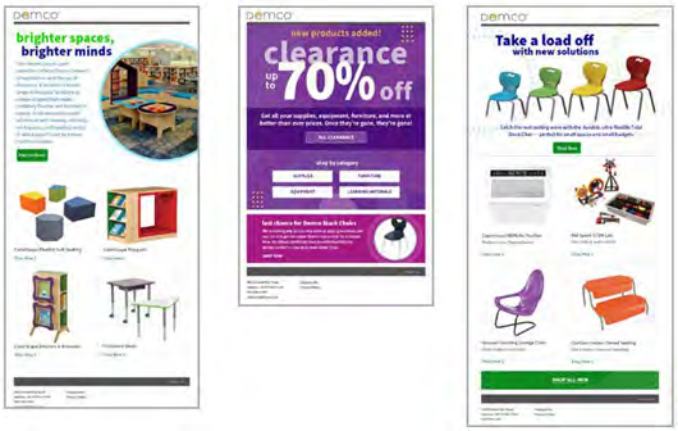
- Members will enjoy enhanced imagery that displays products at a glance in their cart
- Members can edit their product selections from their cart, reducing the time it takes to make changes
- The website displays sale and contract pricing in a “was/now” format to highlight great deals for members
- Members’ carts display the status of each
- The “YOU SAVED!” feature highlights the breakdown of savings by contract, sale, or promotional discount
- The “ESTIMATE YOUR SHIPPING” button gives members their expected shipping costs

Customized ads

Want to promote your contract with your website or print marketing? Our design team will work with you to create a customized print or online banner ad to help your members learn more about their contract savings.

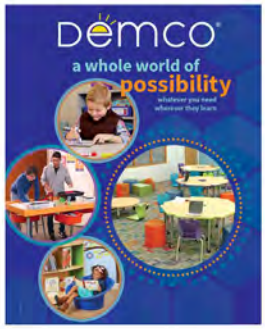
Email savings and more

Members can opt to receive emails and be the first to hear about innovative new products, exciting promotions, free activity calendars, helpful tips, and much more.



Catalog messaging

Members receive a reminder message about their contract savings in the mail panel of each catalog and mailer we send.



Sales Call Flyers

We would have all the pertinent information regarding the NCPA guidelines under the award and our awarded product lines available for each Sales Representative for sales calls. Leave behind collateral would be developed as part of this package.

Our internal staff will also have complete information and will be educated on the details of the NCPA contract through training sessions and periodic updates so that they can support customers and our field representatives appropriately.

6. Provide any additional information relevant to this section.

Demco works closely with Manufacturers to offer full school solutions. We can work with customers on single purchases to whole solutions. Our design team will work with the members to layout and design entire classroom and/or schools. Our installation coordinator will work with the shipping companies and the installation team to arrange for bulk shipments to arrive at the time and place they are needed. Demco uses a network of installers through out the US. These installers are managed by our Installation Coordinator Bruce Hutchinson. Demco has our own Sales Force. Our Regional Representatives and knowledgeable internal staff are available every step of the way. They will work tirelessly with you to keep implementation, orders and budgets on track.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	St John's County School District - FL
Service/Product Purchased	Instructional, Classroom & Library Supplies, Furniture & Equipment
Year of Purchase	1989 – Present
Reference Contact	Patrick Snodgrass, Director of Purchasing
Phone	904-547-7700
Email	patrick.snodgrass@stjohns.k12.fl.us

Reference #2 – Company Name	Henrico County Public Schools - VA
Service/Product Purchased	Instructional, Classroom & Library Supplies, Furniture & Equipment
Year of Purchase	1981 – Present
Reference Contact	Ramona Staudenmayer, Account Clerk III
Phone	804.652.3708
Email	rbstaudenmay@henrico.k12.va.us

Reference #3 – Company Name	Henry County Schools - GA
Service/Purchase Purchased	Instructional, Classroom & Library Supplies, Furniture & Equipment
Year of Purchase	1981 - Present
Reference Contact	Teresa Adams, Purchasing Manager
Phone	770.957.6601 x01154
Email	teresa.adams@henry.k12.ga.us

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Demco uses common carriers as a method of distribution. Items that are stocked in our Deforest Distribution center will ship with in 2-3 days of receiving the order. Please allow 7-10 Business days to arrive a the delivery location. Demco works with vendors and manufacturers to Drop ship lareger items that are not stocked by Demco. Drop ship items are made to order. Lead times will be discusses at the time of the order and can range from 2-12 weeks ARO, depending on the manufacturer.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

We offer the most extensive selection of school and library products, resources, and services to meet your members' current and future needs. Our proprietary solutions, supplier network, and product offering are ever-growing. We make and add thousands of new products each year. Plus, our size, industry position, and dedication give us the resources to take on initiatives like new product development based on customer input. That means your members have access to custom solutions they can't find anywhere else.

Due to the high demand of classroom design and the need to offer a complete solution, Demco would like to add our project design & installation services as an added value to our proposal for the Collier County Public Schools Bid 20-054, Classroom Supplies & Equipment Catalog Discount

Project Design Services

Drawing on over 100 years of experience serving libraries and education communities, Demco offers a complete range of interior services that are tailored to suit all sizes and types of projects, from small, focused remodels to complete K12 school environments.

Needs Assessment

For all project sizes, a needs assessment is available with one of our Interior Solution Consultants or Inside Sales Specialists, so we can fully understand your vision, priorities and spatial requirements. Once we understand your needs and goals, we can then recommend the right services to solve your problem and support your space.

Product Consultation

Our interior experts will provide product guidance and recommendations, ensuring we are providing the best solutions for your space. Based on your needs our Interior experts can also provide color, fabric and finish guidance.

Design Tools

Demco provides a wide range of design tools to help provide design guidance for many different types of spaces. Our virtual environments provide preconfigured spatial solutions for Classrooms, Learning Commons, Makerspaces and Community Rooms. All our Virtual Tours are available on line at https://www.demco.com/shop-by-space/virtual-tours. Other design tools are available on line or by request.

Design Services
At the discretion of our Interior Solution experts, some spaces may require a dedicated Interior Design resource. Our Interior Design team is available to provide a range of complimentary design services, from simple 2D drawings to ensure product fit to 3D and full Virtual Reality renderings for larger projects. Design Services outside the scope of complimentary will be invoiced at $100 per hour.

Project Quotation
Once a final solution is determined we will provide a full project quotation containing your product solutions, any related color, fabric and finish selections and associated freight, delivery and white glove/installation costs.

Project Coordinator
A designated project coordinator will review and acknowledge your order, place orders with our vendor partners and provide shipment confirmations and order tracking.

Installation Services
When requested, Demco will arrange to have all products installed upon delivery unless otherwise directed by CPC participating agencies. The products shall be placed and installed within the building, floor, room, or point in the room specified by the purchase order by the agency. Demco will un-crate, setup, place, install, and secure to the floor, wall, or other surface, as required for the product ordered, and shall leave it in a ready-for-use condition. Demco will provide for a supervisor to attend the project site during the entire delivery & Installation process. Demco's installation services are invoiced at $75 per hour.

Installation services covered under the proposed discounting assume the following typical project site conditions:
1. elevator exists and will be made available for installers use;
2. loading dock exists for trucks to unload at;
3. all products to be installed during a single trip;
4. prevailing wage rates are not required

Additional installation charges may apply to projects and/or orders if there is any deviation from the typical project site conditions listed above.

Additional Products
Due to complexity of classroom design, we are adding additional product lines and manufacturers that may or may not be listed in the Demco full line catalog or on our website. These manufacturers include but are not limited to: Integra, Arcadia Chair, Encore Seating, Wisconsin Bench, Fresh Coast, Marvel Office Furniture, Borroughs Corp, KFI Inc., Highpoint furniture, Russwood Library Furniture, Smith System, Paladin Caseworks, Muzo, Community Seating, Mooreco, Tesco industries, & Paragon. The exact combination of products will be offered based on the design and layout of each individual project; they will be priced based on a case-by-case basis for the overall size, scope, and product combination. The above list of manufacturers can vary and will be supplemented as necessary during the cycle of this contract.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Installation Services
When requested, Demco will arrange to have all products installed upon delivery unless otherwise directed by CPC participating agencies. The products shall be placed and installed within the building, floor, room, or point in the room specified by the purchase order by the agency. Demco will un-crate, setup, place, install, and secure to the floor, wall, or other surface, as required for the product ordered, and shall leave it in a ready-for-use condition. Demco will provide

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4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Items that are stocked in our Deforest Distribution center will ship within 2-3 days of receiving the order. Please allow 7-10 Business days to arrive at the delivery location. Demco works with vendors and manufacturers to Drop ship larger items that are not stocked by Demco. Drop ship items are made to order. Lead times will be discussed at the time of the order and can range from 2-12 weeks ARO, depending on the manufacturer. Our installation coordinator will work with the shipping companies and the installation team to arrange for bulk shipments to arrive at the time and place they are needed. Demco uses a network of installers throughout the US. These installers are managed by our Installation Coordinator Bruce Hutchinson.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Customers who have a project needing services such as design or installation or product not available through the Demco Annual Catalog/Website are encouraged to contact us at 877-448-7780. One of our helpful representatives would work with you to understand your needs and then employ the most appropriate staff for your needs. Field Representatives are generally available between 8:00 am – 5:00 pm Monday through Friday in their respective time zones. Inside Sales/Project Specialist and Project Support Staff are available from 7:30 am – 5:00 pm CT Monday through Friday. We are closed for major holidays.

For assistance with items from our Annual Catalog or Website, CPC participating agencies are always welcome to contact our Customer Service Department at 800-962-4463. We have Customer Service Representatives ready to help from 8:00 am- 4:30 pm CT Monday through Friday. If a member is interested in placing an order, they may reach out Order line at 800-356-1200 from 8:00 am – 4:30 pm CT Monday through Friday. Again, we are closed major holidays.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

After the contract is awarded, Demco will create and maintain a contract summary sheet consisting of all the pertinent information on the contract. We will update our Sales group with the information on the contract award. Training and feedback will also be done on a as needed basis. Our internal staff will also have complete information and will be educated on the details of the CPC contract through training sessions and periodic updates so that they can support customers and our field representatives appropriately. Participating Agencies will reference the discount code assigned to the contract to receive the contract pricing. The discount code for the CPC contract will be C40901.

7. Describe your company's contract implementation or customer transition plan.

Click or tap here to enter text.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Demco has worked with over 80 Customers to set up a CXML Punchout. We have worked with several of the 3-party e-procurement providers, i.e. EqualLevel, UniMarket, Ariba, and Munis. We have standardized our punchouts to work with customers using homegrown systems as well. Please call/email the contract department at 866-558-9068/contracts@demco.com to get set up with a punchout.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
X Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
The discounts offered under this proposal are the same as other cooperatives and better than offerings we would make to individual customers.

2. Describe how participating agencies will verify they are receiving contract pricing.

In order to receive the contract pricing, customer should be sure to include the Demco discount code C40901 on their orders and quote request. This code will apply the award discounts and terms.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

Minimum order require is $75 after discounts for all contract terms to apply.

4. Describe your warranty and warranty process for all products and services.

Demco stands behind our products. If your members are not satisfied with an order, you may return or exchange a qualifying item* within 6 months of your invoice date. Demco supports the Manufacturers warranty on Products

5. Describe the return process and restocking fees associated with a return.

Demco stands behind our products. If your members are not satisfied with an order, you may return or exchange a qualifying item* within 6 months of your invoice date. Furniture, special orders, custom products, and international orders cannot be returned or exchanged unless you receive them damaged or defective. Anything that has been engraved or imprinted is not returnable.

*Not sure if an item qualifies for a return or exchange? A Demco Customer Service representative can help you. Call 800.962.4463 or email custserv@demco.com

6. Describe any promotional opportunities on top of contract pricing that might be available.

For large quantity orders or purchases over $2,000, please contact the Demco Inside Sales Team toll-free at 800.462.8709 or email quote@demco.com. You may be eligible for special bid pricing.

Discounts under this agreement cannot be used with bids, sale catalogs, or other promotions. If a sale price is lower than your discounted price, you will receive the best price.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Demco's Payment terms are 0 Net 30. Large project orders may require a prepayment of 50% depending on the size and scope of the project. We accept payment through ACH, Credit cards, and Checks.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Demco list prices change from time to time. The awarded discounts will not change for the life of this contract. The discount will apply to the current pricing published on ww.demco.com

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Any new or added products will be introduced at the discount awarded for the category the product falls in. Unless the item is introduced as an "excluded item".

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Demco runs reports on contract usage and will review the contract volume annually. This will be collected using the Discount code C40901 that is associated with the contract order.

11. Provide any additional information relevant to this section.

N?A

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

ADDITIONAL PRODUCTS/SERVICES DISCOUNT SUMMARY

Category	Pricing Structure	Additional Comments
Circulation Technology Solutions Equipment & Supplies	Call for Quote	Additional fees for installation and extended warranty may be required. Excluded from FOB Destination.

Service	Pricing Structure	Additional Comments
Design	$100/ hour (without product purchase)	
Freight/shipping	$75 minimum order (after discount)for free shipping on all Stock orders from the Demco Annual Full Line catalog or www.demco.com. Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.	Express parcel shipping and accessorial fees. $75 min order on all DEMCO Catalog or demco.com orders.
Call ahead appointment:	$10.00	Fee is per delivery.
Inside Delivery:	$45.00	Fee is per delivery, inside first set of doors on purchases without Installation.
Lift gate	$75.00	Fee is per delivery, inside first set of doors on purchases without Installation.
Beyond first set of doors:	Call for delivery quote	
Price breaks for size of order	Volume discounts available	Call for Quote
Installation	$75-100/hour	Call for Quote, additional charges may apply to projects if there is any deviation from the typical project site. See next page.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

- $75.00 Minimum order after discounts for all terms to apply.
- Discounts will apply to list pricing found on www.demco.com. We plan to honor them all year, unless economic conditions force us to pass along prices increases. The awarded discounts will not change for the length of the contract.
- Demco will pay regular FedEx Ground Service shipping costs on all stock orders over the $75 minimum order requirement. Express parcel shipping is not included.
- Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.
- Deliveries will be made 7-10 days after receipt of stock item orders and 2-12 weeks for items shipped directly from the manufacturer such as furniture and equipment. No walk-in locations are available.
- Contract discounts are not available for Security Products, Demco Software, littleBits™ products and Licensed Products (Dr. Seuss™, Eric Carle™, etc.). See the attached list of items excluded from discounts.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

Section IV – technical Specifications G. Item 1 – Shipping times for in stock items will be 7-10 Days ARO. This is standard shipping times provided by common carriers. Demco strives to get the items there quicker, but it will depend on stock levels and workload in processing shipments.

Section IV – technical Specification G. Item 3 - Demco will pay regular FedEx Ground Service shipping costs on all stock orders over the $75 minimum order requirement. Express parcel shipping is not included.

Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Demco, Inc	**Date**	9-17-24
Address	4810 Forest Run Rd.	**City, State, Zip**	Madison, WI 53704
Contact Person	Kristopher L Snow	**Title**	Contracts@demco.com
Authorized Signature	Kristopher L. Snow	**Title**	Contracts Facilitator
Email	Contracts@demco.com	**Phone**	866.558.9068

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

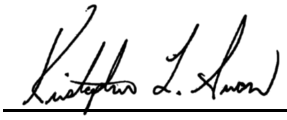
When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Demco, Inc

Authorized Signature 

Full Name Kristopher L Snow

Title Contracts Facilitator

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Supplier Name: _____

If a subcontractor will not be used, check this box: Subcontractors will not be used.

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Demco®

Discount pricing agreement

Cooperative Purchasing Connection

Instructional Materials and Classroom Supplies

RFP # 25.2

Catalog discount code #C40901

Deviations or Exceptions:

- $75.00 Minimum order after discounts for all terms to apply.
- Discounts will apply to list pricing found on www.demco.com. We plan to honor them all year, unless economic conditions force us to pass along prices increases. The awarded discounts will not change for the length of the contract.
- Demco will pay regular FedEx Ground Service shipping costs on all stock orders over the $75 minimum order requirement. Express parcel shipping is not included.
- Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.
- Deliveries will be made 7-10 days after receipt of stock item orders and 2-12 weeks for items shipped directly from the manufacturer such as furniture and equipment. No walk-in locations are available.
- Contract discounts are not available for Security Products, Demco Software, littleBits™ products and Licensed Products (Dr. Seuss™, Eric Carle™, etc.). See the attached list of items excluded from discounts.

Return & Exchange Policy

Demco stands behind our products. If your members are not satisfied with an order, you may return or exchange a qualifying item* within 6 months of your invoice date. Furniture, special orders, custom products, and international orders cannot be returned or exchanged unless you receive them damaged or defective. Anything that has been engraved or imprinted is not returnable.

*Not sure if an item qualifies for a return or exchange? A Demco Customer Service representative can help you. Call 800.962.4463 or email custserv@demco.com

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Discount pricing agreement

Your discount pricing agreement terms

Please enjoy these discounts for RFP 25.2 and use discount code C40901 on all orders.

Your discounts are based on prices listed at demco.com and will remain the same throughout the terms of this agreement.

Discount	• **$75 minimum order** (after discount) required for contract terms to apply • **18%** on library, office, and technology supplies (consumables) • **5%** on learning materials • **8%** on furniture and equipment under $2,000* (non-consumable)
Shipping	• Demco will pay regular FedEx Ground Service shipping costs on all stock orders over the $75 minimum order requirement. Express parcel shipping is not included. • Shipping and processing will be prepaid and added to all drop ship orders, such as furniture and equipment. We provide good-faith shipping estimates on all orders. • Express parcel shipping is not included.
Exclusions	• Security products • Demco Software products • littleBits™ products • Demco exclusive products including but not limited to: Dr. Seuss™, Pete the Cat®, Eric Carle™, and Mo Willems
Expires	09-30-2026 with (1) 2-year renewal

*For large quantity orders or purchases over $2,000, please contact the Demco Inside Sales Team toll-free at 800.462.8709 or email quote@demco.com. You may be eligible for special bid pricing.

Discounts under this agreement cannot be used with bids, sale catalogs, or other promotions. If a sale price is lower than your discounted price, you will receive the best price.

Thank you for considering these terms. On behalf of Demco, I look forward to exceeding your expectations!

Kristopher L. Snow
Contracts Facilitator

Phone: 888.211.3072
Fax: 888.320.0288
Email: **contracts@demco.com**

How to place an order

Web: demco.com
Phone: 800.356.1200
Email: order@demco.com
Fax: 800.245.1329

Delivery

In-stock items arrive within 7–10 working days after receipt of order. Depending on vendor lead times, furniture and equipment may take 2–12 weeks to arrive.

Payment terms

Net 30 days

Remittance address

billing@demco.com
Demco
P.O. Box 88623
Milwaukee, WI 53288-8623

Mailing address

Demco
4810 Forest Run Rd.
P.O. Box 7488
Madison, WI 53707-7488

Returns & warranties

You may return or exchange a qualifying item* within six months of your invoice date. **Furniture, special orders, custom products, and international orders cannot be returned or exchanged unless you receive them damaged or defective.** Engraved or imprinted items are not returnable.

*Not sure if an item qualifies for a return or exchange? A Demco Customer Service Representative can help you. Call 800.962.4463 or email custserv@demco.com.

Note: Terms and conditions may change at any time.

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 7/31/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER M3 Insurance Solutions, Inc. 828 John Nolen Drive Madison WI 53713	**CONTACT NAME:** Mikayla Urban **PHONE (A/C, No, Ext):** 6083278896 **FAX (A/C, No):** **E-MAIL ADDRESS:** mikayla.urban@m3ins.com
INSURED WALLF-1 DEMCO, Inc. 4810 Forest Run Road Madison WI 53704	**INSURER(S) AFFORDING COVERAGE** / **NAIC #** **INSURER A :** Federal Insurance Co. 20281 **INSURER B :** Vigilant Insurance Company 20397 **INSURER C :** Great Northern Insurance Co. 20303 **INSURER D :** Chubb Insurance Company 41386 **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** 437316271 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
D	X **COMMERCIAL GENERAL LIABILITY** CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PRO-JECT LOC OTHER:			3603-05-86 MLW	8/1/2024	8/1/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 10,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
C	**AUTOMOBILE LIABILITY** X ANY AUTO OWNED AUTOS ONLY SCHEDULED AUTOS X HIRED AUTOS ONLY X NON-OWNED AUTOS ONLY			73239817	8/1/2024	8/1/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
A	X **UMBRELLA LIAB** X OCCUR **EXCESS LIAB** CLAIMS-MADE DED X RETENTION $ 0			79759322	8/1/2024	8/1/2025	EACH OCCURRENCE AGGREGATE	$ 10,000,000 $ 10,000,000
B	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		71706009	8/1/2024	8/1/2025	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 500,000 $ 500,000 $ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

The Umbrella policy provides excess coverage above the Auto, General Liability and Workers' Compensation policy.

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E. Mount Faith Avenue
Fergus Falls MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Mikayla Urban

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: EARLYCHILDHOOD LLC

General Comments: See attached additional documents to include a Terms of Offer Letter, Certificate of Insurance and Price list

General Attachments:
CPC 25.2 - Forms - Signatures-Discount School Supply.pdf
DSS 2024 Web Price List-5% Discount.xlsx
DSS-CPC_ExcelligenceLearningCorp-Client Pack-W34656641.pdf
DSS-CPC_Solicitation - 3 25.2 - Questionnaire_Discount School Supply.pdf
DSS -CPC_Solicitation - 5 - 25.2 - Pricing Schedule.xlsx
DSS Terms Letter cover page.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company:	Earlychildhood LLC, dba Discount School Supply
Company Address:	20 Ryan Ranch Rd. Suite 200
City, State, Zip code:	Monterey, CA 93940
Website:	www.discountschoolsupply.com
Phone:	800-627-2829

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Lynn Yeager	bidsupport@excelligence.com	800-627-2829
Contract Manager	John Tavitian	jtavitian@excelligence.com	877-867-1920
Sales Manager	Ray Butler	rbutler@excelligence.com	913-303-8495
Marketing Manager	Lynn Yeager	bidsupport@excelligence.com	800-627-2829
Customer Service Manager	Felix Ramos	customerservice@discountschoolsupply.com	800-627-2829
Account Manager(s)	Ray Butler	rbutler@excelligence.com	913-303-8495

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

BuyBoard – Exp 10/2024; Ed Data, NY- Exp 11/2024; Epic 6 – Exp 11/2025; GoodBuy 3/2025; TIPS – Exp 5/2027

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Discount School Supply (DSS) has been serving the Early Childhood industry for over 39 years. Its beginning in 1985 was in a small retail store selling educational products. Founder Ron Elliott had creative ideas about how he could supply more products to respond to teachers' needs. Then, the Discount School Supply catalog was born - the place where you can BUY WHERE TEACHERS BUY!

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

DSS provides the best quality items to meet early childhood educational program needs and is particularly aware of the unique needs of non-profit organizations. We have worked to create internal systems and procedures that make ordering easy. Through tax-exemption processing and on-account billing, specialized quoting and reporting capabilities, in-kind donations, specialized product offerings, such as custom kits, budget bundles, family engagement kits and special online content to provide unparalleled service to our non-profit and public- sector customers. At Discount School Supply, good service includes having items in stock when your order is placed and shipping those orders as quickly as possible. We are so confident in our service levels that we offer a One Invoice policy, we will not bill you for your order until every product that you order has shipped.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

As a leading early childhood educational materials supplier, Discount School Supply currently holds over 200 active contracts annually.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

Discount School Supply (DSS) is a leading developer, manufacturer, distributor, and retailer of education products which are sold to childcare programs, preschools, elementary schools, and families. Our average annual sales is $194M.

5. Describe your experience and sales approach your company will take with participating public agencies.

Our Personal Accounts Managers can be available to provide training support as needed and will work closely with the Coalition to work with them in supporting their needs. Because of our Inside sales calling campaign, some CPC agencies will receive a call and/or email from our account directors notifying or reminding them of the awarded contract. They will be informed that the purpose of this contract id to level the purchasing playing field between the smallest schools and their larger counterparts. They will also be informed of the benefits of utilizing the awarded contracts (i.e. product discount and free shipping).

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies <u>from your company within the last two (2) years</u>. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. <u>Failure to confirm reference of past work may affect your evaluation.</u>

Reference #1 – Company Name	Aledo ISD
Service/Product Purchased	Purchasing of a variety of instructional materials & classroom supplies
Year of Purchase	2019-Current
Reference Contact	Kim Whitley
Phone	817-441-8327
Email	kwhitley@aledoisd.org

Reference #2 – Company Name	Cypress Fairbanks ISD
Service/Product Purchased	Purchasing of a variety of instructional materials & classroom supplies
Year of Purchase	2016-Current
Reference Contact	Norma Alvarez

Phone	281-897-4000
Email	norma.alvarez@cfisd.net

Reference #3 – Company Name	Brownsville ISD
Service/Purchase Purchased	Purchasing of a variety of instructional materials & classroom supplies
Year of Purchase	2014-Current
Reference Contact	Rosario Pena
Phone	(956) 548-8361
Email	rpena@bisd.us

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Discount School Supply has one (1) State of the Art (ELF) center, which is centrally located in Olathe, MO. Our (ELF) facility is 650,000 sq. ft large. We have two (2) service centers one in MO and one in California. Discount School Supply can provide packaging according to customer needs. We can package and ship to various rooms at the same location, we are able to ship the same items to the attention of various recipients and we can work with your organization to provide kitting based on your individual needs. Your account representative can discuss further options and tailor the specifics.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

DSS provides the best quality items to meet early childhood educational program needs and is particularly aware of the unique needs of non-profit organizations. We have worked to create internal systems and procedures that make ordering easy. Through tax-exemption processing and on-account billing, specialized quoting and reporting capabilities, in-kind donations, specialized product offerings, such as custom kits, budget bundles, family engagement kits and special online content to provide unparalleled service to our non-profit and public- sector customers. We offer a wide selection of children's furniture from a variety of manufacturers and we "drop ship" furniture items directly from the manufacturers to our customers to save on time and costs. Our Drop Ship Coordinators act as the liaisons between our manufacturers, our customer support team, and our customers. Drop Ship Coordinators work directly with the manufacturers and our service teams in a variety of ways to ensure orders, returns and warranty issues are processed in a timely and efficient manner.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Online ordering is currently available 24-hours a day. Customers can contact us via phone, email, and fax.
Toll Free Number: 1-800-627-2829 Fax Number: 1-800-879-3753
Website: www.discountschoolsupply.com
Purchase Order Address: Attn: Accounts Receivable PO BOX 734309 Chicago, IL 60673-4329

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Discount School Supply/ELF Center ships on an average of 3,000 orders/carton per day and delivers stock merchandise to most of the U.S. population within 3 business days. Shipping accuracy average is 99%. This metric is measured based on shipping carton variations, where a tolerance is established based on carton weight. If weight is outside of tolerance band, cartons are reviewed for accuracy. We are so confident in our service levels that we offer a One Invoice policy, we will not bill you for your order until every product that you order has shipped.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of Our customer service hours are 5:00am to 5:00pm PST, Monday through Friday. services, modes of contact, etc.

Discount School Supply is committed to delivering the highest quality products at the lowest prices. Our expert customer support team is ready to help. Our customer service hours are 5:00am to 5:00pm PST, Monday through Friday.
Phone: 800-627-2829

Email: customerservice@discountschoolsupply.com

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Personal Service Managers have full visibility to your account and orders and can assist you with any questions. Accounts Managers can be available to provide training support as needed and will work closely with the Coalition to work with them in supporting their needs.

7. Describe your company's contract implementation or customer transition plan.

Personal Service Managers are assigned and have full visibility to your account and orders to provide our customers with quality service and ensure that your contract needs are met. Orders placed will ship in-stock items within 3 days ARO. Once orders are placed and shipped, tracking info will be provided with an expected delivery date. Payment terms are Net30 and sales reports will be provided as needed.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Discount School Supply offers cXML Punchout capability for corporate clients. Following standards-based cXML procedures DSS is able to integrate with any eProcurement system that supports cXML Punchout. After submitting a Punchout Setup Request to a dedicated DSS URL the client is able to shop the DSS website as a normal customer does. If the client has special pricing terms those will be reflected on the website. After building a shopping cart of items the client is then able to send their cart back to their eProcurement system via a cXML cart message. Their eProcurement system is then able to POST a purchase order to a dedicated DSS URL for processing.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
X Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

All participating agencies that reference the contract code "CPC 25.2" on their purchase orders will receive the offered discount terms applied to their orders.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

N/A

4. Describe your warranty and warranty process for all products and services.

Discount School Supply is committed to delivering the highest quality products at the lowest prices. If you are not fully satisfied and wish to return a product for any reason contact our Customer Service department for assistance with a Return Authorization (R.A.) within 30 days of receipt of your order. Please note that different products have different requirements, so please take a moment to review our return policy so we may best serve your needs at https://www.discountschoolsupply.com/returns

5. Describe the return process and restocking fees associated with a return.

If your order is received with a defective or incorrect item, please contact our Customer Service department within 30 days so we may facilitate a full refund or replacement of the item(s) and issue an R.A. Returns without an R.A. will not be

accepted. Items must be in their original packaging and in resalable condition. Returns past 30 days may be subject to a 30% restocking fee.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Click or tap here to enter text.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

We accept American Express, Discover, MasterCard and Visa. Your card will be charged when your order ships. Your credit card information is secure, and all customer information is kept private. First time orders may be subject to additional verification. For further details, contact our Accounts Receivable Department at 800-482-5846.
The trusted leader in online payments enables buyers and businesses to send and receive money online. PayPal® helps protect your credit card information with industry-leading security and fraud prevention systems. When you use PayPal®, your financial information is never shared with the merchant.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Price list revisions may vary and update per new catalog issuances.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

New products are added weekly that align with most current state standards. Our contract terms are extended to our complete catalog of regular priced items with exclusions to apply

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Each order will be reviewed to ensure compliance with our contract. If an issue arises, CPC will be notified and adjustments will be made.

11. Provide any additional information relevant to this section.

Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Click or tap here to enter text.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Promotionally priced items may be excluded from your standard contractual terms as mentioned above and are subject to review for special pricing. Really Good Stuff, Frog Street, and CCEI products are a specialty category and are excluded from these discounts and promotional pricing. Other specialty items may be excluded from discount on a case-by-case basis. This offer is not valid with any other promotions, discounts or outside the 48 contiguous United States.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

N/A

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Earlychildhood LLC dba Discount School Supply	**Date**	8/27/2024
Address	20 Ryan Ranch Rd Suite 200	**City, State, Zip**	Monterey, CA, 93940
Contact Person	Lynn Yeager	**Title**	VP of Sales
Authorized Signature	L Yeag	**Title**	VP of Sales
Email	bidsupport@excelligence.com	**Phone**	800-627-2829

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Earlychildhood LLC dba Discount School Supply **Authorized Signature** L Yeag

Full Name Lynn Yeager **Title** VP of Sales

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: RFP #25.2
Supplier Name: Earlychildhood LLC dba Discount School Supply

If a subcontractor will not be used, check this box: ✓

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Cooperative Purchasing Connection
Amy Lohse, Procurement Specialist
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

RFP 25.2
Instructional Materials & Classroom Supplies

www.discountschoolsupply.com
Earlychildhood LLC dba Discount School Supply

September 16, 2024

20 Ryan Ranch Road, Suite 200
Monterey, CA 93940
DiscountSchoolSupply.com

Cooperative Purchasing Connection (CPC)
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

Thank you for allowing Discount School Supply® (DSS) the opportunity to submit our response to your proposal for **RFP #25.2 - Instructional Materials and Classroom Supplies** (Catalog Discount Agreement). Discount School Supplies (DSS) offers more than 20,000 early childhood education products from over 25 different categories. These categories include Arts & Crafts, Dramatic Play, Active Play, Infant & Toddler Items, Furniture, Storage & Equipment, Math, Science, Language, including Colorations®, a line of top-quality arts & crafts materials; and our original DSS paint.
Our mission is to provide the BEST brands at the BEST value with the BEST service.

Pricing: Discount School Supply would like to offer you a **5% discount** off regular priced merchandise from our current catalog.

Shipping: Stock items orders will receive **Free Shipping (Excluding Drop Ship Items).** Stock items ship within 3-5 business days ARO. Drop ship/special shipping items, as indicated by a truck icon on our website "ship separately" and will be charged a 20% shipping fee. These items are shipped directly from the manufacturer and can take up to 8 weeks for delivery.
Please see https://www.discountschoolsupply.com/shipping for full shipping terms on drop ship and non-stock items.

Payment Terms: Net 30 days.

Cancellations: If you cancel your order after it ships a 15% restocking fee will be assessed. Items need to be returned within 30 days of receipt, in their original packaging, and in resalable condition.

Guarantee/ Warranty & Returns: Discount School Supply® offers the lowest every day prices backed by a 110% Low Price Guarantee. DSS stands behind all our products. If you are unsatisfied with any product for any reason, we are here to help you and make it right. Our hassle-free return policy and no restocking fees make it easy for our customers to obtain a refund or exchange whenever necessary. Please contact Customer Support at 800-627-2829 to receive a return authorization (RA). Please see the following for more details: https://www.discountschoolsupply.com/returns

Exclusions: Promotionally priced items may be excluded from your standard contractual terms as mentioned above and are subject to review for special pricing. Really Good Stuff, Frog Street, and CCEI products are a specialty category and are excluded from these discounts and promotional pricing. Other specialty items may be excluded from discount on a case-by-case basis. This offer is not valid with any other promotions, discounts, or outside the 48 contiguous United States.

If awarded, please send notification to bids@discountschoolsupply.com.
Must reference contract name "**CPC 25.2**" for discount to be applied when sending purchase orders via email to bids@discountschoolsupply.com.

Once again, thank you for your consideration. We look forward to hearing from you regarding this proposal. Please do not hesitate to contact me at the number below or via e-mail if you have any questions.

Sincerely,

Lynn Yeager, VP of Sales
Discount School Supply
bidsupport@excelligence.com
800-627-2829

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 09/10/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Willis Towers Watson Insurance Services West, Inc. c/o 26 Century Blvd P.O. Box 305191 Nashville, TN 372305191 USA	CONTACT NAME: WTW Certificate Center PHONE (A/C, No, Ext): 1-877-945-7378 FAX (A/C, No): 1-888-467-2378 E-MAIL ADDRESS: certificates@wtwco.com
INSURED Earlychildhood, LLC, dba: Discount School Supply LLC 20 Ryan Ranch Road Suite 200 Monterey, CA 93940	INSURER(S) AFFORDING COVERAGE — NAIC # INSURER A : National Union Fire Insurance Company of P — 19445 INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :

COVERAGES **CERTIFICATE NUMBER:** W34656641 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PRO-JECT ☐ LOC ☐ OTHER:			1947029	10/01/2023	10/01/2024	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 10,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY			1722405	10/01/2023	10/01/2024	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
	☐ UMBRELLA LIAB ☐ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE ☐ DED ☐ RETENTION $						EACH OCCURRENCE AGGREGATE	$ $
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N ☐ (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		80741051	10/01/2023	10/01/2024	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000
A	Workers Compensation - CA and Employers Liability Per Statute			80741052	10/01/2023	10/01/2024	EL - Each Accident EL Disease - Pol Lmt EL Disease - Each Emp	$1,000,000 $1,000,000 $1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection (CPC)
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Follett Content Solutions, LLC

General Comments: Follett Content Solutions, LLC is appreciative for this opportunity. If you have questions about this submission, please contact Scott Spanier at-
888.511.5114 X46449 or
320.293.6073 or
sspanier@follettcontent.com

General Attachments:
COI - Follett Content Solutions, LLC (With Cyber).pdf
Cooperative Purchasing Connection - Instructional Materials and Classroom Supplies - FCS 9.16.2024.pdf
Follett Content Solutions, LLC - C# 850092 CPC (MN) - Signed v3.pdf.pdf
Solicitation - 3 25.2 - Questionnaire.docx
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx
W9 Option 1 (March 2024).pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Follett Content Solutions, LLC

Company Address: 1340 Ridgeview Dr.

City, State, Zip code: McHenry, IL 60050

Website: www. Titlewave.com and www.Follettcontent.com

Phone: 888.511.5114

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Jill Bab, SVP Content Sales	jbab@follettcontent.com	888.511.5114
Contract Manager	Sarah Eisenhauer, Dir. BP&P	bids@follettcontent.com	888.511.5114
Sales Manager	Derrick Barnes	dbarnes@follettcontent.com	812.584.5045
Marketing Manager	Amy Piedra, SR Mgr.	apiedra@follettcontent.com	888.511.5114
Customer Service Manager	Brenda Noll	bnoll@follettcontent.com	888.511.5114
Account Manager(s)	Scott Spanier	sspanier@follettcontent.com	320.293.6073

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.
BuyBoard – 702-23 Library Books, Used textbooks, and other books – 5/31/2025
TIPS – 230904 – Books, Library and Educational Materials – 11/30/2027
TIPS – 210902 – Classroom & Teaching Aids, Goods & Services – 10/31/2025

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.
Sales will discuss this contract with clients.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** X ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).
For more than 150 years, Follett has served as the trusted partner in education for students and educators at all levels of learning. Today, we support more than 45,000,000 students in 152 countries as the world's largest single source provider of educational materials to PreK-12 schools. We distribute books, reference materials, digital resources, eBooks and audiovisual materials.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).
Follett is one of the most trusted companies in the industry. Follett has distribution agreements with more than 6,000 publishers worldwide. We continuously seek new partnerships in order to supply the K-12 market with the most diverse product offering possible. Our extensive offerings include the vast majority of trade, curriculum, religious, university and specialized publishers.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.
Follett provides instructional materials and classroom supplies to 12,000 agencies.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.
15% of Follett's revenue is derived from classroom supplies and instructional material sales on an annual basis. Follett's business is focused on the K-12 educational space.

5. Describe your experience and sales approach your company will take with participating public agencies.
As one of the largest K-12 distributors of books and educational materials in the country, Follett will leverage this contract with potential customers when they might otherwise have to bid out a project.

6. Provide any additional information relevant to this section.
Please see Follett's bid response letter attached.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	West Fargo School District 6
Service/Product Purchased	Library and Classroom Books
Year of Purchase	Over past 20 years
Reference Contact	Kate Olsen
Phone	701.356.0855
Email	kolsen@west-fargo.k-12.nd.us

Reference #2 – Company Name	Bismark Public Schools
Service/Product Purchased	Library and Classroom Books
Year of Purchase	Over past 20 years
Reference Contact	Misti Frink
Phone	701.323.4075
Email	Misti_frink@bismarkschools.org

Reference #3 – Company Name	Anoka-Hennepin Independent School District
Service/Purchase Purchased	Library and Classroom Books
Year of Purchase	Over past 20 years
Reference Contact	Allison Hackenmiller
Phone	763.506.6800
Email	Allison.hackenmiller@ahschools.us

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Follett's service center, located in McHenry, Illinois, is more than just a large warehouse; numerous tasks are completed within this hub of operation so that our customers receive only the best quality materials at the most efficient rate. Our offerings include:

- Over 326,000 titles (4.6 million units in inventory!)
- Over 500,000 eBook titles
- Over 200,000 digital audiobook titles
- Over 200,000 audiovisual titles
- Over 100,000 foreign language titles
- Over 40,000 new textbook titles

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Follett keeps titles in-stock in our warehouse, besides having a relationship with over 6,000 publishers for title availability. Follett ships to the contiguous United States free of charge. Follett offers a variety of processing options for both Library and Classroom collections that are attached to each book prior to shipping.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Orders can be placed online, over the phone, by mail, or by fax. Follett Content Solutions offers FREE shipping and handling on all orders other than textbooks, within the contiguous United States and its territories. Textbook orders will be charged 10% of the merchandise total for shipping and handling unless the order is over $15,000. In Stock items that require not processing can be delivered within 5 days. In Stock orders that require processing can be delivered within 10-15 days.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Our goal is to provide 97% fill rate of in-stock items within 5 days.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Customer Service is available Monday through Friday from 7:00 AM to 6:00 PM CST. They can be contacted using our toll free number: 888.511.5114. They can also be contacted by email at customerservice@follettcontent.com . The Titlewave Support Team can be contacted at the same number or at titlewavesupport@follettcontent.com .

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

The Content Sales Consultant, Scott Spanier, and the Regional Sales Director, Derrick Barnes, are both part of the bid response process. They are involved in learning about the requirements of the agreement prior to Follett submitting a bid

response. Customers in Minnesota, North Dakota, and South Dakata would all work primarily with Scott, or with Derrick if Scott is unavailable.

7. Describe your company's contract implementation or customer transition plan.

When the Follett Sales Consultant meets with customers, they will mention the contract and how it will help the customers prevent some bid situations. Also, titlewave.com will be updated to include each customer's contract information.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Follett does work with punchout, however, individual customers have to reach a dollar threshold in sales before it is an option.

9. Provide any additional information relevant to this section.

Please see Follett's bid response letter attached.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
X Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Similarly situated customers generally receive the same or similar pricing.

2. Describe how participating agencies will verify they are receiving contract pricing.

We are not offering an additional discount at this time, so the pricing on Titlewave.com is the contractual price. Titlewave.com prices are based on publisher list price and is updated daily.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

Follett does not have a minimum order requirement.

4. Describe your warranty and warranty process for all products and services.

Follett will replace or issue credit for any books, audiovisual materials, or other products that are defective, damaged, or incorrectly processed. We know that students can be tough on books and thanks to our unconditional binding guarantee on FollettBound® books, you won't have to worry. If these titles fail as a result of normal wear and tear, we will replace and deliver them to you at no charge, provided the title is still in print. New textbooks with binding failure will be replaced within one year of purchase date.
Orders that have been subject to any customized processing, either prior to shipment or after receipt by the customer, are not eligible for return or cancellation, excluding material processing errors solely attributable to Follett. Customized processing shall include, but is not limited to, stamping, label application and barcoding, as determined by Follett in its sole discretion. Textbook orders of any kind are not returnable

5. Describe the return process and restocking fees associated with a return.

Follett does not have restocking fees. All returns can be started by contacting customer service.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Follett will announce any additional promotions on titlewave.com and via marketing emails.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Payment terms are 0% Net 30 Days. Follet accepts credit cards, checks, p-cards, and online payments.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Titlewave.com prices are based on publisher list price. Titlewave.com updates daily in order to stay current with publisher list price.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

All new titles and products are priced based on agreements with publishers and manufacturers. Customer price will be effective as soon as each new title or product is live on titlewave.com.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Each of the quarterly audits are done in a way that allows Follett to make sure pricing is correct in plenty of time for reports to be sent to CPC.

11. Provide any additional information relevant to this section.

Please see Follett's bid response letter attached.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Follett now offers fundraising opportunities for schools. Please see more information included in Follett's bid response letter.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Personal Information of Follett Employees

This proposal may contain background information about Follett employees including the employment and educational history of Follett's proposed resources. In consideration of receipt of this document, the recipient agrees that it shall not use or disclose to any other person such background information for any purpose other than its evaluation of this proposal, without the express written consent of Follett as required or permitted by law.

Copyright

© Follett Content Solutions, LLC. All rights reserved.

Trademarks

The following products and tools are registered trademarks of Follett Content Solutions, LLC:

FollettBound®	TitlePeek®
TitleCheck™	Titlewave®
TitleMAP™	TitleWise®

All other brand names of products mentioned are registered trademarks or trademarks of their respective companies.

Affiliate Products

The following products are owned by Follett School Solutions, LLC and are registered trademarks:

Follett Destiny Discover®
Follett Destiny® Library Manager

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

IV. Technical Specifications

C. Pricing

6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, **Vendor will make reasonable efforts to** ~~it must~~ lower its prices under this contract **for the same product and quantity** at the same time by written notice, via email to CPC.

IX. Solicitation Terms and Conditions

Certificate of Insurance: **:** The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, ~~errors and omissions,~~ workman's compensation, ~~unemployment~~, and other insurance coverage required by and

applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent electronically to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: $1,000,000 each occurrence, $500,000 annual aggregate
2. Automobile Liability: $1,000,000 each occurrence (combined single limit/each accident)
3. Workers Compensation: $100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. **The Vendor must provide the COI with their submission.**

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Follett Content Solutions, LLC	**Date**	September 16, 2024
Address	1340 Ridgeview Dr.	**City, State, Zip**	McHenry, IL 60050
Contact Person	Sarah Eisenhauer	**Title**	Director of Bids, Proposals, & Pricing
Authorized Signature	Signed: 9/16/2024	**Title**	Director, BP&P
Email	bids@follettcontent.com	**Phone**	888.511.5114

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Follett Content Solutions, LLC

Authorized Signature Signed: 9/16/2024

Full Name Sarah Eisenhauer

Title Director of Bids, Proposals, & Pricing

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Follett Content Solutions, LLC

If a subcontractor will not be used, check this box: ✓

Follett Content Solutions, LLC. is a wholesaler of educational materials to the PreK-12 school market. We complete all aspects of our business in our own facility in McHenry, Illinois. We do not utilize subcontractors.

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Concord - Document ID: 02xhqZ0WwyVVtPM4dHlQtD

Record of Signing

For

Name

Title

Signed on 2024-09-16 17:38:54 GMT

Secured by Concord™
DocumentID: 02xhqZ0WwyVVtPM4dHlQtD
SigningID: 02xhqZ0Wkt4zDIWCsT682L
Signing date: 9/16/2024
IP Address: 66.9.164.86
Email: seisenhauer@follettcontent.com

concord™
Where agreements happen.

Signed with www.concordnow.com

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

FSS CONTENT TOPCO LP

2 Business name/disregarded entity name, if different from above.

FOLLETT CONTENT SOLUTION, LLC

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☑ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions ☐

5 Address (number, street, and apt. or suite no.). See instructions.

1340 RIDGEVIEW DR REMIT: PO BOX 7410597

6 City, state, and ZIP code

MCHENRY, IL 60050 CHICAGO, IL 60674-0597

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-				

or

Employer identification number

8	7	-	2	9	6	8	8	6	5

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person _____ Date 8/15/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Client#: 1928474 FSSCON

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 9/04/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
USI Insurance Services, LLC
8000 Norman Center Dr, Suite 400
Bloomington, MN 55437
612 509-1001

CONTACT NAME: Priya Conjeevaram Krishnan
PHONE (A/C, No, Ext): 612 509-1001 **FAX (A/C, No):**
E-MAIL ADDRESS: priya.conjeevaram@usi.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Berkley National Insurance Company	38911
INSURER B : Berkley Regional Insurance Company	29580
INSURER C : Lexington Insurance Company	19437
INSURER D : Ascot Specialty Insurance Company	45055
INSURER E :	
INSURER F :	

INSURED
Follett Content Solutions, LLC
1340 Ridgeview Drive
Mc Henry, IL 60050

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			TCP702112912	08/31/2024	08/31/2025	EACH OCCURRENCE	$1,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$1,000,000
							MED EXP (Any one person)	$15,000
							PERSONAL & ADV INJURY	$1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$2,000,000
	POLICY PRO-JECT X LOC						PRODUCTS - COMP/OP AGG	$2,000,000
	OTHER:							$
A	AUTOMOBILE LIABILITY			TCP702112912	08/31/2024	08/31/2025	COMBINED SINGLE LIMIT (Ea accident)	$1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS ONLY / X NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
A	X UMBRELLA LIAB X OCCUR			TCP702112912	08/31/2024	08/31/2025	EACH OCCURRENCE	$20,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$20,000,000
	DED X RETENTION $0							$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N	N/A		TWC702113012	08/31/2024	08/31/2025	X PER STATUTE / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N (Mandatory in NH)						E.L. EACH ACCIDENT	$1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$1,000,000
							E.L. DISEASE - POLICY LIMIT	$1,000,000
C	Cyber/Tech E&O			014254049	08/31/2024	09/30/2024	$5,000,000 per occ/agg	
D	EX Cyber/Tech E&O			EOXS23100015502	08/31/2024	09/30/2024	$5,000,000 per occ/agg	
							Retention : $250,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Coverage

CERTIFICATE HOLDER
Follett Content Solutions, LLC
1340 Ridgeview Dr.
Mc Henry, IL 60050

CANCELLATION
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies
Vendor: Fun and Function

General Comments:

General Attachments:
CPC 25.2 F.pdf
CPC Fun and Function Catalog Price List for 2024.pdf
Solicitation - 4 25.2 - Forms - Signatures.pdf
Solicitation - 5 - 25.2 - Pricing Schedule (2) (2).xlsx
WBENC 2024.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Fun and Function, LLC

Company Address: PO Box 11

City, State, Zip code: Merion, PA 19066

Website: www.funandfunction.com

Phone: 800-231-6329

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Shira Snider (MN) Esti Jubiler (MN) Carmi Neumann (ND,SD) Rose Homberger (SD)	SSnider@funandfunction.com EJubiler!funandfunction.com CNeumann@funandfunction.com RHomberger@funandfunction.com	800-231-6329 800-231-6329 800-231-6329 800-231-6329
Contract Manager	Zena Hirsch	bids@funandfunction.com	800-231-6329
Sales Manager	Esti Jubiler	Ejubiler@funandfunction.com	800-231-6329
Marketing Manager	Daniela Weiss	Dweiss@funandfunction.com	800-231-6329
Customer Service Manager	Adina Kunreich	customercare@funandfunction.com	800-231-6329
Account Manager(s)	Shulamis Dewick	accounts@funandfunction.com	800-231-6329

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
x	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

We have dozens of contracts on the national, state and district levels. A few examples are:
1) TIPS (The Interlocal Purchasing System) 230807 (Academic and Educational Goods and Services)- 10/01/2028
2) PACE, P00262 Dec 31, 23 (with renewal)
3) Goodbuy Purchasing 23-24 6O000-5/31/2024; 23-24 6E000 Teaching Aids: Instructional Classroom Supplies 5/31/2024
4) ESC 18 R18-2023-02-000032 (2023-2024 Region 18 ESC Purchasing Cooperative Discount RFP) - June 30, 2024;
5) ESC 6 RFP R18-2023-02-000032 (2023-2024 Region 18 ESC Purchasing Cooperative Discount RFP) June 30, 2028
6) ESC 3 04-253-23 Special - July 31, 2024; 04-251-23 Instructional Supplies and Materials- July 31, 2024;
7)PCA OD-389-23- 09/12/2028
8) 1GPA 23-13P-14 Instructional Aids, Materials and Athletic Products- 3/12/2028

9) Allied States Coop (Region 19)RFP #23-7458 Classroom Curriculum, Supplies, Equipment and Related (Supplemental)-3/31/2025

We plan to highlight this contract prominently in the states of MN, ND, SD and will also be adding it to our marketing decks and materials. Although we do hold many contracts, we find that each state prefers to use contracts that are most related to their state(s).

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _x_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _x_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).
Fun and Function is an award-winning company led by an expert team of educators, therapists and product designers. Founded in 2005, we create innovative sensory solutions and learning environments for diverse populations with ADHD, sensory processing disorder, autism, developmental delays or disabilities.
Our products are independently tested for safety to meet and often exceed regulatory standards. In addition, we guarantee satisfaction with our high quality solutions and customized sensory spaces. We have a 19-year track record of providing professional guidance, training and support to ensure our customer's success.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).
As an example, Fun and Function outfitted Winnsboro ISD with break boxes, flexible seating solutions, classroom corners, sensory rooms, and an outdoor adaptive swing system. These tools gave students the opportunity to thrive academically as they had their sensory needs met (a prerequisite to a successful learning experience). Teachers were equipped with proactive strategies to ensure student wellness and had appropriate tools in place to deal with meltdowns or other disruptive incidents. Our superb customer service team ensured a smooth shipping and delivery experience and helped sort any issues that arose due to global shipping delays and supply chain shortages. The client was thrilled with the overall experience and returned many times for additional equipment.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.
We have supplied materials and supplies to over 20,000 schools all over the USA

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.
K-12 schools were 55% of the total sales in 2023. We are holding at 47% for the current YTD

5. Describe your experience and sales approach your company will take with participating public agencies.
Fun and Function has been providing products to the public sector for the past 17 years. Some key lessons learned and supported that we offer are: 1) Dedicated account managers to manage large orders so that shipping and receiving is as

smooth and seamless as possible. 2) We accept purchase orders and offer schools net 30 terms. 3) We provide education to support school district employees with implementation of any resources provided. Given that there often is a high amount of employee turnover within school settings, we provide pre-recorded webinars and self paced online interactive courses in addition to our live (zoom) training. This helps school district administrators by creating a firm infrastructure to support all future staff that may be hired.

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Region 10 ESC, TX
Service/Product Purchased	Classroom supplies and sensory materials
Year of Purchase	2022
Reference Contact	Gracie Whitley
Phone	972-348-1096
Email	Gracie.Whitley@region10.org

Reference #2 – Company Name	Rio Grande, CISD, TX
Service/Product Purchased	Classroom supplies and sensory materials
Year of Purchase	2024
Reference Contact	Jessica Marichalar
Phone	956-716-6661
Email	jmarichalarsped@rgccisd.org

Reference #3 – Company Name	Garden City Unified School District, KS
Service/Purchase Purchased	Classroom supplies and sensory materials
Year of Purchase	2022
Reference Contact	Melanie Garrison
Phone	620-805-7500
Email	mgarrison1@gckschools.com

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Fun and Function uses two warehouses to stock inventory products and is the exclusive distributor for custom products manufactured in the UK and Spain. We use an internal system to monitor stock and maintain inventory to insure stock availability and timely delivery.

We have a team of experienced product designers and therapists who design and lead the manufacturing of products, and we have a team of dedicated account managers and customer care representatives to manage orders, deliveries, and all customer needs.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

1) Our excellent customer experience. We provide ongoing support to ensure the successful of implementation of products and tools including design services, dedicated account managers, multiple training options, and free resources.
2) Safety & Durability. We pride ourselves on the durability of our products and the rigorous safety testing that we require for each product.
3) Integrity. We provide honest, transparent, and fair pricing.
4) Product Line- we offer a unique product line of multi-sensory equipment designed to support sensory and executive function needs. Our products are made in small batches with many exclusive to Fun and Function.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Fun and Function offers complimentary design services for schools as well as detailed quotes and proposals. Installation options are available upon request and according to the scope of the project. Orders can be placed via purchase order or on our website. Once an order is received, a confirmation of receipt is sent and an invoice is sent as soon as the order is processed.

Fun and Function uses two warehouses to stock inventory products and is the exclusive distributor for custom products manufactured in the UK and Spain. We use an internal system to monitor stock and maintain inventory to insure stock availability and timely delivery.
We have a team of experienced product designers and therapists who design and lead the manufacturing of products, and we have a team of dedicated account managers and customer care representatives to manage orders, deliveries, and all customer needs.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Fun and Function is currently providing products to each of the 50 states across the United states as well as globally with a 95% fill rate. We employ a national and international sales force that allow us to support the needs of all states and locations in as streamlined and effective manner as possible. Our purchasing and manufacturing department reviews sales on a monthly basis and sets future manufacturing goals in excess of current sales in order to ensure an adequate sales supply. Our company has two warehouses located in NJ and we ship nationwide. As noted above, we already have a strong infrastructure in place to service schools and facilities nationwide and have the wherewithal to distribute products on a large scale. We ship via UPS, USPS and Special Freight carriers for larger items and equipment. We generally ship products within 5 business days except for products identified with a truck symbol which have longer shipping times. Our customer care representatives will discuss any longer shipping times with the customer prior to finalizing a sale. In the event that we are awarded the contract, we don't anticipate any challenges to servicing the states associated with this contract as we already have a very strong infrastructure in place to support this and have been servicing all 50 states (albeit without an actual contract such as this).

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

We strive for 100% customer satisfaction. Our customer service is available via phone Mon-Thurs 9am-5pm, Fri 9am-4pm (EST) 800-231-6329 or email customercare@funandfunction.com We also offer live chat with our customer care reps via our website: funandfunction.com

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

See answer 7

7. Describe your company's contract implementation or customer transition plan.

Fun and Function will market the resulting contract on our website, school landing pages, email marketing and SMS campaigns, and social media channels. Our marketing team develops a launch plan to communicate with current and potential CPC agencies using digital channels, print publications and multimedia such as video. Together with our team of graphic designers, we create full color, engaging content that clearly outlines the offering, the key benefits and options. We identify opportunities to promote the CPC contract in industry publications, relevant conferences and regional events. In addition, we can create CPC landing pages on our website, online guides with FAQs, eblasts and SMS promotions. We carefully track and monitor the effectiveness of the marketing campaigns and adjust as needed to optimize satisfaction and success.
Each order is assigned an account manager to process the purchase order and invoice according to the specifications set forward. The account managers maintain and manage communications and questions regarding the purchase and assist the customer with any order related question post sale.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Our developers can connect to any punch-out, cXML, and EDI systems. We currently connect to systems throughout the country.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

__x__ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

The information will be available on the PO

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

N/A

4. Describe your warranty and warranty process for all products and services.

Our goal is 100% customer satisfaction.
We offer a 1 year warranty on all proprietary and inventory products. The customer is responsible for the cost of return shipping. Additionally, any items with the truck symbol that are returned will also have a 20% restocking fee deducted from the refund.
*Exceptions Apply: Oral motor products, underwear and final sale products are non-returnable as indicated on those product pages.

5. Describe the return process and restocking fees associated with a return.

To make a return, please follow these easy steps within 90 days for a full refund on the product(s). The customer is responsible for the cost of return shipping. Returned items must be new and unused, in the original packaging. Any item returned within 90 days, that is not in resalable condition, will have a 20% restocking fee deducted from the refund. Additionally, any items with the truck symbol/larger items that ship via freight that is returned will also have a 20% restocking fee deducted from the refund. Clearance items and oral products cannot be returned or exchanged.

6. Describe any promotional opportunities on top of contract pricing that might be available.

N/A

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

We accept purchase orders and offer net 30 terms. Payments can be made via credit card, ACH, check.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

annually

9. Describe how future product introductions will be priced and align with contract proposed pricing.

We will offer the same terms for new catalog items.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Our Accounts Team will review the account monthly to ensure that it is in compliance.

11. Provide any additional information relevant to this section.

Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

-100% discount on all Educational Courses and Training Webinars
-Complimentary Sensory Room Design and Consultation
- Free Downloadables and Teacher Resources

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Click or tap here to enter text.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

Click or tap here to enter text.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Fun and Function, LLC	**Date**	8/18/24
Address	PO Box 11	**City, State, Zip**	Merion, PA 19066
Contact Person	Zena Hirsch	**Title**	Admin
Authorized Signature		**Title**	Admin
Email	bids@funandfunction.com	**Phone**	800-231-6329

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

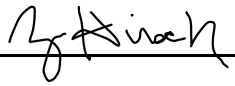
When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Fun and Function, LLC

Authorized Signature 

Full Name Zena Hirsch

Title Admin

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Fun and Function, LLC

If a subcontractor will not be used, check this box: x

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

WBENC
WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL
JOIN FORCES. SUCCEED TOGETHER.

hereby grants

National Women's Business Enterprise Certification

to

Fun and Function LLC

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.

Certification Granted: May 29, 2015
Expiration Date: May 29, 2025
WBENC National Certification Number: 2005126858

WBENC National WBE Certification was processed and validated by Women's Business Enterprise Center - East, a WBENC Regional Partner Organization.

Elizabeth M Walsh

Authorized by Elizabeth M. Walsh, President
Women's Business Enterprise Center - East

WBEC EAST
WOMEN'S BUSINESS ENTERPRISE CENTER

NAICS: 339930
UNSPSC: 60124514, 60124515, 60140000

Center for Women & Enterprise · Great Lakes Women's Business Council · Greater Women's Business Council · Women's Business Council Southwest · WBEC Metro NY · WBEC Greater DMV · WBEA · WBEC Florida · WBEC CORV · WBEC Pacific · WBDC · WBEC South · WBEC West

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Hameray Publishing Group, Inc.

General Comments:

General Attachments:
2024 Catalog.pdf
3 Questionnaire – Hameray Publishing Group,Inc..pdf
Sole Source Letter_2024.pdf
Solicitation - 4 25.2 - Forms - Signatures.pdf
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

Questionnaire

RFP #25.2 Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Hameray Publishing Group, Inc

Company Address: 10866 Washington Blvd #808

City, State, Zip code: Culver City CA 90232

Website: www.Hameraypublishing.com

Phone: 866-918-6173

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Kevin Yuen	info@hameraypublishing.com	866-918-6173
Contract Manager			
Sales Manager	Alejandro Valtierra	alejandro@hameraypublishin.com	866-918-6173
Marketing Manager	Elisa Ruiz Gutierrez	elisa@hameraypublishing.com	866-918-6173
Customer Service Manager	Randy Padua	randy.padua@hameraypublishing.com	866-918-6173
Account Manager(s)	Kevin Yuen	info@hameraypublishing.com	866-918-6173

Deleted: List who will be responsible for receiving updated participation lists.¶
Name ... [1]

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Region 18 – R18-2024-02-000040 (7/1/2024-6/30/2025)
Region 7 – Library Books & Supplies LIB2425 (6/2024-6/20/2025); Educational Activities & Supplies EDACT2426 (8/15/2024-8/15/2026); Instructional Catalog ICAT2324 (12/14/23-12/14/24)

We will market through Direct Mail, Conferences, email, web and social media. We respond to all requests for quotation within one business day, often sooner, and are committed to providing potential customers all the information required to make a purchasing decision.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Since 2008, Hameray Publishing Group has developed literacy resources that help teachers inspire children in grades K–8 to become successful lifelong readers. We publish leveled informational and narrative texts on a wide variety of topics that meet the needs of budding readers, even the most reluctant ones. With fun and immersive stories from leading authors like Joy Cowley, and vividly beautiful artwork and photography, our books capture students' imaginations and spark an interest in reading that will last a lifetime.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

We work close with educators, consultants to keep our books up to date with images and English & Spanish development. By introducing new series, introducing fictional and nonfiction pairing around culture, community, health, SEL, seasons, and self, and keeping up with any and all changes in the development of the English and Spanish.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Approximately 12,964 agencies.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

Annual sales range around $2,000,000.00 from all 50 states.

5. Describe your experience and sales approach your company will take with participating public agencies.

Our team works close with agencies through the whole purchasing process, as most agencies will have order $2,000+. We make sure they receive the correct reading level books for each classroom, and will personalize orders if may need. And we can mail off orders by schools if the agencies request this, making sure the educators receive only what they require for their classroom, with no need to hassle with unnecessary paperwork. We make sure the invoice(s) and proof of delivery are sent to the desired Payee.

6. Provide any additional information relevant to this section.

N/A

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Alisal Union SD
Service/Product Purchased	Educational Books
Year of Purchase	10+ years
Reference Contact	Ana Tienda Marin
Phone	831-753-5700
Email	ana.tienda@alisal.org

Reference #2 – Company Name	Amarillo ISD
Service/Product Purchased	Educational Books
Year of Purchase	10+ years
Reference Contact	Pati Buchenau
Phone	806-326-1000
Email	pati.buchenau@amaisd.org

Reference #3 – Company Name	Cypress-Fairbanks ISD
Service/Purchase Purchased	Educational Books
Year of Purchase	10+ years
Reference Contact	Christy Alspaw
Phone	281-897-4000

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Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

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Email	christy.alspaw@cfisd.net

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Our marketing manager is a full-time position and is committed to marketing this contract. Our warehouse staff are full-time position making sure to send out orders within 5-7 after receipt of purchase order.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Hameray Publishing Group, Inc. is the sole source provider in the U.S. for the published works/books listed in the Sole Source Letter (attached) and in our 2024 Catalog.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Orders can be emailed to Sales@hameraypublishing.com, order through our website (if a quote is needed, please email quotes@hameraypublishing.com), faxed to 858-369-5201, called in 866-918-6173 or mailed to 10866 Washington Blvd #808, Culver City CA 90232. Orders take about 5-7 days after receipt of purchase order to be delivered.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Shipping rate is 10% of subtotal. With a minimum charge of $6.00. If orders are $2,000+, they may qualify for free freight. We work close with the person placing the order, to make sure we have the correct address, make sure school is open and invoice & proof of delivery is sent to the payee to make sure order was received & delivered to the educator.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Our corporate office is open Monday-Friday 8:30am-5pm Pacific Time. We respond to all problems and concerns within a day, often sooner. We are committed to providing potential customers all the information they request to making a smooth purchasing decision.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

We work with international-acclaimed researchers and educational consultant who are recognized for ground-breaking work in early literacy, including best practice for reading, writing, spelling and dyslexia. Our marketing team are committed to all products through direct mail, at conferences, email, web and social media platforms.

7. Describe your company's contract implementation or customer transition plan.

Once we are awarded a contract, it is sent to our Order Processing team where a team member is assigned to the contract to oversee and review the agreements within the contract to ensure that they are met and fulfilled. Each team member is responsible for their assigned contracts so they handle all orders generated from their respective contracts. The team member ensures that all aspects of the order is correct, then they process the order for fulfillment.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

N/A

9. Provide any additional information relevant to this section.

N/A

Products, Service & Pricing

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1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
X Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.
We can mail our catalog, or you can find it on our website (HamerayPublishing.com).

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
There is no minimum order requirement. However, there's a minimum $6.00 charge for delivery.

4. Describe your warranty and warranty process for all products and services.
There is no warranty on our products.

5. Describe the return process and restocking fees associated with a return.
Returning items need to be in resalable conditions. Contact Customer Service to receive a Return Authorization Form. Returns within 30 days after receipt of order will receive full credit back. If after 30 days, then credit will be 20% of the return items and only redeemable for towards other items we carry.

6. Describe any promotional opportunities on top of contract pricing that might be available.
N/A

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.
Payment can be received via check, calling our phone number if desire to pay with a credit card. There's a 30 net day and we accept with Purchase Orders. Purchase Order forms must be emailed or mailed to us.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.
N/A

9. Describe how future product introductions will be priced and align with contract proposed pricing.
New products will be market through direct mail, emails, web and social media platforms.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.
N/A

11. Provide any additional information relevant to this section.
N/A

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.
N/A

Exceptions & Deviations

Deleted: additional

Deleted: discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.

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1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

N/A

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

N/A

Page 2: [1] Deleted **Melissa Mattson** **5/31/24 1:12:00 PM**

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Hameray Publishing Group, Inc	**Date**	August 20, 2024
Address	10866 Washington Blvd. #808	**City, State, Zip**	Culver City, CA 90232
Contact Person	Kevin Yuen	**Title**	President
Authorized Signature	Elisa Ruiz-Gutierrez	**Title**	Marketing & Operations Associate
Email	Bids@hameraypublishing.com	**Phone**	866-918-6173

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Hameray Publishing Group, Inc.

Authorized Signature Elisa Ruiz-Gutierrez

Full Name Elisa Ruiz-Gutierrez

Title Marketing & Operations Associate

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name:
Solicitation Number:
Supplier Name:

If a subcontractor will not be used, check this box:

Company Name: Hameray Publishing Group, Inc.
Street Address: 10866 Washington Blvd. #808
City, State, Zip: Culver City, CA 90232
Telephone: 866-918-6173
Primary Contact: 866-918-6173
Email Address of Contact: info@hameraypublishing.com
Services to be provided:

Educational Materials - leveled readers, teacher resources, manipulatives, etc.

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

2/15/2024

Hameray Publishing Sole Source Letter

This letter is to state that Hameray Publishing Group, Inc. is the sole source provider in the U.S. for the published works/books listed below and in our Catalog:

1. Kaleidoscope Collection (small readers & big books)
2. Colección Caleidoscopio (small readers & big books)
3. Joy Cowley Collection (small readers, big books & audio): Green, Red, Orange & Blue sets
4. Colección Joy Cowley (small readers & big books)
5. Joy Cowley Early Birds Collection (small readers & big books): Wishy-Washy, Junior, Little Rabbit & First Readers)
6. Joy Cowley Classics (small readers & big books)
7. Mrs. Wishy-Washy Doll
8. A Writer's Life
9. What is a Book? (by Joy Cowley)
10. Underwater Encounters
11. Hameray Biography Series
12. Download
13. The Extraordinary Files
14. SuperScripts
15. Letter Buddies (Letter Books, Starters, Blends Books, Best Friends, LetterMats, Alphabet Lap Books, Magnetic Letters & Vowels Matter)
16. Zoozoo Series (small readers & big books): Into the Wild, Animal World, Storytellers, En la Selva and Mundo Animal
17. Oral Language Development Series
18. My World Collection (small readers & big books)
19. Colección Mi Mundo
20. Story World - Real World
21. Mundo de los Cuentos, Mundo Real
22. Fables and the Real World (small readers & big books)
23. Fábulas y el Mundo Real (small readers & big books)
24. Family Literacy Workshops
25. Changing Minds, Changing Schools, Changing Systems
26. Kid Writing in the 21st Century
27. STEM Explorations
28. STEM Exploraciones
29. Inspire!
30. ¡Inspírate!
31. Kid Lit
32. Lecturitas

** The Classroom Libraries, Special Packages (K-3, Mrs. Wishy-Washy, etc.), the Guided Reading Level Sets, Combo Sets and Dual Language Sets are comprised of titles found within the various series listed above*

Thank you,

Kevin Yuen
President

HAMERAY PUBLISHING | ENGLISH & SPANISH 2024 K–5 CATALOG

BE CURIOUS

BUILD KNOWLEDGE | ACQUIRE VOCABULARY | IMPROVE COMPREHENSION

SPARK CREATIVITY, NURTURE SUCCESS

BOOKS WITH INTERESTING TOPICS & UNIQUE CHARACTERS

2,000+ TITLES IN ENGLISH & SPANISH FOR K–5

IMPROVE PHONICS INSTRUCTION

Consonants, Vowels, Blends, & More!

pp. **3–9**

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FICTION & NONFICTION TEXT SETS

- *Fables & the Real World*
- *Story World Real World*
- *Into the Wild*

pp. **68–83**

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AUTHENTIC SPANISH

Over 950 Titles for K–4 Bilingual Classrooms

pp. **130–198**

HAMERAY

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PUBLISHING GROUP

Reading to Learn

Analysis

Inference

Fluency

Text Structure

Comprehension

Spelling

Knowledge Building

Vocabulary Building

High-Frequency Words

Sight Words

Decoding

Phonics

Phonemic Awareness

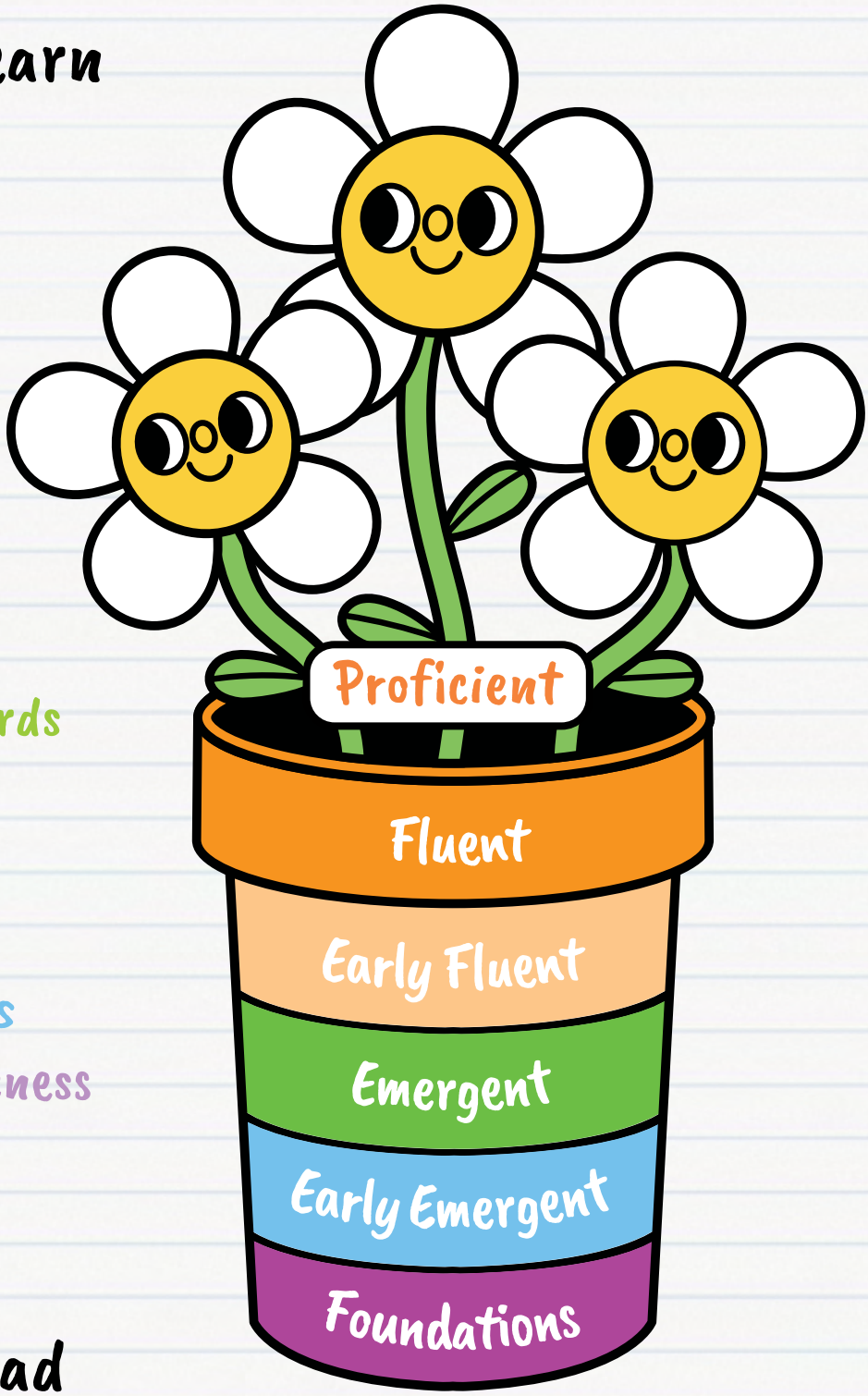
Phonological Awareness

Concepts of Print

Letter Knowledge

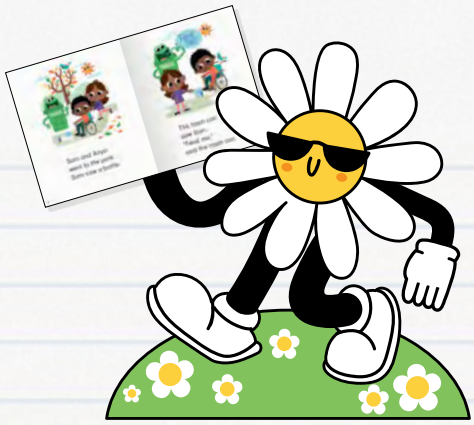
Oral Language

Learning to Read

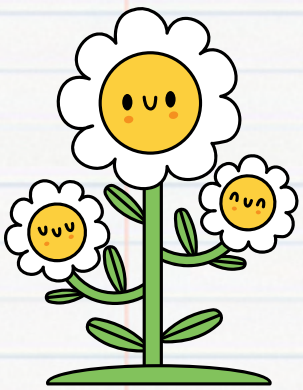


For Correlation chart, see ***page 209***

GROWING CONFIDENT READERS



Hameray Publishing is a minority-owned family business. Founded by two former classroom teachers, our small and passionate team is dedicated to helping educators develop young students into strong, confident readers who are curious, creative, and prepared for middle school and beyond!



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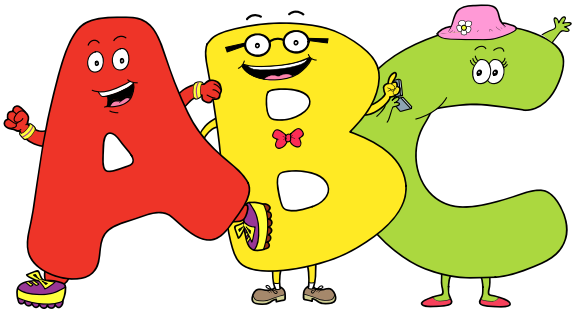
DEVELOP JOYFUL, INDEPENDENT READERS

Students will **build knowledge**, **acquire vocabulary**, and **improve reading comprehension** with our content-rich classroom libraries!

Classroom libraries include organizers and come ready to use.

CHECK OUT OUR ENTIRE COLLECTION ON PAGES **12-33**

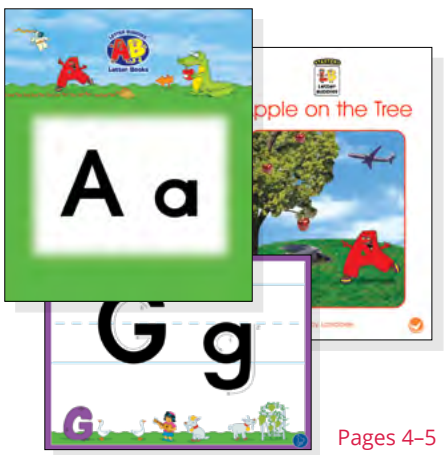


LETTER BUDDIES

Supplement Any Phonics Program | Build A Foundation for Successful Decoding

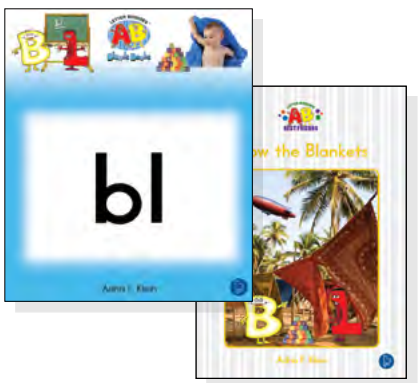
Build Vocabulary, Learn Sounds & Sort Letters

CONSONANTS & SHORT VOWELS



Pages 4–5

CONSONANT BLENDS



Page 6

VOWEL COMBINATIONS

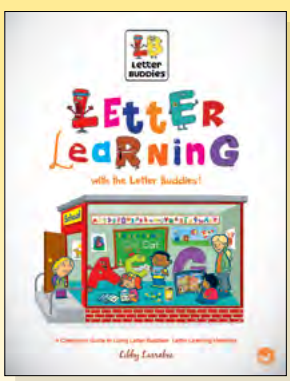
Page 7

Practice Beginning Sounds & Sorting Letters

Page 5

Page 5

FREE
TEACHER'S GUIDE



CONSONANTS & SHORT VOWELS

LETTER BOOKS Develop Letter-Sound Correspondence

- Skills: letter-shape, letter-name, letter-sound, letter-formation
- Practice beginning consonant and vowel sounds
- Six vocabulary words with the same initial letter sound (same words as LetterMats)
- Extended practice with syllables, segmenting, and blending sounds

Textured letters for finger-tracing and letter-formation exercises

Use the illustrated cover scene for warm-up oral language activities

Each book includes vocabulary words with the same beginning letter sound.

Letter Buddies Letter Books (23 TITLES) Item # C4682R **$54.50**

STARTERS Letter Books Vocabulary in Context

- Practice reading the **vocabulary words from Letter Books** within a simple sentence.
- Easily identify vocabulary words with the first letter in a different font color
- Develop language skills with simple sentence patterns
- PreK–K Dolch sight words

Sample pages from *Great Guitar*

Letter Buddies Starters (24 TITLES) Item # C1000R **$59.50**

To learn more about these series, go to ***HamerayPublishing.com/Phonics***

LETTER MATS Develop Letter-Sound Correspondence

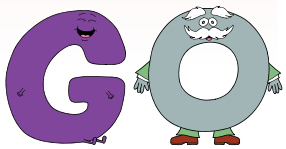
Front of "G" LetterMat

Use the **front** of the mat for finger-tracing and oral language activities

Back of "G" LetterMat

Use the **back** of the mat to play I-Spy as well as practice storytelling and other oral language skills

- Introduce letter sounds and new vocabulary
- Finger-trace the letter and discuss the letter's shape
- Search for objects with corresponding beginning letter sound
- Scaffold learning: vocabulary words are repeated in Letter Books and Starters.



Letter Buddies LetterMats (26 MATS) Item # C7942R **$66.00**

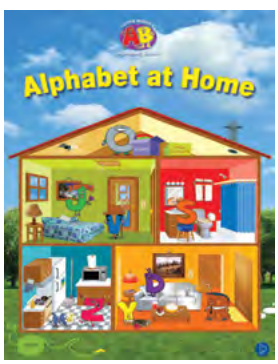
UPPERCASE & LOWERCASE MAGNETIC LETTERS

Uppercase Set (42 PIECES)
Item # M4378R **$6.00**

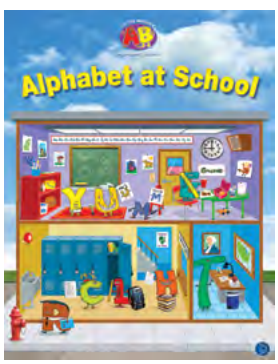
Lowercase Set (42 PIECES)
Item # M4361R **$6.00**

Magnetic Letters Class Set
(25 UPPERCASE SETS + 25 LOWERCASE SETS)
Item # MCL439R SAVE $20 **$280.00**

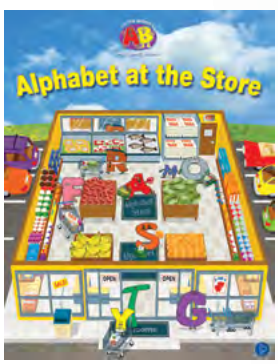
ALPHABET LAP BOOKS Build Vocabulary in Context



Alphabet at Home
Item # B0253R **$16.00**



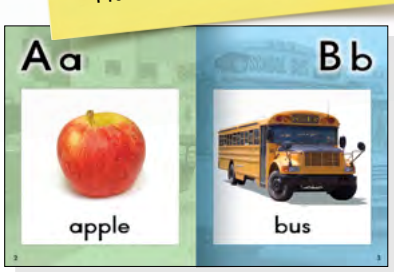
Alphabet at School
Item # B0239R **$16.00**



Alphabet at the Store
Item # B0246R **$16.00**

Alphabet Lap Book Set (3 TITLES) Item # BB0413R SAVE 10% **$43.00**

- Interest Level: **Grades Pre-K–K**
- Lap Book Size: **12" x 16"**
- Page Count: **32 pages**
- 26 objects from a child's world—one for each letter of the alphabet
- Picture Glossary, I-Spy Game



Sample pages from *Alphabet at School*

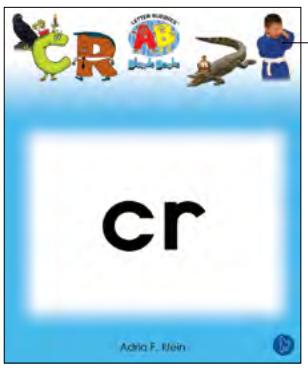
- Each lap book presents vocabulary from home, school, and the store
- 26 objects from a child's world, a picture glossary, and an I-Spy game
- Teach letter features, letter names, and letter sounds

To download teacher's guide, go to ***HamerayPublishing.com/Pages/Letter-Buddies-Teachers-Guide***

CONSONANT BLENDS

BLENDS BOOKS Learn Beginning Blends

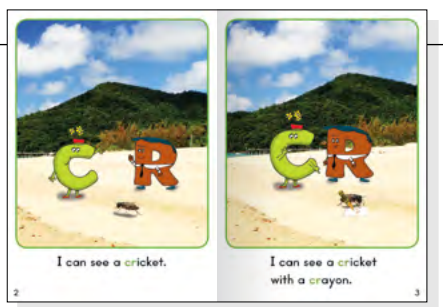
- Each book teaches a common beginning consonant blend (22 titles) using six experience-based vocabulary words.
- Clear, engaging photography is used throughout each book.
- Extended practice with syllables, segmenting, and blending sounds
- A free, downloadable teacher's guide provides additional activities



Use the cover scene photographs for warm-up oral language activities

Letter Buddies Blends Books (22 TITLES) Item # C1045R **$50.00**

BEST FRIENDS Blends Books Vocabulary in Context



Sample pages from *Cricket with a Crayon*

- Practice reading the **vocabulary words from the Blends Books** within a simple sentence.
- Easily identify vocabulary words with the beginning blend in a different font color.
- Reinforce skills: decoding, concepts of print, oral language development with simple sentences.
- PreK–K Dolch sight words

Letter Buddies Best Friends (22 TITLES) Item # C1046R **$55.00**

To learn more about these series, go to ***HamerayPublishing.com/Phonics***

NEW

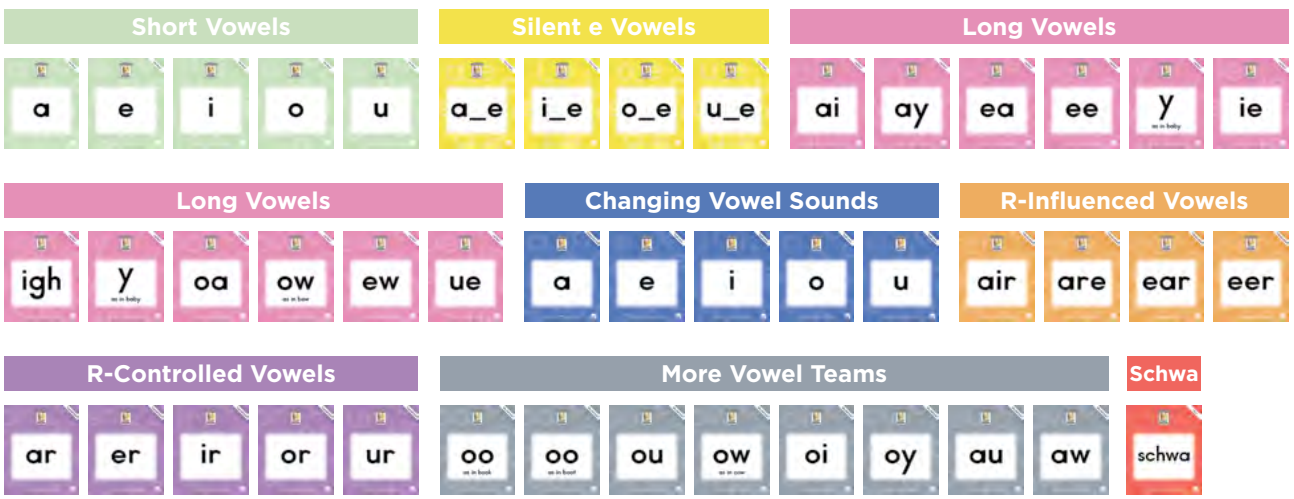
VOWELS MATTER BOOKS Practice Key Vowel Sounds

Textured letters for finger-tracing

The *Letter Buddies Vowels Matter* series is designed for small groups or one-to-one instruction. These useful resources supplement any phonics program, filling in **gaps in students' phonics learning by offering teachers a convenient way to differentiate instruction**. Introduce and practice vowel sounds and spelling patterns with K–2 learners.

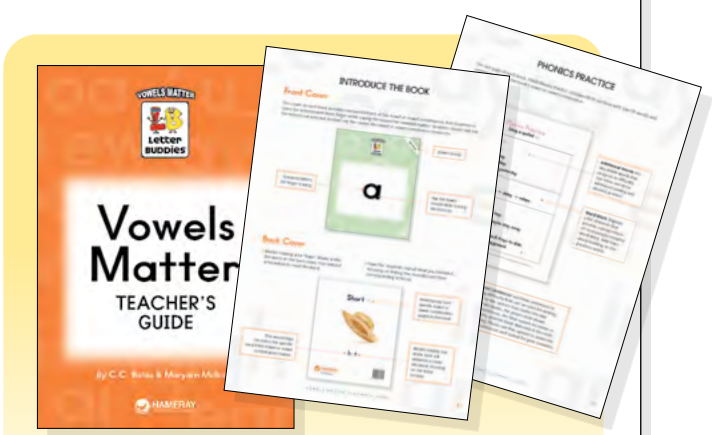
- Introduce and practice critical vowel sounds and spelling patterns.
- Each book features a vowel combination with five vocabulary words of varying difficulty.
- A phonics practice page (in every book) provides differentiated resources for word study, decoding, and dictated sentences.
- Includes a free, comprehensive teacher's guide.

Vowels Matter (44 TITLES) Item # C459XXR **$104.50**



Sample pages from *a (Short Vowels)*

Sample pages from *ay*

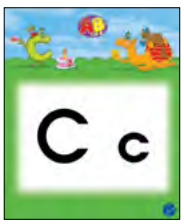


FREE TEACHER'S GUIDE INCLUDED

PHONICS BUNDLES

Practice Consonants, Blends, and Vowel Sounds

CONSONANTS & SHORT VOWELS BUNDLE



1. Letter Buddies Letter Books

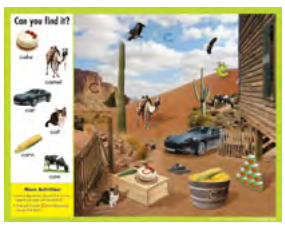
Introduce six vocabulary words that begin with the same starting sound.

*For more details, please see **page 4**.*

2. Letter Buddies Starters

Use the same six words in simple repetitive sentences.

*For more details, please see **page 4**.*



3. Letter Buddies LetterMats

Reinforce prior learning with these fun activity mats.

*For more details, please see **page 5**.*

Letter Buddies Beginner's Bundle
(1 SET OF LETTER BOOKS + 1 SET OF STARTERS + 1 SET OF LETTERMATS) Item # C1189R SAVE 10% **$162.00**

CONSONANT BLENDS BUNDLE

1. Letter Buddies Blends Books

Introduces six vocabulary words with the same initial blends sound.

*For more details, please see **page 6**.*

2. Letter Buddies Best Friends

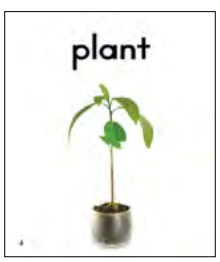
Use the same six words in a contextual sentence.

*For more details, please see **page 6**.*

Letter Buddies Blends Bundle (1 SET OF BLENDS BOOKS + 1 SET OF BEST FRIENDS) Item # C1190R SAVE 10% **$105.00**

LETTER BUDDIES PHONICS BUNDLE

1. Letter Buddies Letter Books



2. Letter Buddies Blends Books

3. Letter Buddies Vowels Matter

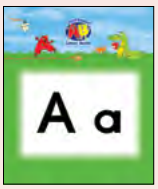
Letter Buddies Phonics Bundle
(1 SET OF LETTER BOOKS + 1 SET OF BLENDS + 1 SET OF VOWELS MATTER) Item# C469XXR **$199.95**

*To learn more about these series, go to **HamerayPublishing.com/Phonics***

LETTER BUDDIES CLASS SET

Letter Buddies Class Set includes display box

Letter Buddies Class Set Includes

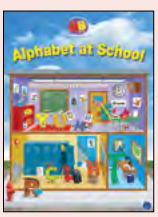


Letter Books (23 titles)

Starters (24 titles)

Blends (22 titles)

Best Friends (22 titles)



Alphabet Lap Books (3 titles)

LetterMats (26 mats)

Magnetic Letters

Letter Buddies Class Set*
(3 LAP BOOKS + 91 TITLES + 26 LETTERMATS + MAGNETIC LETTERS) Item # CL1205R **$349.99** SAVE 10%

ORAL LANGUAGE DEVELOPMENT SERIES

For English Language Learners and Emergent Readers
Oral Language: The Foundation of Reading & Writing!

Authors: Adria Klein, Ph.D., Barbara Allen, Allison Briceño, Ed.D., Bee Medders, Deb Nemecek, Nicki Smith & Susan Wray

FREE TEACHER'S GUIDE:
Downloadable from **HamerayPublishing.com/TG**

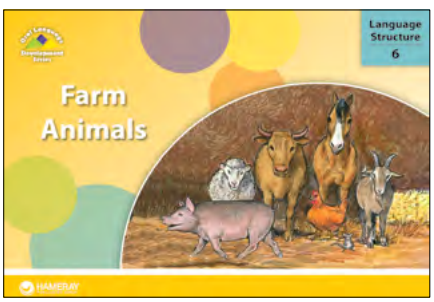
- Interest Level: **Grades Pre-TK–2**
- Number of Books: **102**
- **Free Teacher's Guide**
- Themes Included: **At School, Farm Animals, Fruits and Vegetables, Getting Dressed, My Family, Our Senses, and My Pets**

OLDS OFFERS A NEW CODING SYSTEM THAT IS BASED ON THE COMPLEXITY OF ORAL LANGUAGE STRUCTURES, DISTINGUISHING IT FROM OTHER TEXT-LEVELING SYSTEMS

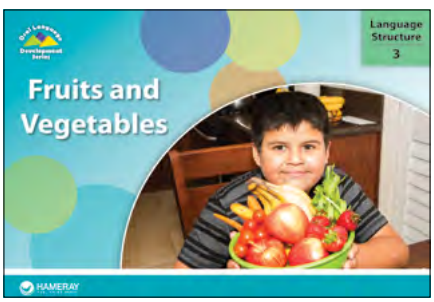
SERIES FEATURES:

- OLDS helps students develop an understanding of language structures
- Each theme includes a wordless book that could be used as a pre-and-post oral production assessment and moves from simple sentences to more complex language structures to develop oral language
- Uses a new coding system sequenced in **a research-based order according to the complexity of the language structures** they contain.
- Provides exposure to alternative methods of constructing sentences, through interaction with text in one-on-one and small-group settings

At School Theme (**20** Books)



Farm Animals Theme (**16** Books)



Fruits & Vegetables Theme (**15** Books)

Getting Dressed Theme (**10** Books)

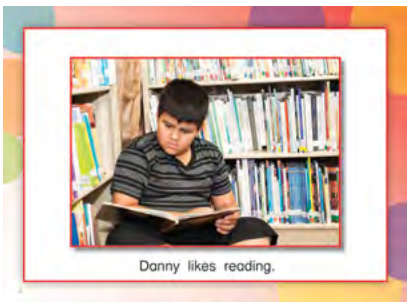
My Family Theme (**18** Books)

My Pets Theme (**12** Books)

Our Senses Theme (**11** Books)

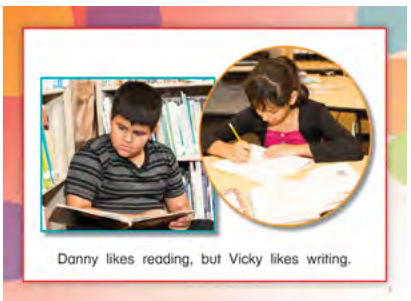
BY SEEING THE SAME IMAGES THROUGHOUT EACH TOPIC, STUDENTS LEARN THAT THE SAME OCCURRENCE CAN BE COMMUNICATED THROUGH DIFFERENT LANGUAGE STRUCTURES.

Sample Language Structures from *At School* Theme

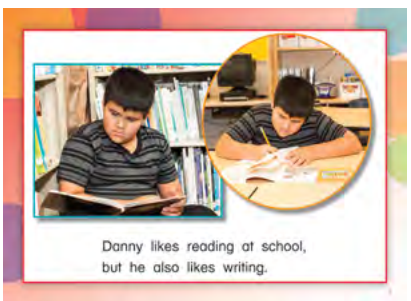


LS 1 - Language Structure 1
Simple Sentence

LS 2 – Language Structure 2
Simple Sentence with a Prepositional Phrase

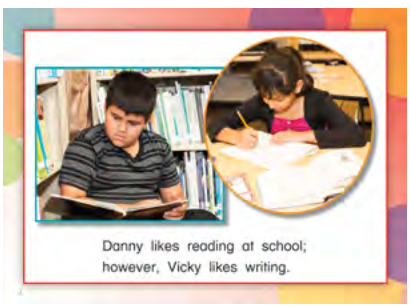


LS 3 – Language Structure 3
Sentence with a Conjunction



LS 4 – Language Structure 4
Combining Prepositional Phrases and a Conjunction

LS 5 – Language Structure 5
Sentence with a Relative Pronoun



LS 6 – Language Structure 6
Sentence with an Adverbial Clause

LANGUAGE STRUCTURE LEVELS	LANGUAGE LEVEL DESCRIPTION
Entry	Wordless Book
1	Simple Sentence
2	Simple Sentence with Prepositional Phrase
3	Sentence with a Conjunction
4	Sentence with Both a Prepositional Phrase and a Conjunction
5	Sentence with a Relative Pronoun
6	Sentence with an Adverbial Clause
7	Sentence with Multiple Structures

SCAN TO LEARN MORE

Oral Language Development Series Complete Set (102 TITLES) Item # C4972R **$399.99**

Interested in a single theme? Theme set information and pricing available at ***HamerayPublishing.com/OLDS***

CLASSROOM LIBRARIES

FOR INDEPENDENT READERS

Build Knowledge | Acquire Vocabulary | Foster a Love of Reading

GRADE LEVEL SETS

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- First Grade Sets 16–17
- Second & Third Grade Sets 18
- K–5 Sets 19

READING LEVEL SETS

- Wordless Sets 20
- Level A – Level I Sets 20
- Level J – Level S Sets 21

CONTENT AREA SETS

- Content Area Sets 22
- Science & Technology Sets 23
- Social Studies Sets 24
- Social-Emotional Sets 25

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- Spanish Kindergarten Sets 28–29
- Spanish First Grade Sets 30–31
- Spanish K–2 Sets 32
- Spanish Sets by Reading Level (A–P) 33

NEED A CUSTOM SET? WE CAN HELP!

CUSTOM LEVELED LIBRARIES

- Choose your reading level(s)
- Match your school's budget
- Select from a mix of fiction and nonfiction
- Pick from a range of topics and content areas
- Include books in English and/or Spanish

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KINDERGARTEN LIBRARIES

Build Knowledge | Acquire Vocabulary | Improve Comprehension

ASK US ABOUT CUSTOM SETS
Quotes@HamerayPublishing.com

FEATURES:

- Libraries include sturdy organizers
- Features 526 leveled texts at reading levels A–E
- Includes a variety of content-rich books to engage emergent readers
- Free downloadable worksheets support reading comprehension practice
- Comprises **258 nonfiction** titles and **268 fiction** titles (+ 20 wordless titles)

THEMES INCLUDE

- Friendship
- Transportation
- Sports
- Animals
- Seasons
- Family Life
- School
- Mrs. Wishy-Washy
- SEL

Kindergarten Classroom Library (546 TITLES)	Item # C353XXR	**$2,456.15**
Kindergarten Classroom Library 6-Packs (546 TITLES x 6 COPIES)	Item # GR353XR SAVE $500	**$14,235.00**
Kindergarten Top 100 Library (100 TITLES)	Item # C354XXR	**$476.95**
Kindergarten Top 100 Classroom Library 6-Packs (100 TITLES x 6 COPIES)	Item # GR354XR	**$2,856.30**
Kindergarten Top 250 Library (250 TITLES) NEW!	Item # C470XXR	**$1,152.90**
Kindergarten Top 250 Library 6-Packs (250 TITLES x 6 COPIES) NEW!	Item # GR470XR	**$6,912.00**
Wordless Set (20 TITLES)	Item #C173XXR	**$85.00**
Wordless Set 6-Packs (20 TITLES X 6 COPIES)	Item # GR173XR	**$510.00**

Top 100 and Top 250 libraries are each comprised of an equal number of fiction and nonfiction titles.
*For more information about the Wordless Set, go to **HamerayPublishing.com/Wordless***

KINDERGARTEN LIBRARIES

Fiction & Nonfiction Sets | Content-Area Sets

THEMES INCLUDE

- Hobbies
- Going Places
- School
- Playing with Friends
- Sports & Games
- Seasonal Activities

Kindergarten Fiction Library
(150 TITLES) Item #C463XXR **$697.50**

Kindergarten Fiction Library (6-Packs)
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THEMES INCLUDE

- Friendship
- Seasons & Outdoor Fun
- Weather
- Healthy Food & Exercise
- Musical Instruments
- Transportation

Kindergarten Nonfiction Library
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Kindergarten Nonfiction Library (6-Packs)
(150 TITLES x 6 COPIES) Item #GR464XR **$3,984.00**

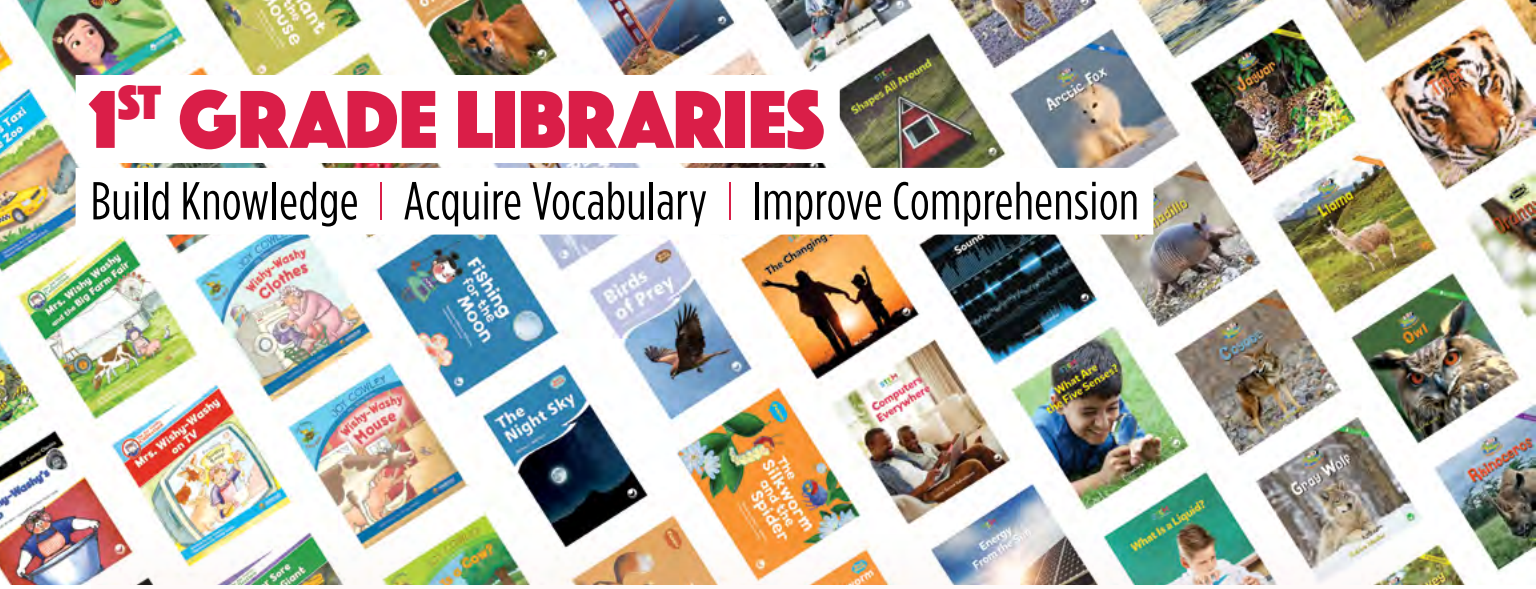
KINDERGARTEN | KNOWLEDGE & VOCABULARY BUILDING SETS

SET	SINGLE-COPY LEVEL SETS			6-PACK SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
All About Me Kindergarten Theme Set	55	T10093R	$241.75	55 x 6 Copies	L10093R	$1,450.50
	ALL ABOUT ME THEME SET INCLUDES 19 NONFICTION TITLES AND 36 FICTION TITLES (LEVELS A–E)					
Animals Kindergarten Theme Set	85	T10094R	$363.00	85 x 6 Copies	L10094R	$2,178.00
	ANIMALS KINDERGARTEN THEME SET INCLUDES 85 NONFICTION TITLES (LEVELS A–E)					
Culture Kindergarten Theme Set	51	T10096R	$234.10	36 x 6 Copies	L10096R	$1,399.20
	CULTURE KINDERGARTEN THEME SET INCLUDES 20 NONFICTION TITLES AND 31 FICTION TITLES (LEVELS A–E)					
Seasons & Weather Kindergarten Theme Set	36	T10098R	$161.50	36 x 6 Copies	L10098R	$969.00
	SEASONS & WEATHER KINDERGARTEN THEME SET INCLUDES 17 NONFICTION TITLES AND 19 FICTION TITLES (LEVELS A–E)					

Organization Bins (Yellow) included with all Classroom Library sets. To see Spanish and Dual Language Sets go to ***page 26–33***

1ST GRADE LIBRARIES

Build Knowledge | Acquire Vocabulary | Improve Comprehension



FEATURES:

- Libraries include sturdy organizers
- Features 510 leveled texts at reading levels D–K.
- Includes a variety of **content-rich books to engage every reader, even your most reluctant**.
- Free downloadable worksheets support reading comprehension practice
- Comprised of 272 nonfiction titles and 238 fiction titles

THEMES INCLUDE

- Living Things
- Engineering
- Making Friends
- Fables
- Life Cycles
- Traditional Tales

FIRST GRADE TOP 100 | 50 FICTION & 50 NONFICTION (READING LEVEL D-K)

1st Grade Classroom Library (510 TITLES)	Item # C356XXR	**$2,555.80**
1st Grade Classroom Library 6-Packs (510 TITLES x 6 COPIES)	Item # GR356XR	SAVE $500 **$14,825.00**
1st Grade Top 100 Library (100 TITLES)	Item # C357XXR	**$568.45**
1st Grade Top 100 Classroom Library 6-Packs (100 TITLES x 6 COPIES)	Item # GR357XR	**$3,348.60**
1st Grade Top 250 Library (250 TITLES) NEW!	Item # C471XXR	**$1,347.45**
1st Grade Top 250 Library 6-Packs (250 TITLES x 6 COPIES) NEW!	Item # GR471XR	**$7,992.90**

Organization Bins (Yellow) included with all Classroom Library sets.
Top 100 and Top 250 libraries are each comprised of an equal number of fiction and nonfiction titles.

1ST GRADE LIBRARIES

Fiction & Nonfiction Sets | Content-Area Sets

THEMES INCLUDE

- Adventures of Mrs. Wishy-Washy
- Fables
- Using your Imagination
- Playing with Friends
- Family Time
- Pets

1st Grade Fiction Library
(150 TITLES) Item #C461XXR **$895.20**

1st Grade Fiction Library (6-Packs)
(150 TITLES x 6 COPIES) Item #GR461XR **$5,279.40**

THEMES INCLUDE

- Plants & Harvest
- Animals & Habitats
- Occupations
- Tools
- Community
- Computers

1st Grade Nonfiction Library
(150 TITLES) Item #C462XXR **$690.25**

1st Grade Nonfiction Library (6-Packs)
(150 TITLES x 6 COPIES) Item #GR462XR **$4,141.50**

1ST GRADE | KNOWLEDGE & VOCABULARY BUILDING SETS

SET	SINGLE-COPY LEVEL SETS			6-PACK SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
Culture 1st Grade Theme Set	77	T10095R	$472.15	77 x 6 Copies	L10095R	$2,741.10
	CULTURE 1ST GRADE THEME SET INCLUDES 16 NONFICTION TITLES AND 61 FICTION TITLES (LEVELS D–K)					
Fables & Tales 1st Grade Theme Set	35	T10097R	$274.80	35 x 6 Copies	L10097R	$1,557.00
	FABLES & TALES 1ST GRADE THEME SET INCLUDES 35 FICTION TITLES (LEVELS D–K)					
SEL 1st Grade Theme Set	54	T10099R	$357.80	54 x 6 Copies	L10099R	$2,055.00
	SEL 1ST GRADE THEME SET INCLUDES 9 NONFICTION TITLES AND 45 FICTION TITLES (LEVELS D–K)					
STEM 1st Grade Theme Set	245	T10100R	$1,093.25	245 x 6 Copies	L10100R	$6,559.50
	STEM 1ST GRADE THEME SET INCLUDES 244 NONFICTION TITLES AND 1 FICTION TITLE (LEVELS D–K)					

*To see Spanish and Dual Language Sets go to **page 26–33***

2ND GRADE LIBRARY

Build Knowledge | Acquire Vocabulary | Improve Comprehension

FEATURES:

- Libraries include sturdy organizers
- Features 108 leveled texts at reading levels I–N
- Includes chapter books for early fluent readers
- Easy-to-Use: comes sorted and organized

THEMES INCLUDE

- Biographies
- Traditional Tales
- Fables
- Science
- Social Studies
- Reader's Theater

2nd Grade Classroom Library (108 TITLES)	Item # C237XXR	**$610.55**
2nd Grade Classroom Library 6-Packs (108 TITLES x 6 COPIES)	Item # GR237XR	SAVE $170 **$3,488.20**

3RD GRADE LIBRARY

FEATURES:

- Libraries include sturdy organizers
- Features 99 leveled texts at reading levels M–S
- Includes chapter books for fluent readers
- Easy-to-Use: comes sorted and organized

THEMES INCLUDE

- Underwater Creatures
- Science
- Biographies
- Social Studies
- Traditional Tales
- Reader's Theater

3rd Grade Classroom Library (99 TITLES)	Item # C238XXR	**$773.50**
3rd Grade Classroom Library 6-Packs (99 TITLES x 6 COPIES)	Item # GR238XR	SAVE $200 **$4,438.60**

Leveled libraries arrive pre-sorted by reading level and organized in durable storage bins.

K–5 LEVELED BOOKROOM

Build Knowledge | Acquire Vocabulary | Improve Comprehension

FEATURES:

- Pre-packaged in sturdy organizers
- Conveniently organized by reading level
- Features 1,081 leveled texts at reading levels A–Y (+ 20 wordless books)
- Fiction topics include family life, school, friendship, Mrs. Wishy-Washy, and more!
- Nonfiction topics include animals, sports, biographies, science, and more!

MULTI-GRADES | FEATURED READY-TO-GO SETS

READY-TO-GO SET	SINGLE-COPY LEVEL SETS			6-PACK SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
K–2 Complete Library	1,005	C363XXR	$4,828.80	1,005 x 6 Copies	GR363XR	$27,899.00 SAVE
	K–2 COMPLETE LIBRARY INCLUDES 517 NONFICTION TITLES, 468 FICTION TITLES, AND 20 WORDLESS TEXTS (LEVELS A–N)					
K–2 Nonfiction Library	517	C364XXR	$2,344.30	517 x 6 Copies	GR364XR	$13,699.00 SAVE
	K–2 NONFICTION LIBRARY INCLUDES 517 NONFICTION TITLES (LEVELS A–N)					
K–2 Fiction Library	468	C365XXR	$2,399.50	468 x 6 Copies	GR365XR	$13,899.00 SAVE
	K–2 FICTION LIBRARY INCLUDES 468 FICTION TITLES (LEVELS A–N)					
K–5 Complete Library	1,101	C366XXR	$5,661.40	1,101 x 6 Copies	GR366XR	$32,999.00 SAVE
	K–5 COMPLETE LIBRARY INCLUDES 593 NONFICTION TITLES, 488 FICTION TITLES, AND 20 WORDLESS TEXTS (LEVELS A–Y)					
K–5 Nonfiction Library	593	C367XXR	$2,991.70	593 x 6 Copies	GR367XR	$17,399.00 SAVE
	K–5 NONFICTION LIBRARY INCLUDES 593 NONFICTION TITLES (LEVELS A–T)					
K–5 Fiction Library	488	C368XXR	$2,584.70	488 x 6 Copies	GR368XR	$14,999.00 SAVE
	K–5 FICTION LIBRARY INCLUDES 488 FICTION TITLES (LEVELS A–Y)					

All Classroom Library Sets include durable storage bins.

SETS BY READING LEVEL

DIFFERENTIATE INSTRUCTION

Do you need a bundle of books at one particular reading level?

This is the place to start! Each level set contains every book in our catalog at that reading level, with a mix of fiction and nonfiction titles and a great variety of subject matter—**simply purchase and plug right into the hole in your existing classroom library!**

These sets are also available as sets containing six-copy packs of each title.

LEVEL SET	SINGLE-COPY LEVEL SETS			MULTI-COPY SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
Wordless Set	20	C173XXR	$85.00	20 x 6 Copies	GR173XR	$510.00
	WORDLESS SET INCLUDES 20 ENGAGING TITLES.					
Level A Set	80	C359XXR	$355.00	80 x 6 Copies	GR359XR	$2,130.00
	LEVEL A SET INCLUDES 80 TITLES COMPRISING 37 NONFICTION AND 43 FICTION TEXTS.					
Level B Set	114	C360XXR	$504.50	114 x 6 Copies	GR360XR	$3,027.00
	LEVEL B SET INCLUDES 114 TITLES COMPRISING 57 NONFICTION AND 57 FICTION TEXTS.					
Level C Set	125	C361XXR	$561.25	125 x 6 Copies	GR361XR	$3,367.50
	LEVEL C SET INCLUDES 125 TITLES COMPRISING 63 NONFICTION AND 62 FICTION TEXTS.					
Level D Set	179	C362XXR	$805.75	179 x 6 Copies	GR362XR	$4,834.50
	LEVEL D SET INCLUDES 179 TITLES COMPRISING 85 NONFICTION AND 94 FICTION TEXTS.					
Level E Set	68	C247XXR	$314.65	69 x 6 Copies	GR247XR	$1,887.90
	LEVEL E SET INCLUDES 68 TITLES COMPRISING 36 NONFICTION AND 32 FICTION TEXTS.					
Level F Set	105	C248XXR	$505.10	104 x 6 Copies	GR248XR	$3,030.60
	LEVEL F SET INCLUDES 105 TITLES COMPRISING 64 NONFICTION AND 41 FICTION TEXTS.					
Level G Set	89	C249XXR	$458.00	89 x 6 Copies	GR249XR	$2,748.00
	LEVEL G SET INCLUDES 89 TITLES COMPRISING 36 NONFICTION AND 53 FICTION TEXTS.					
Level H Set	61	C399XXR	$319.95	61 x 6 Copies	GR399XR	$1,911.60
	LEVEL H SET INCLUDES 61 TITLES COMPRISING 29 NONFICTION AND 32 FICTION TEXTS.					
Level I Set	73	C400XXR	$403.85	73 x 6 Copies	GR400XR	$2,401.50
	LEVEL I SET INCLUDES 73 TITLES COMPRISING 39 NONFICTION AND 34 FICTION TEXTS.					

*For more information on our Level Sets, go to **HamerayPublishing.com/LevelSets***
Single-Copy Level Sets include 1 copy per title. Multi-copy Sets include 6 copies per title.

LEVEL SET	SINGLE-COPY LEVEL SETS			MULTI-COPY SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
Level J Set	19	C401XXR	$97.45	19 x 6 Copies	GR401XR	$582.00
	LEVEL J SET INCLUDES 19 TITLES COMPRISING 15 NONFICTION AND 4 FICTION TEXTS.					
Level K Set	21	C252XXR	$112.00	21 x 6 Copies	GR252XR	$673.80
	LEVEL K SET INCLUDES 21 TITLES COMPRISING 15 NONFICTION AND 6 FICTION TEXTS.					
Level L Set	19	C253XXR	$95.85	19 x 6 Copies	GR253XR	$567.00
	LEVEL L SET INCLUDES 19 TITLES COMPRISING 16 NONFICTION AND 3 FICTION TEXTS.					
Level M Set	18	C254XXR	$111.80	18 x 6 Copies	GR254XR	$662.70
	LEVEL M SET INCLUDES 18 TITLES COMPRISING 12 NONFICTION AND 6 FICTION TEXTS.					
Level N Set	14	C186XXR	$98.35	14 x 6 Copies	GR186XR	$590.10
	LEVEL N SET INCLUDES 14 TITLES COMPRISING 13 NONFICTION AND 1 FICTION TEXT.					
Level O Set	20	C187XXR	$144.70	20 x 6 Copies	GR187XR	$868.20
	LEVEL O SET INCLUDES 20 TITLES COMPRISING 17 NONFICTION AND 3 FICTION TEXTS.					
Level P Set	18	C255XXR	$131.70	18 x 6 Copies	GR255XR	$790.20
	LEVEL P SET INCLUDES 18 TITLES COMPRISING 17 NONFICTION AND 1 FICTION TEXT.					
Level Q Set	8	C189XXR	$67.70	8 x 6 Copies	GR189XR	$406.20
	LEVEL Q SET INCLUDES 8 NONFICTION TEXTS.					
Level R Set	9	C1559R	$84.55	9 x 6 Copies	GR1559R	$507.30
	LEVEL R SET INCLUDES 9 NONFICTION TEXTS.					
Level S Set	21	C1561R	$204.95	21 x 6 Copies	GR1561R	$1,229.70
	LEVEL S SET INCLUDES 21 NONFICTION TEXTS.					

*Single Level Sets for Levels T–Y, available at **HamerayPublishing.com/LevelSets***
Single-Copy Level Sets include 1 copy per title. Multi-copy Sets include 6 copies per title.

CONTENT AREA COLLECTIONS

Build Knowledge | Acquire Vocabulary | Improve Comprehension

Make K–2 literacy instruction more interesting with our content-based collections in **social studies**, **science**, and **SEL**. These sets are a convenient way to add engaging books on various topics to support student learning during whole-group, small-group, or individual reading time.

THEMED SETS THAT DELIVER RICH CONTENT TO YOUNG READERS

SCIENCE

Topics include:

- Animals
- Earth & Space
- Season & Weather
- Technology, Tools & Math
- Human Body
- Birds
- Insects
- How Things Are Made
- Plants & Gardens

SOCIAL STUDIES

Topics include:

- All About Me
- Community
- Culture
- Family
- Occupations
- Places
- Rules & Safety
- School
- Fables & Traditional Tales

SOCIAL EMOTIONAL

Topics include:

- Confidence
- Feelings
- Friendship
- Helping Others & Our Earth
- Responsibility
- Teamwork & Overcoming Challenges
- Values & Being Your Best Self

*For more about our Content Area Sets, go to **HamerayPublishing.com/Content-Area***

SCIENCE & TECHNOLOGY SETS

Build Knowledge | Acquire Vocabulary | Grades K–2

Supplement science learning with leveled books on weather, sound waves, matter, space, plants, animals, energy, and more! Students can explore intriguing science topics, becoming readers *and* budding scientists.

Science & Technology Set*
(295 TITLES)
Item # C402XXR **$1,311.50**

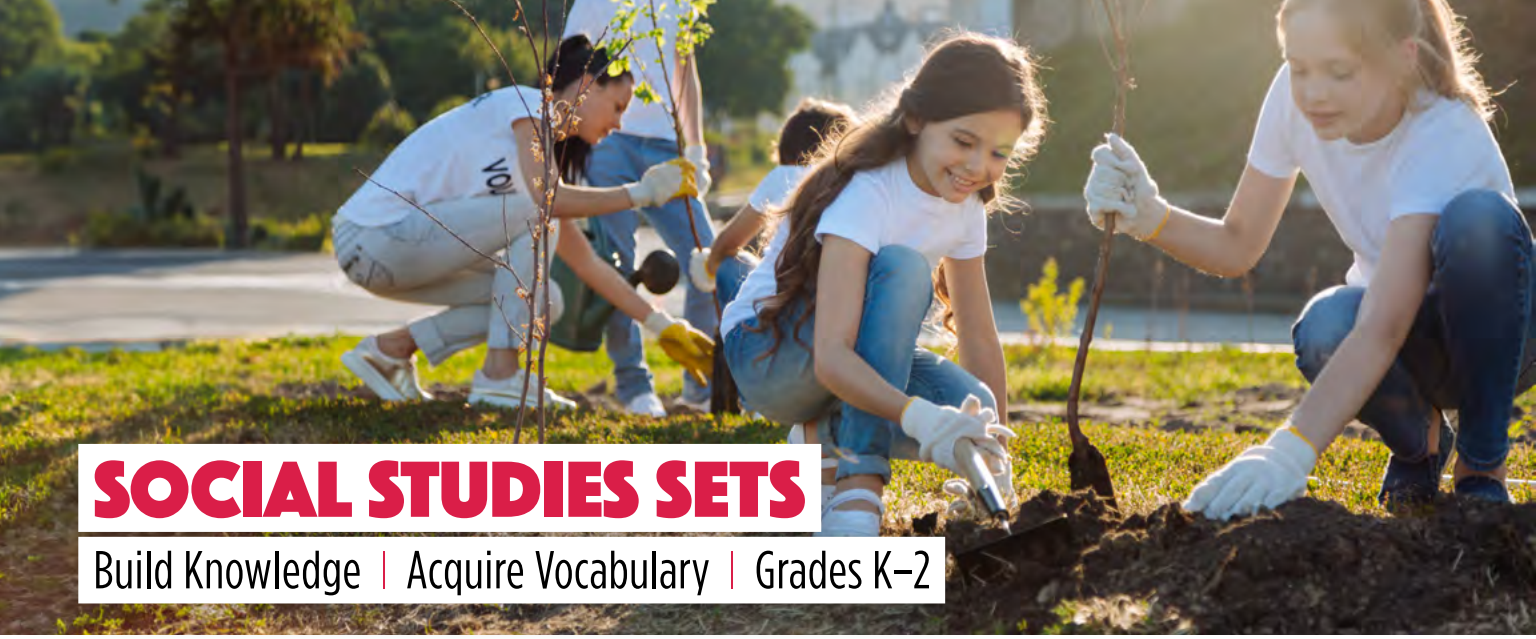
Science & Technology GR Set*
(295 TITLES x 6 COPIES)
Item # GR402XR SAVE $250 **$7,609.00**

**Sets include storage bins.*

OTHER SCIENCE-THEMED SETS

SET	SINGLE-COPY SETS			6-PACK SETS		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
Animals	195	C403XXR	$841.25	195 x 6 Copies	GR403XR	$4,845.00 SAVE
	ANIMALS SET INCLUDES 195 NONFICTION TITLES (LEVELS A–L)					
Earth & Space	16	C404XXR	$77.00	16 x 6 Copies	GR404XR	$462.00
	EARTH & SPACE SET INCLUDES 14 NONFICTION TITLES AND 2 FICTION TITLES (LEVELS C–K)					
Seasons & Weather	47	C405XXR	$215.75	47 x 6 Copies	GR405XR	$1,294.50
	SEASONS & WEATHER SET INCLUDES 27 NONFICTION TITLES AND 20 FICTION TITLES (LEVELS A–M)					
Technology, Tools & Math	51	C406XXR	$242.90	51 x 6 Copies	GR406XR	$1,457.40
	TECHNOLOGY, TOOLS, AND MATH SET INCLUDES 40 NONFICTION TITLES AND 11 FICTION TITLES (LEVELS A–M)					
Birds	26	C410XXR	$112.75	26 x 6 Copies	GR410XR	$676.50
	BIRDS SET INCLUDES 26 NONFICTION TITLES (LEVELS D–J)					
How Things Are Made	19	C418XXR	$90.15	19 x 6 Copies	GR418XR	$540.90
	HOW THINGS ARE MADE SET INCLUDES 17 NONFICTION TITLES AND 2 FICTION TITLES (LEVELS E–M)					
Plants & Gardens	17	C421XXR	$75.75	17 x 6 Copies	GR421XR	$454.50
	PLANTS & GARDENS SET INCLUDES 11 NONFICTION TITLES AND 6 FICTION TITLES (LEVELS A–M)					

*For more about our Content Area Sets, go to **HamerayPublishing.com/Content-Area***



SOCIAL STUDIES SETS

Build Knowledge | Acquire Vocabulary | Grades K–2

Learn about culture, community, occupations, social responsibility, and more with our Social Studies sets. Each set includes a rich mix of fiction and nonfiction titles for K–2 students.

Social Studies Set*
(227 TITLES)
Item # C424XXR **$1,165.05**

Social Studies GR Set*
(227 TITLES x 6 COPIES)
Item # GR424XR SAVE $200 **$6,790.00**

**Sets include storage bins.*

OTHER SOCIAL STUDIES-THEMED SETS

SET	SINGLE-COPY SETS			6-PACK SETS		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
All About Me	70	C425XXR	$316.50	70 x 6 Copies	GR425XR	$1,899.00
	ALL ABOUT ME SET INCLUDES 26 NONFICTION TITLES AND 44 FICTION TITLES (LEVELS A–L)					
Community	55	C426XXR	$244.45	55 x 6 Copies	GR426XR	$1,466.70
	COMMUNITY SET INCLUDES 36 NONFICTION TITLES AND 19 FICTION TITLES (LEVELS A–K)					
Culture	115	C427XXR	$662.35	115 x 6 Copies	GR427XR	$3,866.10
	CULTURE SET INCLUDES 33 NONFICTION TITLES AND 82 FICTION TITLES (LEVELS A–M)					
Family	26	C429XXR	$121.10	26 x 6 Copies	GR429XR	$726.60
	FAMILY SET INCLUDES 4 NONFICTION TITLES AND 22 FICTION TITLES (LEVELS A–G)					
Hobbies & Pastimes	20	C430XXR	$86.25	20 x 6 Copies	GR430XR	$517.50
	HOBBIES & PASTIMES SET INCLUDES 10 FICTION AND 10 NONFICTION TITLES (LEVELS A–H)					
Fables & Traditional Tales	41	C438XXR	$322.50	41 x 6 Copies	GR438XR	$1,827.00
	FABLES & TRADITIONAL TALES SET INCLUDES 41 FICTION TITLES (LEVELS D–M)					
Food	24	C439XXR	$105.25	24 x 6 Copies	GR439XR	$631.50
	FOOD SET INCLUDES 15 NONFICTION TITLES AND 9 FICTION TITLES (LEVELS A–L)					

*For more about our Content Area Sets, go to **HamerayPublishing.com/Content-Area***

SOCIAL-EMOTIONAL SETS

Build Knowledge | Acquire Vocabulary | Grades K–2

Students learn from stories about friendship, helping others, working as a team, and setting goals. These K–2 collections **provoke meaningful SEL conversations about self, respecting others, and growth mindset**.

Social-Emotional Learning Set*
(90 TITLES)
Item # C442XXR **$537.00**

Social-Emotional Learning GR Set*
(90 TITLES x 6 COPIES)
Item # GR442XR SAVE $125 **$3,095.00**

**Sets include storage bins.*

OTHER SEL-THEMED SETS

SET	SINGLE-COPY SETS			6-PACK SETS		
	NUMBER OF ITEMS	ITEM NUMBER	PRICE	NUMBER OF ITEMS	ITEM NUMBER	PRICE
Confidence & Feelings	9	C443XXR	$46.40	9 x 6 Copies	GR443XR	$273.00
	CONFIDENCE & FEELINGS SET INCLUDES 3 NONFICTION AND 6 FICTION (LEVELS A–I)					
Friendship	17	C444XXR	$76.45	17 x 6 Copies	GR444XR	$456.00
	FRIENDSHIP SET INCLUDES 9 NONFICTION AND 8 FICTION (LEVELS B–K)					
Helping Others & Our Earth	13	C445XXR	$64.65	13 x 6 Copies	GR445XR	$382.50
	HELPING OTHERS & OUR EARTH SET INCLUDES 7 NONFICTION AND 6 FICTION (LEVELS A–M)					
Responsibility	13	C446XXR	$89.55	13 x 6 Copies	GR446XR	$513.00
	RESPONSIBILITY SET INCLUDES 3 NONFICTION AND 10 FICTION (LEVELS A–M)					
Teamwork & Overcoming Challenges	20	C447XXR	$127.20	20 x 6 Copies	GR447XR	$733.50
	TEAMWORK & OVERCOMING CHALLENGES SET INCLUDES 3 NONFICTION AND 17 FICTION (LEVELS C–M)					
Values & Being Your Best Self	18	C448XXR	$132.75	18 x 6 Copies	GR448XR	$756.00
	VALUES & BEING YOUR BEST SELF SET INCLUDES 2 NONFICTION AND 16 FICTION (LEVELS C–M)					

*For more about our Content Area Sets, go to **HamerayPublishing.com/Content-Area***

DUAL LANGUAGE SETS

Build Knowledge | Acquire Vocabulary | Grades K–2

Dual Language sets allow students to read the same titles in English and Spanish, creating opportunities for explicit language instruction about differences in punctuation, grammar, sentence structure, cognates, vocabulary, and more!

English texts are adapted into authentic Spanish with a rigorous process to ensure our Spanish books reflect natural Spanish language patterns and promote essential grade-level vocabulary. Dual Language Sets are ideal for boosting biliteracy in any dual-language setting! Books range from reading levels A–M.

THEMES INCLUDE

- All About Me
- Staying Calm
- Different Kinds of Food
- Earth & Space
- Family Activities
- Animals & Habitats
- Helping Others
- Adventures of Mrs. Wishy-Washy
- Fables
- Reptiles
- Culture
- Community

K–2 Dual Language Library (1,882 TITLES)	Item # C473XXR	SAVE $300	**$8,665.00**
K–2 Dual Language Library 6-Packs (1,882 TITLES x 6 COPIES)	Item # GR473XR	SAVE $1,999	**$51,585.00**
Kindergarten Dual Language Library (1,086 TITLES)	Item # C490XXR		**$4,885.40**
Kindergarten Dual Language Library 6-Packs (1,086 TITLES x 6 COPIES)	Item # GR490XR	SAVE $800	**$28,510.00**
1st Grade Dual Language Library (1,184 TITLES)	Item # C493XXR		**$5,797.30**
1st Grade Dual Language Library 6-Packs (1,184 TITLES x 6 COPIES)	Item # GR493XR	SAVE $800	**$33,805.00**
2nd Grade Dual Language Library (164 TITLES)	Item # C496XXR		**$858.50**
2nd Grade Dual Language Library 6-Packs (164 TITLES x 6 COPIES)	Item # GR496XR		**$5,075.40**

*For more information, go to **HamerayPublishing.com/Dual-Language***

DUAL LANGUAGE SETS

Support Bilingual Learners | Reading Levels A–M

K–2 DUAL LANGUAGE Fiction Set

Take the jump from decoding to fluent reading with accessible, engaging texts in English and Spanish. Featuring **original stories**, **recurring characters**, and **humorous plot twists**, students will be eager for their next book!

THEMES INCLUDE

- Visiting the Doctor
- Music
- Traditional Tales
- Getting Along
- Playing Sports
- Rain & Puddles
- Classic Characters

K–2 Fiction Dual Language Library (886 TITLES)	Item # C499XXR		**$4,545.10**
K–2 Fiction Dual Language Library 6-Packs (886 TITLES x 6 COPIES)	Item # GR499XR	SAVE $700	**$26,345.00**

K–2 DUAL LANGUAGE Nonfiction Set

Students will thrive on learning new information and vocabulary from nonfiction books about topics and themes that support the classroom curriculum. **Captivating photos and text features enhance comprehension.**

THEMES INCLUDE

- Being a Good Friend
- Believing in Yourself
- Engineering
- Insects
- Life Cycles
- Making Friends
- Seasons

K–2 Nonfiction Dual Language Library (996 TITLES)	Item # C500XXR		**$4,422.00**
K–2 Nonfiction Dual Language Library 6-Packs (996 TITLES x 6 COPIES)	Item # GR500XR	SAVE $700	**$25,830.00**

SPANISH KINDERGARTEN

Authentic Adaptations for Bilingual Classrooms

FEATURES:

- Pre-packaged and organized by reading level (includes storage bins)
- Authentic Spanish adaptations of our most popular leveled Kindergarten books
- Features 543 leveled titles at reading levels A–E
- Fiction topics include family life, school, Mrs. Wishy-Washy, friendship, and more!

THEMES INCLUDE

- Best Friends
- Five Senses
- Farm Animals
- Family
- Games
- Getting Along
- Adventure
- Going Places
- Bedtime

KINDERGARTEN TOP 100 | 50 FICTION & 50 NONFICTION (READING LEVEL A-E)

Spanish Kindergarten Classroom Library* (543 TITLES)	Item # C479XXR	**$2,442.70**
Spanish Kindergarten Classroom Library 6-Packs* (543 TITLES x 6 COPIES)	Item # GR479XR	SAVE $399 **$14,154.50**
Spanish Kindergarten Top 100 Library (100 TITLES)	Item # C397XXR	**$466.75**
Spanish Kindergarten Top 100 Library 6-Packs (100 TITLES x 6 COPIES)	Item # GR397XR	**$2,797.80**
Spanish Kindergarten Top 250 Library (250 TITLES)	Item # C501XXR	**$1,148.20**
Spanish Kindergarten Top 250 Library 6-Packs (250 TITLES x 6 COPIES)	Item # GR501XR	SAVE $300 **$6,599.50**

All Classroom Library Sets include storage bins **Includes new titles available in February 2024*

SPANISH KINDERGARTEN

Fiction & Nonfiction Sets | Reading Levels A–E

SPANISH KINDERGARTEN Fiction Set

THEMES INCLUDE

- Playing with Friends
- Holidays
- Feelings
- Dinosaurs
- Being Grateful
- Staying Healthy
- School
- Games

Students will love reading books about recurring characters like Conejito or endearing childhood moments like losing your first tooth. Enjoy engaging stories for every reader!

Spanish Kindergarten Fiction Library* (272 TITLES)	Item # C480XXR		**$1,258.20**
Spanish Kindergarten Fiction Library 6-Packs* (272 TITLES x 6 COPIES)	Item # GR480XR	SAVE $199	**$7,347.50**

SPANISH KINDERGARTEN Nonfiction Set

THEMES INCLUDE

- Native American Traditions
- Helping Others
- Sports
- Family
- Fruits & Vegetables
- Getting Along
- Drawing & Painting

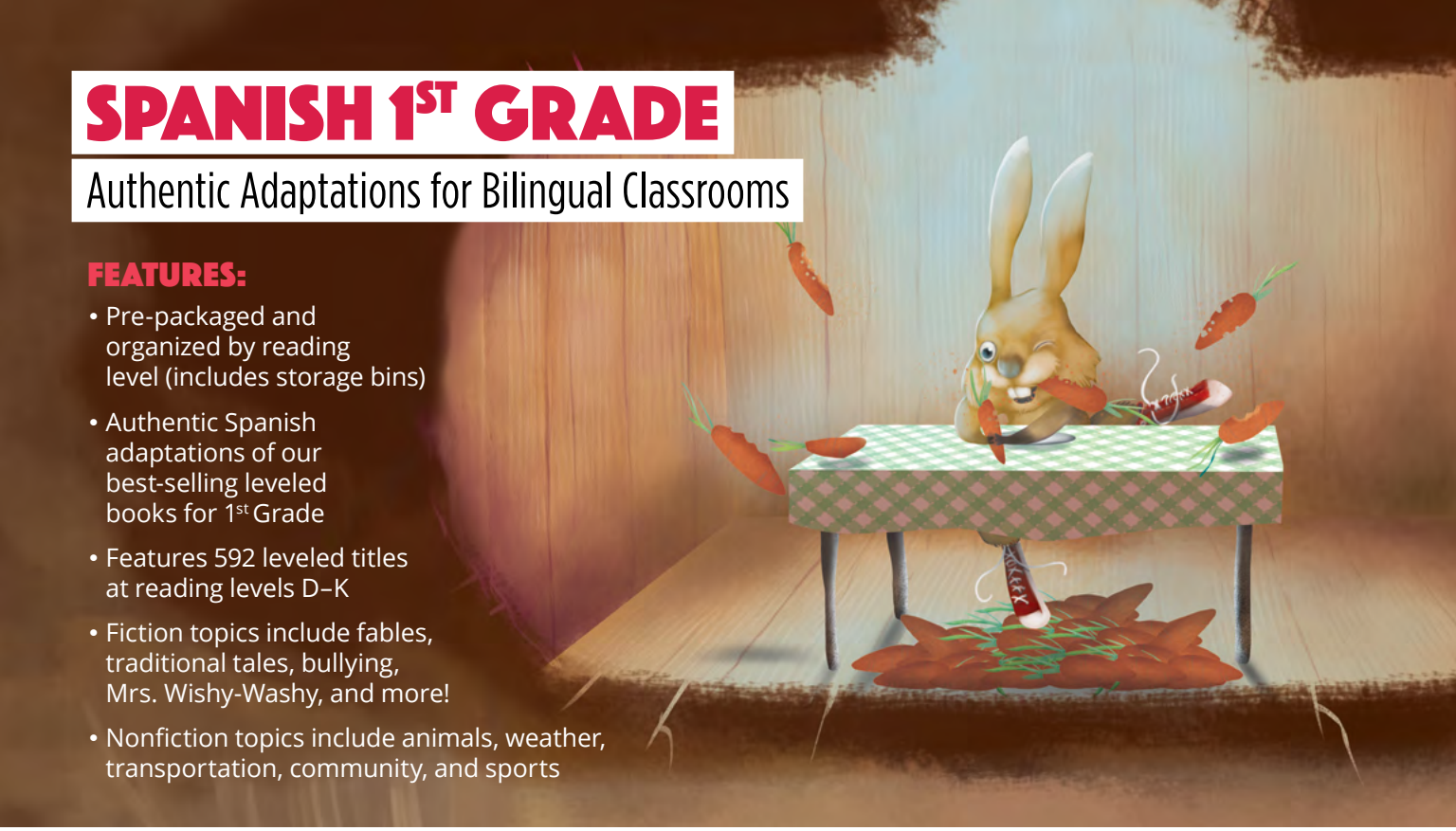
Discover fascinating animal facts or take a trip to the grocery store. Mirroring many topics and themes taught in kindergarten classrooms, this collection enriches student learning with accessible texts.

Spanish Kindergarten Nonfiction Library* (271 TITLES)	Item # C481XXR		**$1,184.50**
Spanish Kindergarten Nonfiction Library 6-Packs* (271 TITLES x 6 COPIES)	Item # GR481XR	SAVE $199	**$6,905.00**

** Includes new titles available in February 2024*

SPANISH 1ST GRADE

Authentic Adaptations for Bilingual Classrooms



FEATURES:

- Pre-packaged and organized by reading level (includes storage bins)
- Authentic Spanish adaptations of our best-selling leveled books for 1st Grade
- Features 592 leveled titles at reading levels D–K
- Fiction topics include fables, traditional tales, bullying, Mrs. Wishy-Washy, and more!
- Nonfiction topics include animals, weather, transportation, community, and sports

FIRST GRADE TOP 100 | 50 FICTION & 50 NONFICTION (READING LEVEL D-K)

Spanish 1st Grade Classroom Library* (592 TITLES)	Item # C482XXR		**$2,898.65**
Spanish 1st Grade Classroom Library 6-Packs Library* (592 TITLES x 6 COPIES)	Item # GR482XR	SAVE $600	**$16,695.00**
Spanish 1st Grade Top 100 Library* (100 TITLES)	Item # C398XXR		**$555.90**
Spanish 1st Grade Top 100 6-Packs Library* (100 TITLES x 6 COPIES)	Item # GR398XR		**$3,273.30**
Spanish 1st Grade Top 250 Library (250 TITLES)	Item # C502XXR		**$1,346.30**
Spanish 1st Grade Top 250 Library 6-Packs (250 TITLESx 6 COPIES)	Item # GR502XR	SAVE $300	**$7,675.00**

** Includes new titles available in February 2024*

ASK US ABOUT CUSTOM SETS
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SPANISH 1ST GRADE

Fiction & Nonfiction Sets | Reading Levels D–K

SPANISH 1ST GRADE Fiction Set

THEMES INCLUDE

- Adventures of Mrs. Wishy-Washy
- Fables
- Friendship
- Family
- Outdoor Fun
- Traditional Tales
- School

Enjoy laugh-out-loud to stories with characters like la señora Lávalo Todo and el Gato Goloso. This collection features authentic Spanish adaptations of original stories, traditional tales, and fables.

Spanish 1st Grade Fiction Library* (290 TITLES)	Item # C483XXR		**$1,551.40**
Spanish 1st Grade Fiction Library 6-Packs* (290 TITLES x 6 COPIES)	Item# GR483XR	SAVE $400	**$8,620.00**

SPANISH 1ST GRADE Nonfiction Set

THEMES INCLUDE

- Animals & Habitats
- Sports
- Tools & Instruments
- Making Friends
- Seasons & Weather
- School
- Community Helpers
- Computers

Discover how things are made, the power of a growth mindset, thunderstorms, and animal survival traits. With a wide variety of nonfiction topics, young readers are excited and curious to dig in for more learning.

Spanish 1st Grade Nonfiction Library* (302 TITLES)	Item # C484XXR		**$1,347.25**
Spanish 1st Grade Nonfiction Library 6-Packs* (302 TITLES x 6 COPIES)	Item# GR484XR	SAVE $400	**$7,484.50**

** Includes new titles available in February 2024*

K-2 SPANISH LIBRARY

Authentic Adaptations for Bilingual Classrooms

128 NEW TITLES

FEATURES:

- 941 leveled texts—a mix of fiction and nonfiction
- Authentic Spanish adaptations
- Pre-packaged in sturdy organizers; labels provided
- Organized by reading level
- Leveled Spanish texts range from reading levels A–M

Complete Spanish Library | Books by Level and Genre

LEVELS	NONFICTION	FICTION	TOTAL
Level **A-D** Books	236	244	480
Level **E-M** Books	262	199	461
Total Books	**498**	**443**	**941***

K-2 Complete Spanish Library* (941 TITLES)	Item # C472XXR		**$4,483.55**
K-2 Complete Spanish Classroom Library 6-Packs* (941 TITLES x 6 COPIES)	Item # GR472XR	SAVE $650	**$26,139.99**
K-2 Dual Language Library (1,882 TITLES)	Item # C473XXR	SAVE $300	**$8,665.00**
K-2 Dual Language Classroom Library 6-Packs (1,882 TITLES x 6 COPIES)	Item # GR473XR	SAVE $1,999	**$51,585.00**
2024 K-2 Spanish Add-On Set° (128 TITLES)	Item # C474XXR		**$576.00**
2024 K-2 Spanish Add-On Set 6-Packs° (128 TITLES x 6 COPIES)	Item # GR474XR	SAVE $150	**$3,456.00**

*To see a detailed title breakdown, please go to **HamerayPublishing.com/SpanishCL** *Includes add-on titles available 2/1/24*

°2024 K–2 Spanish Add-On set comprises all new titles, perfect for customers who purchased the 2023 K–2 Spanish Library

SPANISH SETS BY READING LEVEL

Authentic Adaptations | Levels A–P

DUAL LANGUAGE SETS AVAILABLE ONLINE
HamerayPublishing.com/Dual-Language

These pre-packaged Spanish level sets supplement your classroom library at the reading levels you need most. Each set contains a mix of fiction and nonfiction Spanish titles.

LEVEL SET	SINGLE-COPY LEVEL SETS			MULTI-COPY SET		
	NUMBER OF TITLES	ITEM NUMBER	PRICE	NUMBER OF TITLES	ITEM NUMBER	PRICE
Level A Set*	70	C475XXR	$311.25	70 x 6 Copies	GR475XR	$1,867.50
	SPANISH LEVEL A SET INCLUDES 70 TITLES COMPRISING 36 NONFICTION AND 34 FICTION TEXTS.					
Level B Set*	111	C476XXR	$493.50	111 x 6 Copies	GR476XR	$2,961.00
	SPANISH LEVEL B SET INCLUDES 111 TITLES COMPRISING 62 NONFICTION AND 49 FICTION TEXTS.					
Level C Set*	133	C477XXR	$598.50	133 x 6 Copies	GR477XR	$3,591.00
	SPANISH LEVEL C SET INCLUDES 133 TITLES COMPRISING 70 NONFICTION AND 63 FICTION TEXTS.					
Level D Set*	166	C478XXR	$751.75	166 x 6 Copies	GR478XR	$4,510.50
	SPANISH LEVEL D SET INCLUDES 166 TITLES COMPRISING 68 NONFICTION AND 98 FICTION TEXTS.					
Level E Set	63	C303XXR	$287.70	63 x 6 Copies	GR303XR	$1,723.50
	LEVEL E SET INCLUDES 63 TITLES COMPRISING 35 NONFICTION AND 28 FICTION TEXTS					
Level F Set	93	C304XXR	$451.20	93 x 6 Copies	GR304XR	$2,691.00
	LEVEL F SET INCLUDES 93 TITLES COMPRISING 54 NONFICTION AND 39 FICTION TEXTS					
Level G Set	86	C305XXR	$430.65	86 x 6 Copies	GR305XR	$2,559.60
	LEVEL G SET INCLUDES 86 TITLES COMPRISING 44 NONFICTION AND 42 FICTION TEXTS					
Level H Set	67	C452XXR	$350.35	67 x 6 Copies	GR452XR	$2,088.60
	LEVEL H SET INCLUDES 67 TITLES COMPRISING 29 NONFICTION AND 38 FICTION TEXTS					
Level I Set	70	C453XXR	$379.40	70 x 6 Copies	GR453XR	$2,262.90
	LEVEL I SET INCLUDES 70 TITLES COMPRISING 37 NONFICTION AND 33 FICTION TEXTS					
Level J Set	23	C454XXR	$120.55	23 x 6 Copies	GR454XR	$712.50
	LEVEL J SET INCLUDES 23 TITLES COMPRISING 18 NONFICTION AND 5 FICTION TEXTS					
Level K Set	24	C455XXR	$127.05	24 x 6 Copies	GR455XR	$754.20
	LEVEL K SET INCLUDES 24 TITLES COMPRISING 17 NONFICTION AND 7 FICTION TEXTS					
Level L Set	17	C310XXR	$86.85	17 x 6 Copies	GR310XR	$513.00
	LEVEL L SET INCLUDES 17 TITLES COMPRISING 14 NONFICTION AND 3 FICTION TEXTS					
Level M Set*	20	C504XXR	$107.80	20 x 6 Copies	GR504XR	$636.00
	LEVEL M SET INCLUDES 20 TITLES COMPRISING 16 NONFICTION AND 4 FICTION TEXTS					
Level N Set*	4	C505XXR	$26.00	4 x 6 Copies	GR505XR	$156.00
	LEVEL N SET INCLUDES 4 TITLES COMPRISING 4 NONFICTION TEXTS					
Level O Set*	6	C506XXR	$39.00	6 x 6 Copies	GR506XR	$234.00
	LEVEL O SET INCLUDES 6 TITLES COMPRISING 6 NONFICTION TEXTS					
Level P Set*	7	C507XXR	$45.50	7 x 6 Copies	GR507XR	$273.00
	LEVEL P SET INCLUDES 7 TITLES COMPRISING 7 NONFICTION TEXTS					

*Spanish Single Level Sets for Levels A–P, available at **HamerayPublishing.com/SpanishLevelSets***
*Single-Copy Level Sets include 1 copy per title. Multi-copy Sets include 6 copies per title. *Includes new titles available in February 2024*

BIG BOOKS

4 REASONS FOR MORE SHARED READING

1. Reading to primary-aged kids is an effective way to increase vocabulary knowledge
2. Read alouds help students to develop listening comprehension strategies that can later be applied to their reading
3. Reading texts on subjects in sciences, social studies, and social-emotional learning help young children to acquire useful vocabulary and build background knowledge
4. Sharing books aloud builds a warm, positive, and connected literacy environment in the classroom

Big Book Collection (173 TITLES)	Item # C221XXR	SAVE $150 **$3,750.00**
Spanish Big Book Collection (55 TITLES)	Item # C222XXR	**$1,260.00**

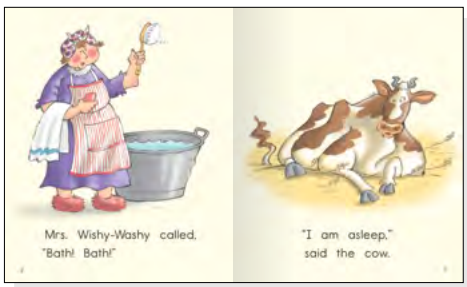
*To see all the titles in this set, go to **HamerayPublishing.com/BigBooks***

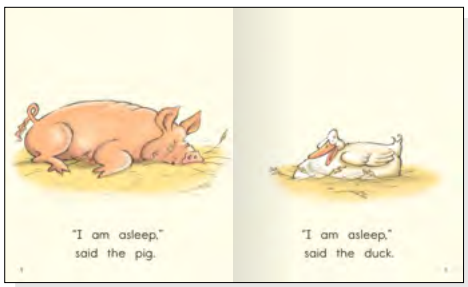
KINDERGARTEN BIG BOOK SET

Fiction & Nonfiction | Shared Reading | Levels A–E

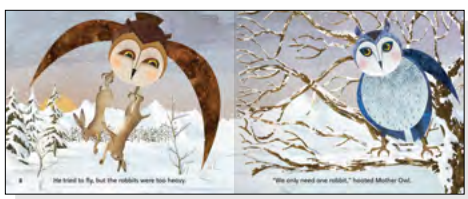
Laugh with lovable characters like Mrs. Wishy-Washy, learn about interesting animals, and broach SEL topics such as teamwork and friendship. This curated big book collection (reading levels A–E) of **28 nonfiction and 38 fiction titles** will enhance your shared reading lessons.

Engaging Fiction & Nonfiction for Beginning Readers

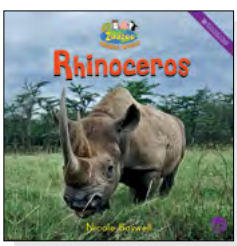




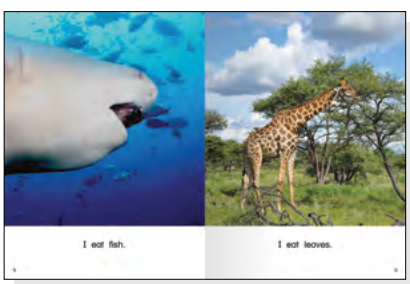
Sample pages from *Wishy-Washy Sleep*



Sample pages from *The Owl and the Rabbits*



Sample pages from *Rhinoceros*



Sample pages from *Chomp!*

Kindergarten Big Book Set (66 TITLES)	Item # BB1193R	**$1,324.00**
Kindergarten Big Book Combo Set (66 BIG BOOKS + 66 MATCHING READERS x 6 COPIES)	Item # BB1194R	**$3,073.00**

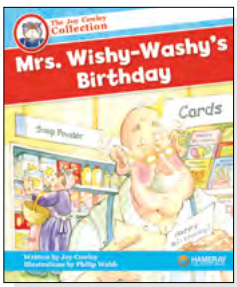
To see all of the titles in this set, go to ***HamerayPublishing.com/KindergartenBB***

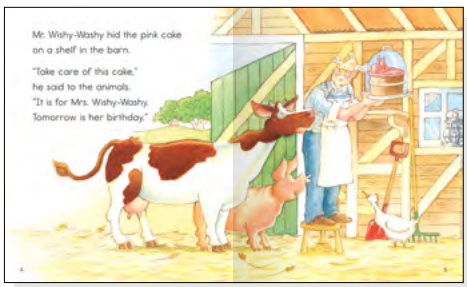
FIRST GRADE BIG BOOK SET

Fiction & Nonfiction | Shared Reading | Levels D–I

Shared reading is fun when you can explore topics like how to make tortillas, recycling, where wool comes from, and animals. **Read fables from different cultures and introduce SEL topics**. This curated set of 31 nonfiction and 71 fiction big book titles (reading levels D–I) will round out your library.

Improve Shared Reading for Emergent Readers

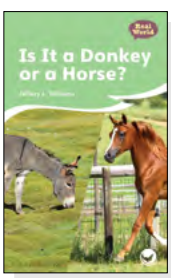


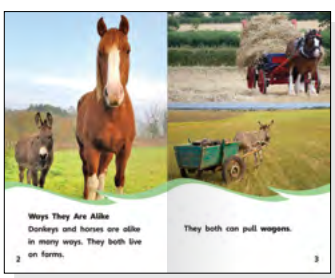


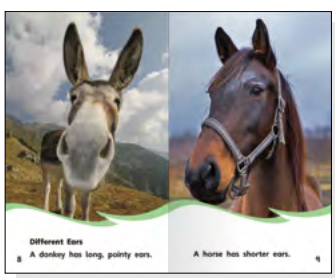
Sample pages from *Mrs. Wishy-Washy's Birthday*

Sample pages from *The Duck and the North Wind*

Sample pages from *Ready, Set, Go!*







Sample pages from *Is It a Donkey or a Horse?*

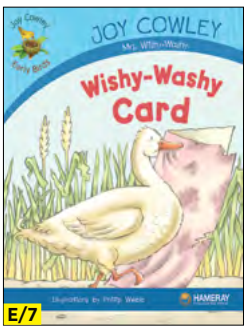
1st Grade Big Book Set (102 TITLES)	Item # BB1195R		**$2,452.10**
1st Grade Big Book Combo Set (102 BIG BOOKS + 102 MATCHING READERS x 6 COPIES)	Item # BB1196R	SAVE $200	**$5,705.00**

To see all the titles in this set, go to ***HamerayPublishing.com/FirstGradeBB***

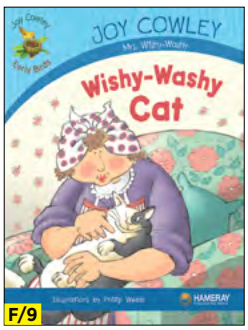
JOY COWLEY BIG BOOKS

Joy Cowley Early Birds | Shared Reading | Levels C–G

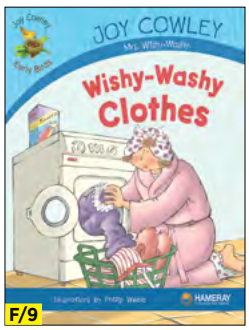
These low-leveled big books (size: 13 7/8" x 16 5/8") are perfect for introducing poetry, rhyme, and alliteration to beginning readers.



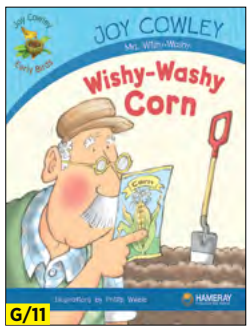
Wishy-Washy Card Big Book
Item # B8180R **$22.50**



Wishy-Washy Cat Big Book
Item # B8159R **$22.50**

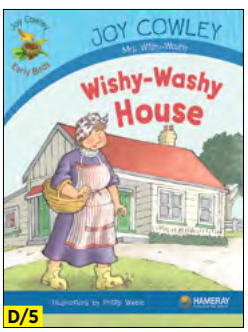


Wishy... Clothes Big Book
Item # B8128R **$22.50**



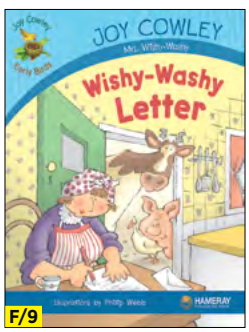
Wishy-Washy Corn Big Book
Item # B8081R **$22.50**

Wishy... Garden Big Book
Item # B8166R **$22.50**

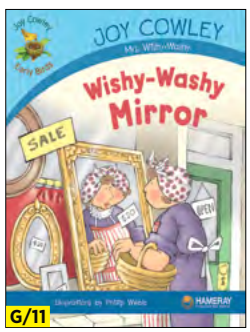


Wishy... House Big Book
Item # B8067R **$22.50**

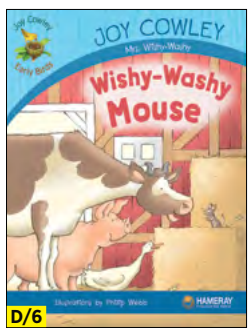
Wishy... Ice Cream Big Book
Item # B8111R **$22.50**



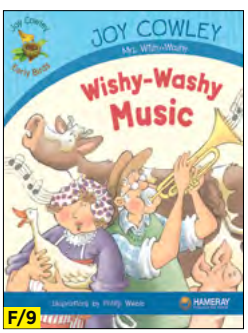
Wishy... Letter Big Book
Item # B8142R **$22.50**



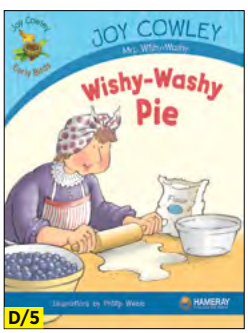
Wishy... Mirror Big Book
Item # B8173R **$22.50**



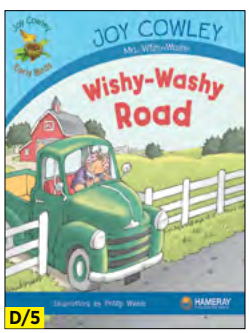
Wishy... Mouse Big Book
Item # B8098R **$22.50**



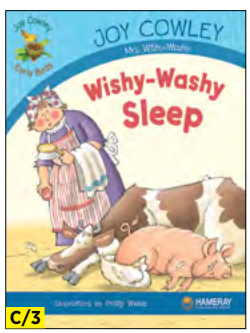
Wishy... Music Big Book
Item # B8050R **$22.50**



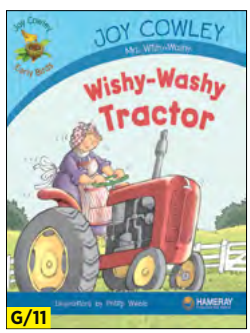
Wishy-Washy Pie Big Book
Item # B8074R **$22.50**



Wishy... Road Big Book
Item # B8104R **$22.50**



Wishy-Washy Sleep Big Book
Item # B8043R **$22.50**



Wishy... Tractor Big Book
Item # B8135R **$22.50**

Early Birds Big Book Set (15 TITLES) Item # C8494R **$322.50**

Early Birds Big Book Combo Set (15 BIG BOOKS) + MATCHING READERS (15 TITLES x 6 COPIES) Item # BBC865R **$760.00**

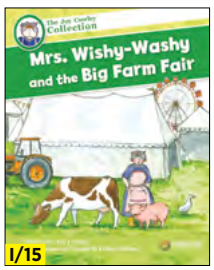
*Go to **page 93** to see the matching leveled books in the Joy Cowley Early Birds Collection.*

JOY COWLEY BIG BOOKS

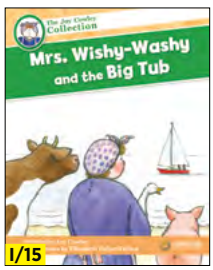
Joy Cowley Collection | Shared Reading | Levels F–I

The Joy Cowley Collection

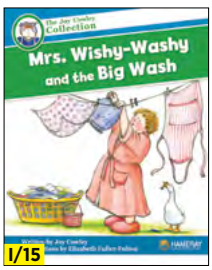
These big books (size: 13 7/8" x 16 5/8") filled with Joy Cowley's classic characters (Mrs. Wishy-Washy, Hungry Giant, The Meanies) offer fun for your entire classroom.



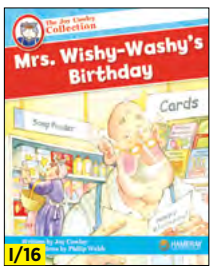
Mrs. Wishy and the Big Farm Fair Big Book
Item # B2638R **$28.95**



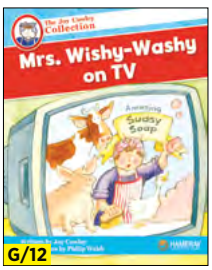
Mrs. Wishy and the Big Tub Big Book
Item # B8284R **$28.95**



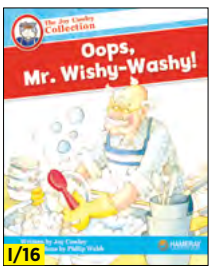
Mrs. Wishy and the Big Wash Big Book
Item # B2473R **$28.95**



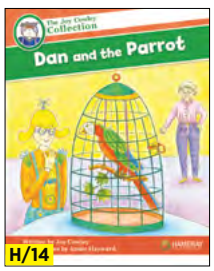
Mrs. Wishy's Birthday Big Book
Item # B8352R **$28.95**



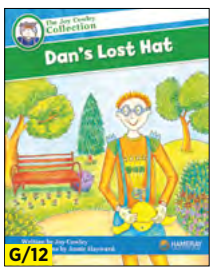
Mrs. Wishy on TV Big Book
Item # B8369R **$28.95**



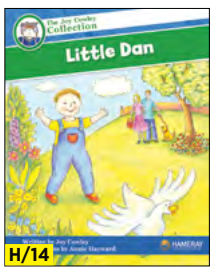
Oops, Mr. Wishy-Washy! Big Book
Item # B4878R **$28.95**



Dan and the Parrot Big Book
Item # B4809R **$28.95**

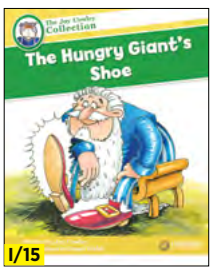


Dan's Lost Hat Big Book
Item # B4816R **$28.95**



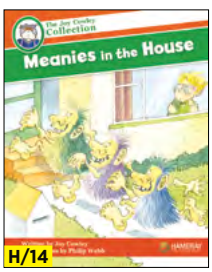
Little Dan Big Book
Item # B2480R **$28.95**

The Hungry Giant's Baby Big Book
Item # B4823R **$28.95**

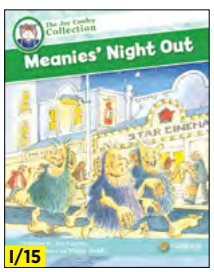


The Hungry Giant's Shoe Big Book
Item # B2503R **$28.95**

Poor Sore Hungry Giant Big Book
Item # B1754R **$28.95**

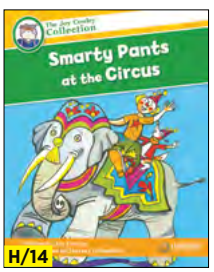


Meanies in the House Big Book
Item # B2510R **$28.95**

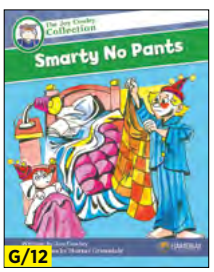


Meanies' Night Out Big Book
Item # B4830R **$28.95**

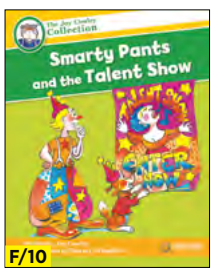
Those Yucky Meanies! Big Book
Item # B4861R **$28.95**



Smarty Pants at the Circus Big Book
Item # B2497R **$28.95**



Smarty No Pants Big Book
Item # B4847R **$28.95**



Smarty Pants and the Talent Show Big Book
Item # B4854R **$28.95**

Joy Cowley Collection Big Book Set (18 TITLES) Item # BBC489R **$521.10**

Joy Cowley Collection Big Book Combo Set
BIG BOOKS (18 TITLES) + MATCHING READERS (18 TITLES x 6 COPIES) Item # BBC492R SAVE $60 **$1,100.00**

*Go to **pages 87–89** to see the leveled books in the Joy Cowley Collection.*

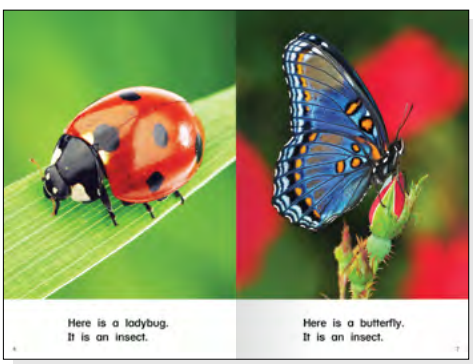
- Interest Level: **Grades Pre-K–1**
- Hameray Levels: **A–H**
- Intervention Levels: **1–14**
- Number of Titles: **70**

KALEIDOSCOPE BIG BOOKS

Fiction & Nonfiction | Shared Reading | Levels A–H

Spanning a wide range of topics and content areas, these 70 fiction and nonfiction big books (12" x 18") feature a diversity of characters and settings through which real-world learning is encouraged and explored.

Sample pages from *Sam's Birthday*



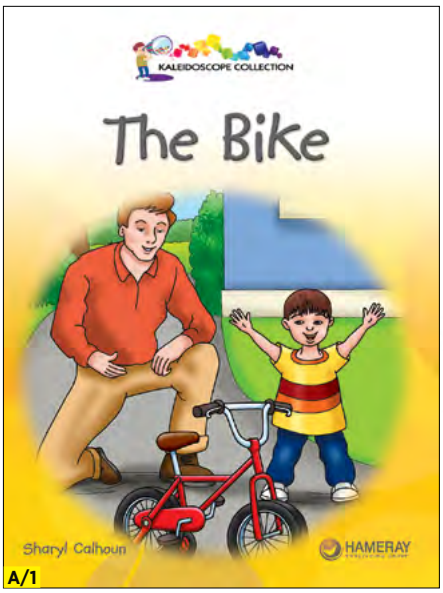
Sample pages from *It Is an Insect*

BIG BOOKS ONLY			BIG BOOKS COMBO SET	
Kaleidoscope Collection Big Book Set (70 TITLES)	Item # BB1125R	**$1,365.00**	Item # BB1033R	**$3,124.99**
Kaleidoscope Nonfiction (Only) Big Book Set (29 TITLES)	Item # BB1149R	**$565.50**	Item # BB1150R	**$1,305.00**
Kaleidoscope Fiction (Only) Big Book Set (41 TITLES)	Item # BB1151R	**$799.50**	Item # BB1152R	**$1,845.00**

Big Book Combo Sets comprise **big books** and their **matching leveled readers** (6 copies per title)

FICTION BIG BOOKS

Kaleidoscope Collection | Shared Reading | Levels A–C



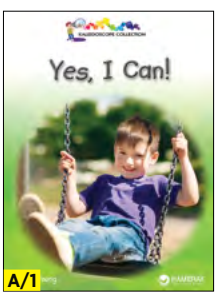
The Bike Big Book
Item # BB1088R **$19.50**

Dinner! Big Book
Item # B5596R **$19.50**

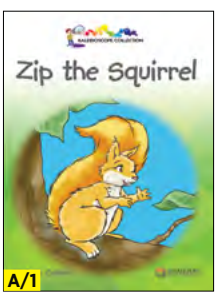
I Can Read Big Book
Item # BB1097R **$19.50**

I Like Breakfast Big Book
Item # BB1099R **$19.50**

My Birthday! Big Book
Item # BB1104R **$19.50**

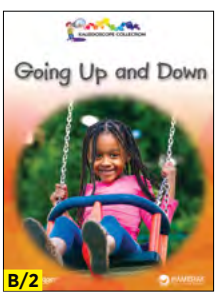


Yes, I Can! Big Book
Item # BB1115R **$19.50**



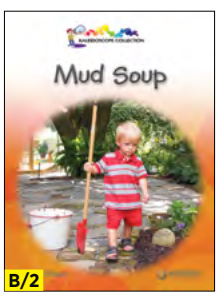
Zip the Squirrel Big Book
Item # B8609R **$19.50**

Friends Together! BB
Item # B5619R **$19.50**



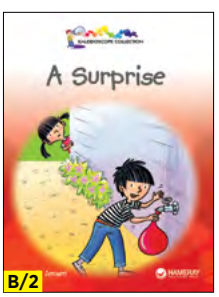
Going Up and Down BB
Item # B5626R **$19.50**

I Can Write Big Book
Item # BB1098R **$19.50**



Mud Soup Big Book
Item # B8524R **$19.50**

Playing Together BB
Item # BB1105R **$19.50**

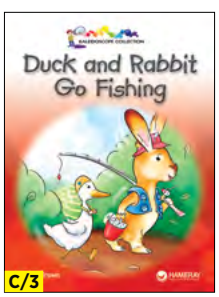


A Surprise Big Book
Item # BB1026R **$19.50**

Ben, the Big Brother BB
Item # B8548R **$19.50**

Big Blue Heron Big Book
Item # BB1087R **$19.50**

Blast Off! Big Book
Item # BB1089R **$19.50**



Duck and Rabbit... BB
Item # BB1015R **$19.50**

To see pricing for Kaleidoscope Collection in a single and 6-pack format, go to ***page 102-112***

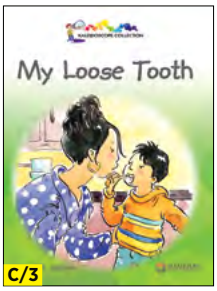
KALEIDOSCOPE COLLECTION

FICTION BIG BOOKS

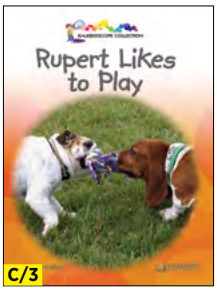
Kaleidoscope Collection | Shared Reading | Levels C–H

Halloween Night Big Book
Item # B8586R **$19.50**

Hilda Hen Big Book
Item # BB1096R **$19.50**

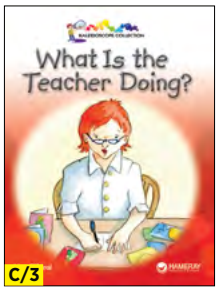


My Loose Tooth Big Book
Item # B8555R **$19.50**

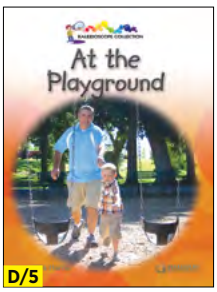


Rupert Likes to Play BB
Item # BB1107R **$19.50**

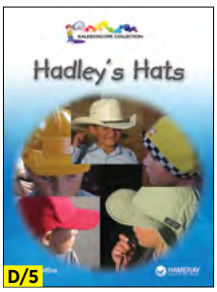
What Is a Friend? BB
Item # B5664R **$19.50**



What Is the Teacher... BB
Item # BB1113R **$19.50**

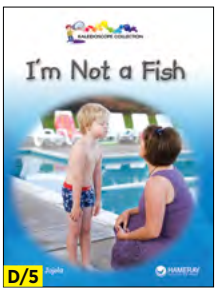


At the Playground BB
Item # BB1086R **$19.50**



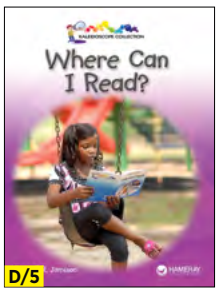
Hadley's Hats Big Book
Item # BB1094R **$19.50**

Helping Mom Big Book
Item # B8531R **$19.50**

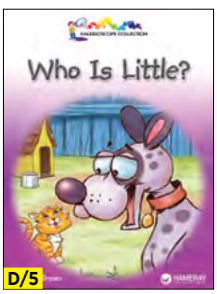


I'm Not a Fish Big Book
Item # BB1100R **$19.50**

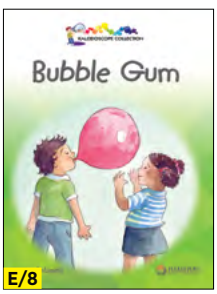
Snow Fun Big Book
Item # BB1108R **$19.50**



Where Can I Read? BB
Item # BB1029R **$19.50**

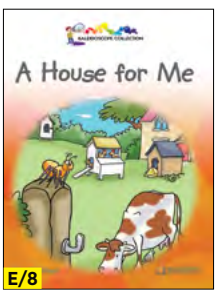


Who Is Little? Big Book
Item # BB1031R **$19.50**



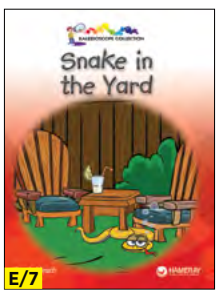
Bubble Gum Big Book
Item # BB1013R **$19.50**

The Great Big Thing BB
Item # BB1093R **$19.50**



A House for Me Big Book
Item # BB1020R **$19.50**

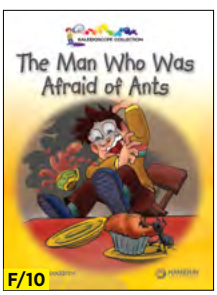
My Big Sister Big Book
Item # BB1103R **$19.50**



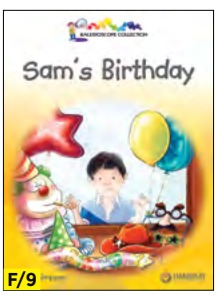
Snake in the Yard BB
Item # B8517R **$19.50**

Too Many Treats Big Book
Item # BB1109R **$19.50**

Tortilla Sundays Big Book
Item # B5640R **$19.50**

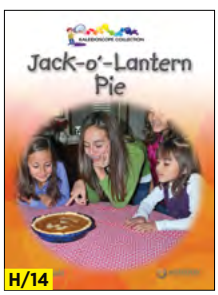


The Man Who Was... BB
Item # BB1021R **$19.50**



Sam's Birthday Big Book
Item # BB1023R **$19.50**

The Very Stinky Bug BB
Item # BB1027R **$19.50**



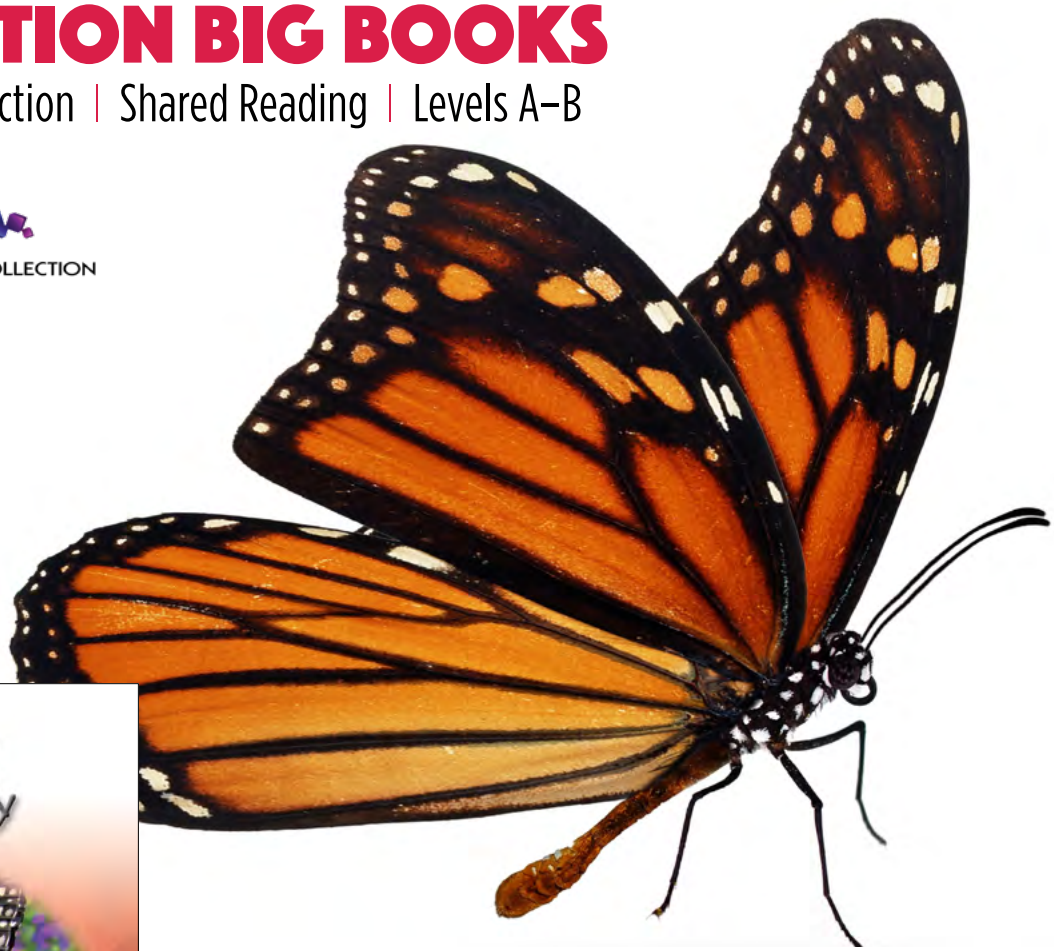
Jack-o'-Lantern Pie BB
Item # BB1018R **$19.50**

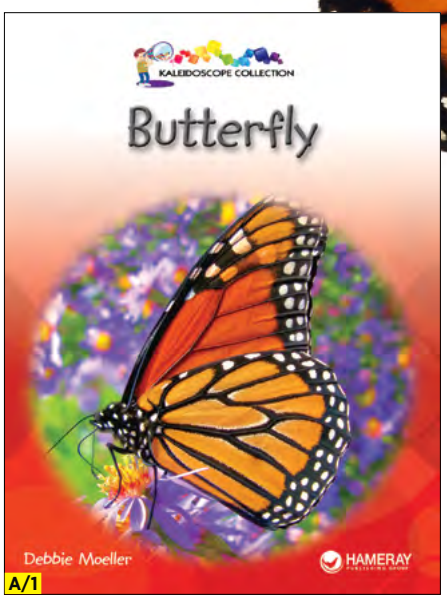
For Kaleidoscope Big Book Set pricing, go to ***page 39***

NONFICTION BIG BOOKS

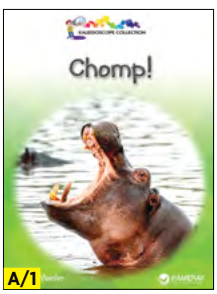
Kaleidoscope Collection | Shared Reading | Levels A–B

KALEIDOSCOPE COLLECTION

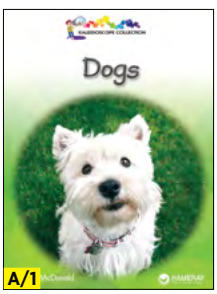




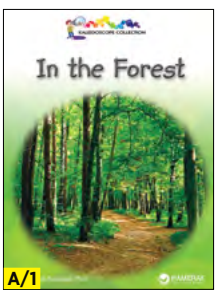
Butterfly Big Book
Item # B8562R **$19.50**



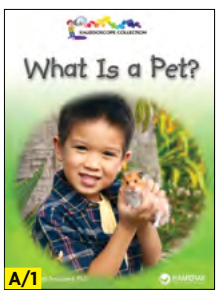
Chomp! Big Book
Item # B5589R **$19.50**



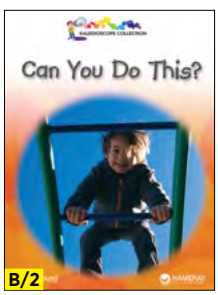
Dogs Big Book
Item # BB1014R **$19.50**



In the Forest Big Book
Item # BB1101R **$19.50**

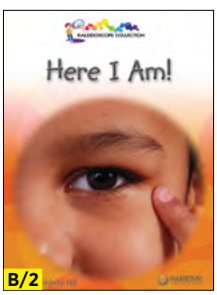


What Is a Pet? Big Book
Item # BB1028R **$19.50**



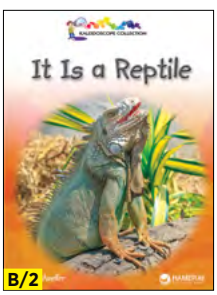
Can You Do This? BB
Item # BB1090R **$19.50**

Help Me! Big Book
Item # BB1095R **$19.50**

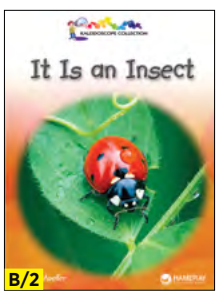


Here I Am! Big Book
Item # B8579R **$19.50**

In the Rainforest Big Book
Item # BB1102R **$19.50**



It Is a Reptile Big Book
Item # BB1017R **$19.50**



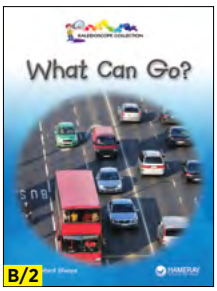
It Is an Insect Big Book
Item # B5633R **$19.50**

To see pricing for Kaleidoscope Collection in a single and 6-pack format, go to ***page 102-112***

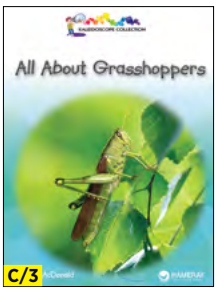
KALEIDOSCOPE COLLECTION

NONFICTION BIG BOOKS

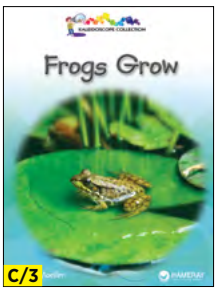
Kaleidoscope Collection | Shared Reading | Levels B–H



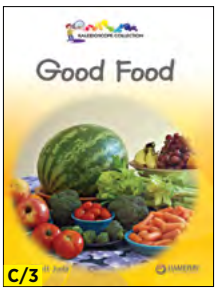
What Can Go? Big Book
Item # BB1112R **$19.50**



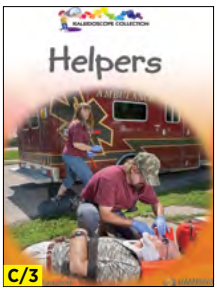
All About Grasshoppers BB
Item # B5572R **$19.50**



Frogs Grow Big Book
Item # BB1012R **$19.50**



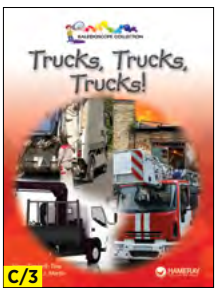
Good Food Big Book
Item # BB1092R **$19.50**



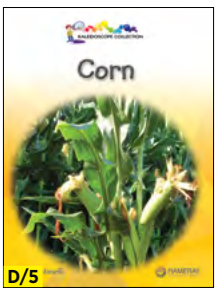
Helpers Big Book
Item # BB1016R **$19.50**

Planets Big Book
Item # B8593R **$19.50**

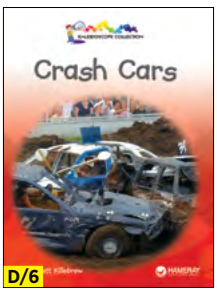
Trucks Big Book
Item # BB1110R **$19.50**



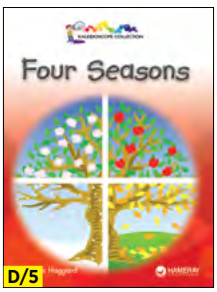
Trucks, Trucks, Trucks! BB
Item # BB1022R **$19.50**



Corn Big Book
Item # B5657R **$19.50**



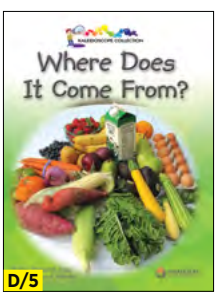
Crash Cars Big Book
Item # BB1091R **$19.50**



Four Seasons Big Book
Item # B5602R **$19.50**

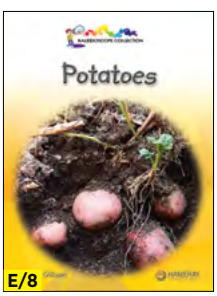
Squirrels Big Book
Item # BB1025R **$19.50**

We Recycle Big Book
Item # BB1111R **$19.50**



Where Does It Come.. BB
Item # BB1114R **$19.50**

Where Does It Live? BB
Item # BB1030R **$19.50**



Potatoes Big Book
Item # BB1106R **$19.50**

Service Dogs Big Book
Item # BB1024R **$19.50**

Little Blue Penguins BB
Item # BB1019R **$19.50**

Sample pages from *Dogs*

Sample pages from *Little Blue Penguins*

For Kaleidoscope Big Book Set pricing, go to ***page 39***

FABLES BIG BOOKS

Fiction | Shared Reading | Levels E–M

Fables

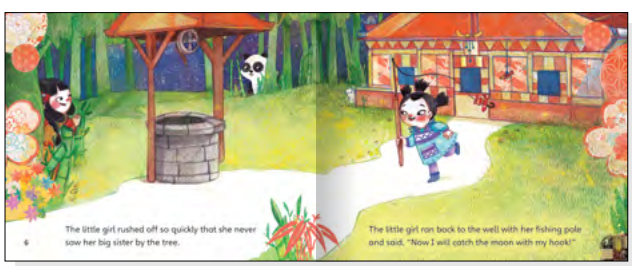
- Interest Level: **Grades K–2**
- Hameray Levels: **E–L**
- Intervention Levels: **8–18**
- Number of Titles: **30**

The thirty fables, in a big book format (size: 16" x 12 7/8"), from ***Fables & the Real World*** are classic stories from different cultures and backgrounds. Retold for K–2 classrooms and showcasing beautiful artwork, these fiction titles introduce SEL themes to young learners.

Fables Big Book Set (30 TITLES)	Item# BB1175R	**$795.00**
Fables Big Book Combo Set (30 BIG BOOKS) + MATCHING READERS (30 TITLES X 6 COPIES)	Item # BB1176R	SAVE $100 **$2,045.00**

Teaching Life Lessons Through Story | Sample Books

Sample pages from *The Owl and the Rabbits*



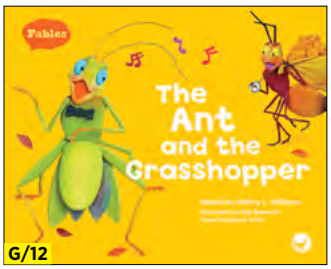
Sample pages from *Fishing for the Moon*

Titles available in Spanish—go to ***pages 152–159***

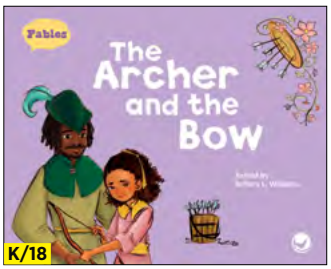
Fables

FICTION BIG BOOKS

Fables | Shared Reading | Levels E–M



The Ant and the Grasshopper Big Book
Item # B6674R **$26.50**



The Archer and the Bow Big Book
Item # B1155R **$26.50**

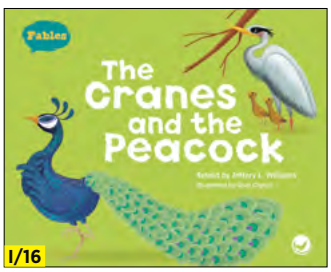
The Birds, the Beasts... Bat Big Book
Item # B4193R **$26.50**

The Boar and the Chameleon Big Book
Item # B1156R **$26.50**

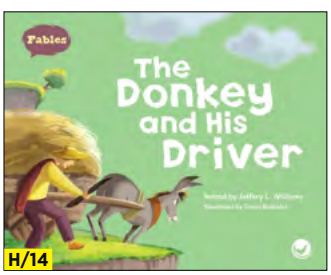
The Boy and the Gumballs Big Book
Item # B4209R **$26.50**

The Boy Who Cried Wolf Big Book
Item # B6629R **$26.50**

A Bundle of Sticks Big Book
Item # B4216R **$26.50**

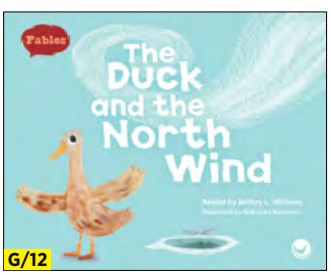


The Cranes and the Peacock Big Book
Item # B4223R **$26.50**

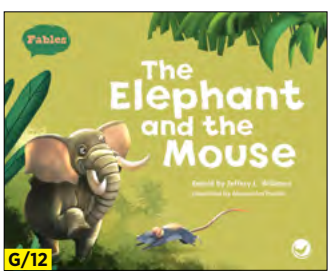


The Donkey and His Driver Big Book
Item # B6636R **$26.50**

The Dove King Big Book
Item # B6643R **$26.50**



The Duck and the North Wind Big Book
Item # B1157R **$26.50**



The Elephant and the Mouse Big Book
Item # B4230R **$26.50**

The Farmer Who Said Maybe Big Book
Item # B1158R **$26.50**

Fishing for the Moon Big Book
Item # B1159R **$26.50**

The Fly and the Honey Pot Big Book
Item # B4247R **$26.50**

The Four Friends... Hunter Big Book
Item # B1160R **$26.50**

Learn more about Fables & the Real World—go to ***pages 68–77***

FICTION BIG BOOKS

Fiction | Shared Reading | Levels E–M

The Fox and the Crow Big Book
Item # B4254R **$26.50**

The Fox and the Goat Big Book
Item # B6650R **$26.50**

The Fox, the Lion, and the Deer Big Book
Item # B6667R **$26.50**

The Goose and the Golden Eggs Big Book
Item # B4261R **$26.50**

The Heron and the Swan Big Book
Item # B4278R **$26.50**

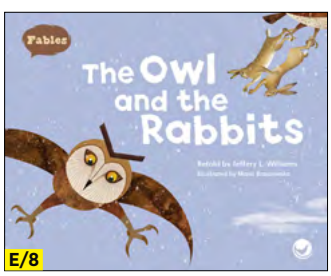
The King and the Pearl Big Book
Item # B1161R **$26.50**

The Lumberjack and the Axe Big Book
Item # B1162 **$26.50**

The Milkmaid and Her Pail Big Book
Item # B6681 **$26.50**

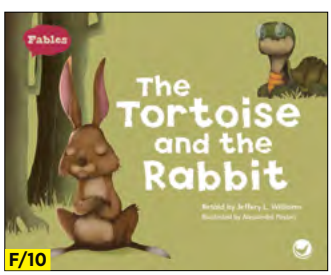
The Next Emperor Big Book
Item # B1163 **$26.50**

The North Wind and the Sun Big Book
Item # B6698 **$26.50**



The Owl and the Rabbits Big Book
Item # B1164R **$26.50**

The Silkworm and the Spider Big Book
Item # B4285R **$26.50**



The Tortoise and the Rabbit Big Book
Item # B6704R **$26.50**

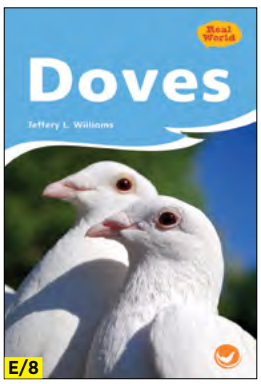
The Ungrateful Tiger Big Book
Item # B6711R **$26.50**

Titles available in Spanish—go to ***pages 152–159***

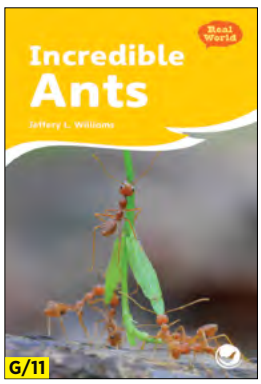
REAL WORLD BIG BOOKS

Nonfiction | Shared Reading | Levels E–I

These fact-filled informational big books (size: 11 1/4" x 18") are ideal for exposing budding readers to nonfiction text features, including table of contents, glossary, index, and more.

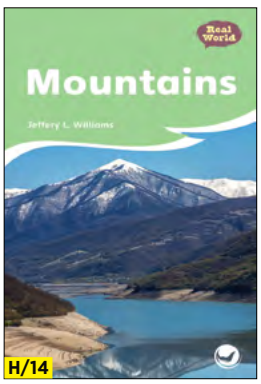


Doves Big Book
Item # B4377R **$22.50**



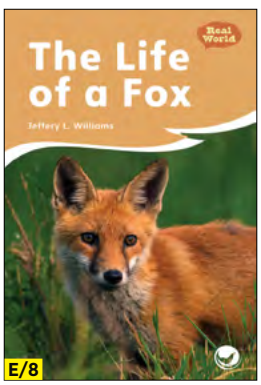
Incredible Ants Big Book
Item # B4384R **$22.50**

Is It a Donkey...? Big Book
Item # B4391E **$22.50**

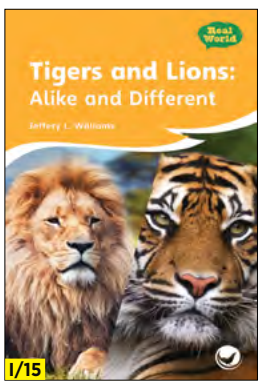


Mountains Big Book
Item # B4407R **$22.50**

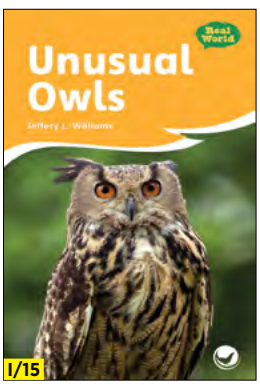
Ready, Set, Go! Big Book
Item # B4414R **$22.50**



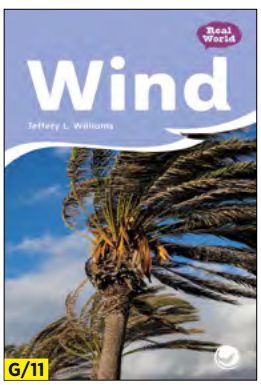
The Life of a Fox Big Book
Item # B4421R **$22.50**



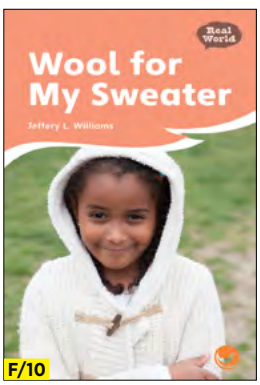
Tigers and Lions Big Book
Item # B4438R **$22.50**



Unusual Owls Big Book
Item # B4445R **$22.50**

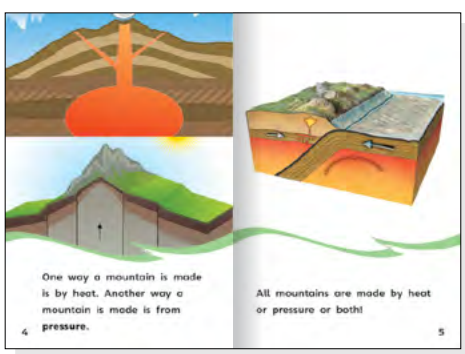


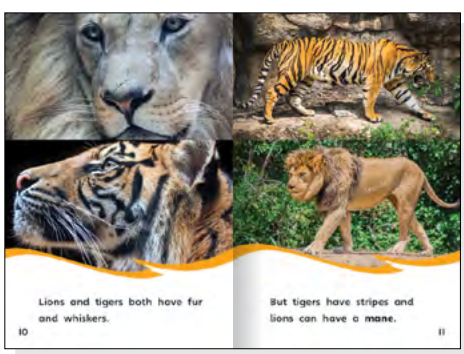
Wind Big Book
Item # B4452R **$22.50**



Wool for My Sweater Big Book
Item # B4469R **$22.50**

Sample pages from *Mountains*





Sample pages from *Tigers and Lions*

Real World (Fables) Big Book Set (10 TITLES) Item # BBC447R **$225.00**

Real World Combo Set (10 BIG BOOKS) + MATCHING READERS (10 TITLES x 6 COPIES) Item # BBC448R **$495.00**

*Go to **pages 68–77** to see the matching leveled books in the Fables & the Real World*

K–3 LEVELED TEXTS

BUILD KNOWLEDGE | ACQUIRE VOCABULARY | IMPROVE COMPREHENSION

Having a broad selection of unique texts at a wide range of levels is critical to keeping your students interested and engaged.

From fiction stories featuring Joy Cowley's classic characters to nonfiction topics with stunning, text-matched photographs, our books are expertly crafted to entertain and inform, while also providing students with **the reading practice they need to thrive in the classroom**.

PAIRED FICTION & NONFICTION	PAGES
• Kid Lit (LEVELS A–D) 256 Titles	**50–67**
• Fables & the Real World (LEVELS E–M) 120 Titles	**68–77**
• Story World Real World (LEVELS I–M) 40 Titles	**78–81**
• Zoozoo Into the Wild (WORDLESS-LEVEL D) 24 Titles	**82–83**

LEVELED FICTION

PAGES

- Joy Cowley Collection (LEVELS E–I) 60 Titles **86–89**
- Joy Cowley Classics (LEVELS B–K) 36 Titles **90–92**
- Joy Cowley Early Birds (LEVELS C–G) 60 Titles **93–97**
- Mrs. Wishy-Washy Sets (LEVELS C–I) 24 Titles **98**
- Kaleidoscope Collection (LEVELS A–K) 122 Titles..... **102–109**

HAMERAY TAKE-HOME BOOK BAGS

Page **101**

LEVELED NONFICTION

PAGES

- Kaleidoscope Collection (LEVELS A–J) 58 Titles **110–112**
- Zoozoo Animal World (LEVELS C–H) 110 Titles..... **113–119**
- STEM Explorations (LEVELS H–K) 26 Titles **120–123**
- My World Collection (WORDLESS–LEVEL F) 60 Titles..... **124–129**

- Interest Level: **Grades K–1**
- Hameray Levels: **A–D**
- Intervention Levels: **1–6**
- Number of Fiction: **128**
- Number of Nonfiction: **128**
- Available in Spanish: **Yes**

KID LIT

Build Knowledge | Acquire Vocabulary | Improve Comprehension

SERIES FEATURES:

- 256 leveled titles across 8 themes: all about me, culture, community, explorations, health, interests, seasons & weather, and social-emotional
- **Diverse representation in illustrations and photos**
- Fiction and nonfiction pairs explore related content at beginning reading levels
- Content areas relate to topics from throughout a K–1 student's first year in school

THEMES INCLUDE

- Seasons & Weather
- Expressing Feelings
- Community Helpers
- Holidays & Celebrations
- Eating Healthy Food
- Farm Animals
- Family
- Being Grateful
- Staying Calm

KID LIT COLLECTION	ITEM	PRICE
Kid Lit Complete Set (256 TITLES)	C345XXR	$1,152.00
Kid Lit Complete Set 6-Packs (256 TITLES x 6 COPIES)	GR345XR	SAVE $300 $6,610.00
Kid Lit Early-Emergent Set (128 TITLES)	C456XXR	$576.00
Kid Lit Early-Emergent Set 6-Packs (128 TITLES x 6 COPIES)	GR456XR	$3,456.00
Kid Lit Emergent Set (128 TITLES)	C457XXR	$576.00
Kid Lit Emergent Set 6-Packs (128 TITLES x 6 COPIES)	GR457XR	$3,456.00

*To learn more about Kid Lit, go to **HamerayPublishing.com/KL***

FICTION + NONFICTION

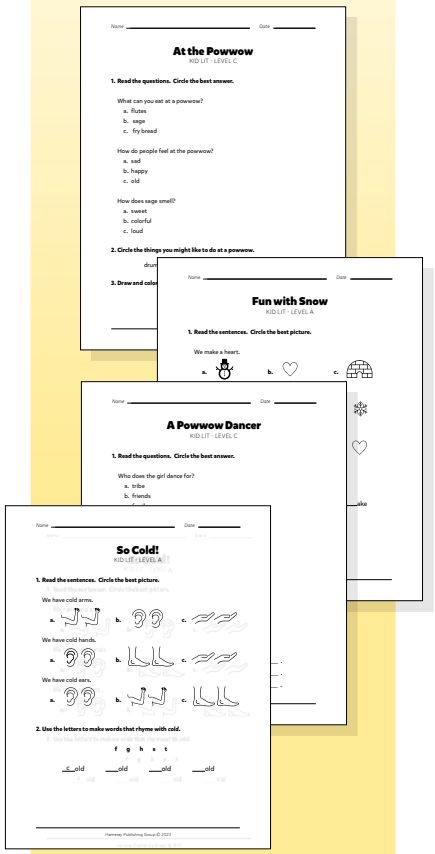
For Kindergarten, Early First Grade, and Multilingual Learners

Pairing Fiction & Nonfiction Texts Enhances Learning & Improves Comprehension

Early-Emergent Fiction/Nonfiction Pair by Topic (*All About Me* Theme)

Emergent Fiction/Nonfiction Pair by Topic (*Culture* Theme)

Develop Independent Readers & Improve Reading Comprehension



FREE DOWNLOADABLE COMPREHENSION WORKSHEETS
Available for Every Title

Available in Spanish–go to ***pages 134–151***

ALL ABOUT ME THEME

Build Knowledge | Acquire Vocabulary

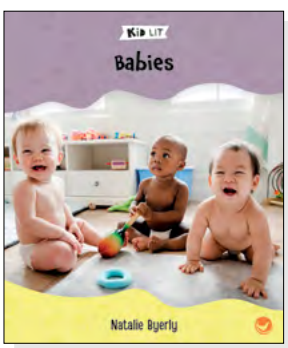
Kid LIT

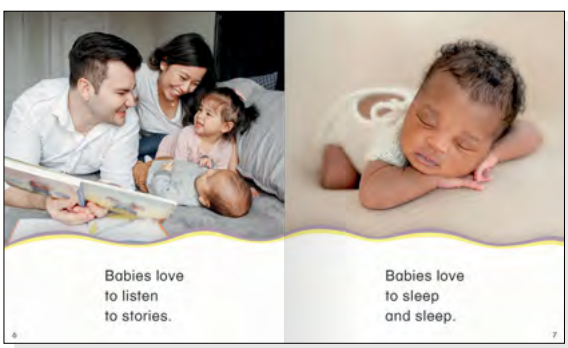
Encourage students to be brave and feel supported with stories about childhood experiences. From losing a tooth to taking a long time to put on winter gear before going outside, the *All About Me* theme set focuses on self-discovery and growing up.

TOPICS INCLUDE

- Expressing Feelings
- Helping at Home
- Bedtime Routines
- Family
- Trying New Things
- Five Senses
- Playing with Friends

Sample pages from *Feelings*





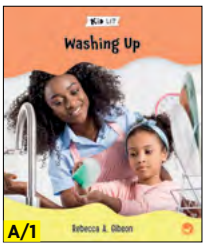
Sample pages from *Babies*

Kid Lit All About Me Theme Set (32 TITLES) Item # T10074R **$144.00**

Kid Lit All About Me Theme Set 6-Packs (32 TITLES x 6 COPIES) Item # L10074R **$864.00**

EARLY-EMERGENT

Dishes!
Item # S10602R **$4.50**
6-Pk # P10602R **$27.00**



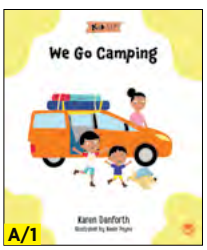
Washing Up
Item # S10693R **$4.50**
6-Pk # P10693R **$27.00**

Help Me Up
Item # S10624R **$4.50**
6-Pk # P10624R **$27.00**

That Is Big
Item # S10683R **$4.50**
6-Pk # P10683R **$27.00**

Sisters
Item # S10668R **$4.50**
6-Pk # P10668R **$27.00**

This Family
Item # S10684R **$4.50**
6-Pk # P10684R **$27.00**



We Go Camping
Item # S10596R **$4.50**
6-Pk # P10596R **$27.00**

Camping
Item # S10595R **$4.50**
6-Pk # P10595R **$27.00**

To learn more about Kid Lit, go to ***HamerayPublishing.com/KL***

FICTION + NONFICTION

For Kindergarten, Early First Grade, and Multilingual Learners

READERS

Feelings
Item # S10612R **$4.50**
6-Pk # P10612R **$27.00**

How Are You Today?
Item # S10626R **$4.50**
6-Pk # P10626R **$27.00**

Moving Day
Item # S10642R **$4.50**
6-Pk # P10642R **$27.00**

We Are Moving
Item # S10694R **$4.50**
6-Pk # P10694R **$27.00**

So Cold!
Item # S10674R **$4.50**
6-Pk # P10674R **$27.00**

Fun with Snow
Item # S10617R **$4.50**
6-Pk # P10617R **$27.00**

Where Is My Kitten?
Item # S10701R **$4.50**
6-Pk # P10701R **$27.00**

Bedtime
Item # S10589R **$4.50**
6-Pk # P10589R **$27.00**

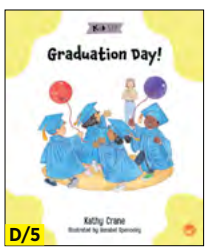
EMERGENT READERS

At the Park
Item # S10584R **$4.50**
6-Pk # P10584R **$27.00**

Our Five Senses
Item # S10651R **$4.50**
6-Pk # P10651R **$27.00**

Go Out and Play
Item # S10620R **$4.50**
6-Pk # P10620R **$27.00**

Wool Is Warm
Item # S10704R **$4.50**
6-Pk # P10704R **$27.00**



Graduation Day!
Item # S10621R **$4.50**
6-Pk # P10621R **$27.00**

School Supplies
Item # S10666R **$4.50**
6-Pk # P10666R **$27.00**

Gwen and the Lost Tooth
Item # S10622R **$4.50**
6-Pk # P10622R **$27.00**

Visiting the Dentist
Item # S10690R **$4.50**
6-Pk # P10690R **$27.00**

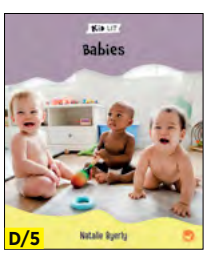
I Want to Ice Skate
Item # S10630R **$4.50**
6-Pk # P10630R **$27.00**

Being Brave
Item # S10591R **$4.50**
6-Pk # P10591R **$27.00**

My New School
Item # S10643R **$4.50**
6-Pk # P10643R **$27.00**

Before School
Item # S10590R **$4.50**
6-Pk # P10590R **$27.00**

The New Baby
Item # S10645R **$4.50**
6-Pk # P10645R **$27.00**



Babies
Item # S10587R **$4.50**
6-Pk # P10587R **$27.00**

Summer Plans
Item # S10680R **$4.50**
6-Pk # P10680R **$27.00**

What Do You Want to Do?
Item # S10699R **$4.50**
6-Pk # P10699R **$27.00**

*See complete set pricing on **page 50***

COMMUNITY THEME

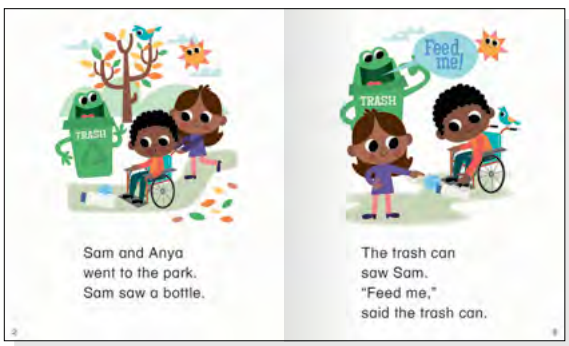
Build Knowledge | Acquire Vocabulary

Kid LIT

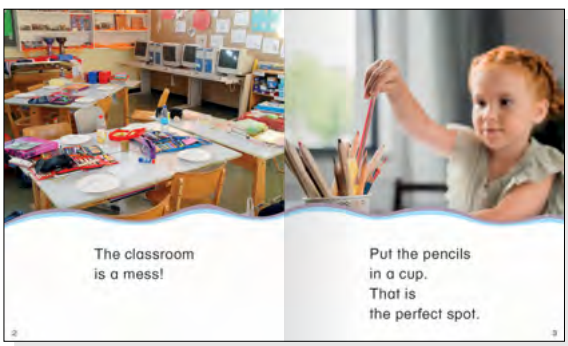
Celebrate places and activities you can enjoy in your community. Go on adventures to the bakery, park, school, and fair. Learn how to contribute to the community by shoveling snow, picking up trash, or cleaning the classroom.

TOPICS INCLUDE

- School
- City
- Transportation
- Recycling
- Community Helpers
- Safety & Following Rules
- Helping Others
- Working Together



Sample pages from *Feed Me*



Sample pages from *The Perfect Spot*

Kid Lit Community Theme Set (32 TITLES) Item # T10075R **$144.00**

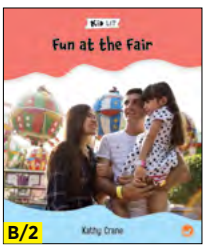
Kid Lit Community Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10075R **$864.00**

EARLY-EMERGENT

The Birthday Party
Item # S10593R **$4.50**
6-Pk # P10593R **$27.00**

I Bake!
Item # S10588R **$4.50**
6-Pk # P10588R **$27.00**

A Day at the Fair
Item # S10600R **$4.50**
6-Pk # P10600R **$27.00**



Fun at the Fair
Item # S10616R **$4.50**
6-Pk # P10616R **$27.00**

The Garden
Item # S10629R **$4.50**
6-Pk # P10629R **$27.00**

We Clean Up
Item # S10655R **$4.50**
6-Pk # P10655R **$27.00**

We Go to School
Item # S10696R **$4.50**
6-Pk # P10696R **$27.00**

Play Time!
Item # S10657R **$4.50**
6-Pk # P10657R **$27.00**

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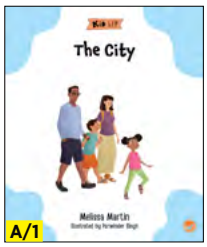
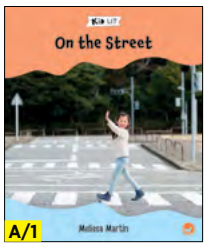
READERS



The City
Item # S10691R **$4.50**
6-Pk # P10691R **$27.00**



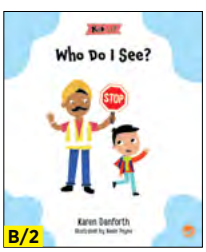
On the Street
Item # S10649R **$4.50**
6-Pk # P10649R **$27.00**

The Digger
Item # S10601R **$4.50**
6-Pk # P10601R **$27.00**

What Can Diggers Do?
Item # S10698R **$4.50**
6-Pk # P10698R **$27.00**

Shovel the Snow
Item # S10667R **$4.50**
6-Pk # P10667R **$27.00**

Go Away, Snow!
Item # S10619R **$4.50**
6-Pk # P10619R **$27.00**



Who Do I See?
Item # S10702R **$4.50**
6-Pk # P10702R **$27.00**

How Do You Go to School
Item # S10627R **$4.50**
6-Pk # P10627R **$27.00**

EMERGENT READERS

Feed Me
Item # S10611R **$4.50**
6-Pk # P10611R **$27.00**

The Perfect Spot
Item # S10654R **$4.50**
6-Pk # P10654R **$27.00**

Giti and the Bee
Item # S10618R **$4.50**
6-Pk # P10618R **$27.00**

Count with Bees
Item # S10599R **$4.50**
6-Pk # P10599R **$27.00**

Let's Go to the Pool!
Item # S10638R **$4.50**
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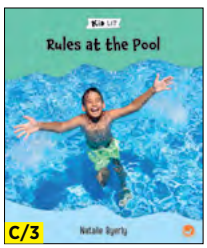
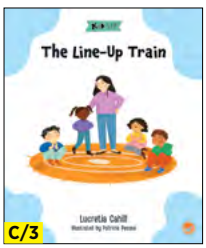


Rules at the Pool
Item # S10665R **$4.50**
6-Pk # P10665R **$27.00**



The Line-Up Train
Item # S10639R **$4.50**
6-Pk # P10639R **$27.00**

In Class
Item # S10604R **$4.50**
6-Pk # P10604R **$27.00**

On Stage
Item # S10648R **$4.50**
6-Pk # P10648R **$27.00**

What We Could Be
Item # S10700R **$4.50**
6-Pk # P10700R **$27.00**

One Hundred Animals
Item # S10650R **$4.50**
6-Pk # P10650R **$27.00**

Hundredth Day of...
Item # S10628R **$4.50**
6-Pk # P10628R **$27.00**

Picnic Day
Item # S10656R **$4.50**
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Six Legs
Item # S10669R **$4.50**
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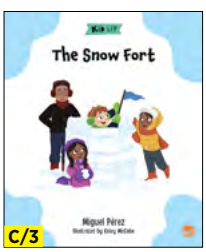


The Snow Fort
Item # S10671R **$4.50**
6-Pk # P10671R **$27.00**

You Can Help
Item # S10706R **$4.50**
6-Pk # P10706R **$27.00**

*See complete set pricing on **page 50**. Available in Spanish–go to **pages 134–151***

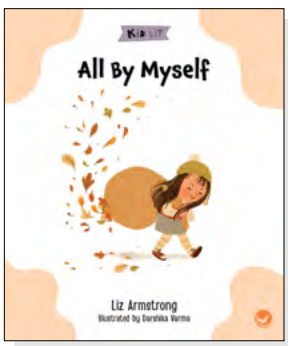
CULTURE THEME

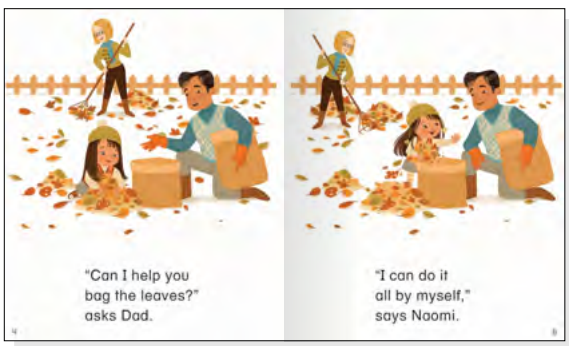
Build Knowledge | Acquire Vocabulary

Visiting a pumpkin patch, taking a road trip to the beach, and grilling on the fourth of July highlight traditional ways we spend time together. Explore stories in the *Culture* theme set that reflect events, food, and seasonal celebrations that represent who we are.

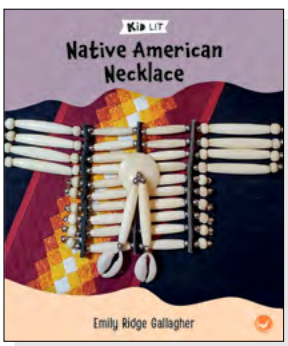
TOPICS INCLUDE

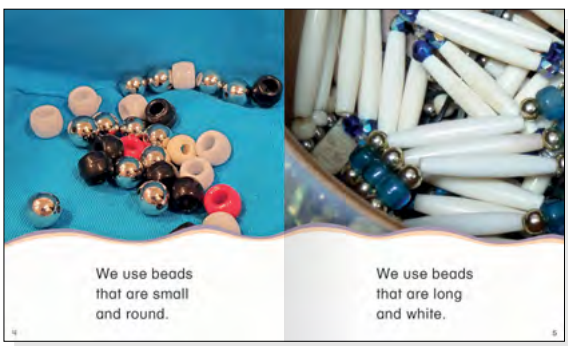
- Family Gatherings
- Holidays & Celebrations
- Native American Traditions
- Seasonal Activities
- Seasonal Food
- Visiting Places





Sample pages from *All By Myself*



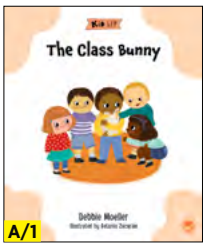


Sample pages from *Native American Necklace*

Kid Lit Culture Theme Set (32 TITLES) Item # T10076R **$144.00**

Kid Lit Culture Set 6-Packs (32 TITLES x 6 COPIES) Item # L10076R **$864.00**

EARLY-EMERGENT



The Class Bunny
Item # S10597R **$4.50**
6-Pk # P10597R **$27.00**

Dog Bath
Item # S10603R **$4.50**
6-Pk # P10603R **$27.00**

Fourth of July
Item # S10615R **$4.50**
6-Pk # P10615R **$27.00**

We Can Grill
Item # S10695R **$4.50**
6-Pk # P10695R **$27.00**

Keep Cool!
Item # S10636R **$4.50**
6-Pk # P10636R **$27.00**

Sweet Treats
Item # S10682R **$4.50**
6-Pk # P10682R **$27.00**

Pumpkin Surprise
Item # S10662R **$4.50**
6-Pk # P10662R **$27.00**

Pumpkins
Item # S10585R **$4.50**
6-Pk # P10585R **$27.00**

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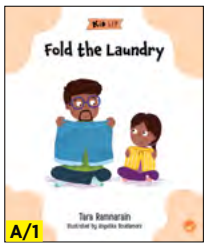
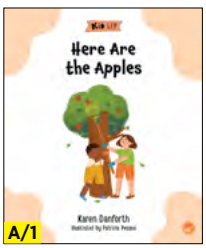


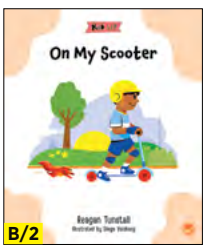
Fold the Laundry
Item # S10613R **$4.50**
6-Pk # P10613R **$27.00**

Cleaning
Item # S10598R **$4.50**
6-Pk # P10598R **$27.00**

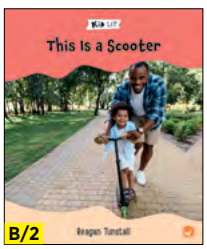


Here Are the Apples
Item # S10625R **$4.50**
6-Pk # P10625R **$27.00**

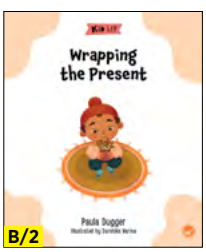
We Eat Together
Item # S10607R **$4.50**
6-Pk # P10607R **$27.00**



On My Scooter
Item # S10647R **$4.50**
6-Pk # P10647R **$27.00**



This Is a Scooter
Item # S10685R **$4.50**
6-Pk # P10685R **$27.00**



Wrapping the Present
Item # S10705R **$4.50**
6-Pk # P10705R **$27.00**

So Many Presents
Item # S10675R **$4.50**
6-Pk # P10675R **$27.00**

EMERGENT READERS

All By Myself
Item # S10581R **$4.50**
6-Pk # P10581R **$27.00**

Harvest Time
Item # S10623R **$4.50**
6-Pk # P10623R **$27.00**

At Jacob's House
Item # S10582R **$4.50**
6-Pk # P10582R **$27.00**

Eating Food
Item # S10606R **$4.50**
6-Pk # P10606R **$27.00**

It Is Your Turn
Item # S10634R **$4.50**
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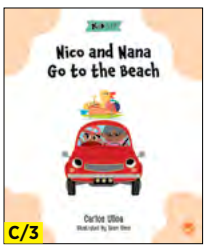
Playing Sports
Item # S10658R **$4.50**
6-Pk # P10658R **$27.00**

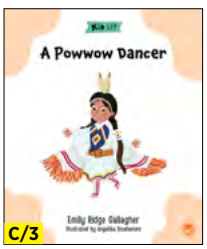


Nico and Nana Go to...
Item # S10646R **$4.50**
6-Pk # P10646R **$27.00**

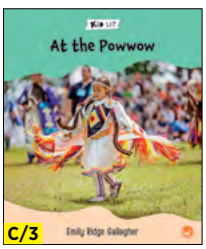
Sun, Surf, and Sand
Item # S10681R **$4.50**
6-Pk # P10681R **$27.00**

Party Snacks
Item # S10653R **$4.50**
6-Pk # P10653R **$27.00**

The Family Table
Item # S10610R **$4.50**
6-Pk # P10610R **$27.00**



A Powwow Dancer
Item # S10660R **$4.50**
6-Pk # P10660R **$27.00**

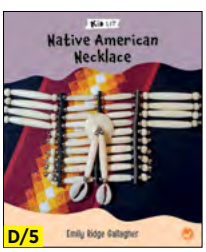


At the Powwow
Item # S10586R **$4.50**
6-Pk # P10586R **$27.00**

Warm Hugs
Item # S10692R **$4.50**
6-Pk # P10692R **$27.00**

Let's Eat Noodles!
Item # S10637R **$4.50**
6-Pk # P10637R **$27.00**

We Make Crafts
Item # S10697R **$4.50**
6-Pk # P10697R **$27.00**



Native American...
Item # S10644R **$4.50**
6-Pk # P10644R **$27.00**

*See complete set pricing on **page 50***

EXPLORATIONS THEME

Build Knowledge | Acquire Vocabulary

Kid LIT

What can float? How long can we make this race track? Will slime stick to anything? Books in the *Explorations* theme set inspire curiosity and creativity. Get ready for a boat ride on the lake, cloud watching, or having a butterfly land on your arm!

TOPICS INCLUDE

- Hiking
- Boats
- Dinosaurs
- Projects & Experiments
- Space
- Cloud Gazing
- Slime

Sample pages from *Wow, Butterfly!*

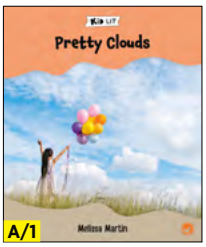
Sample pages from *Let's Race!*

Kid Lit Explorations Theme Set (32 TITLES) Item # T10078R **$144.00**

Kid Lit Explorations Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10078R **$864.00**

EARLY-EMERGENT

Animal Clouds
Item # S10963R **$4.50**
6-Pk # P10963R **$27.00**



Pretty Clouds
Item # S11043R **$4.50**
6-Pk # P11043R **$27.00**

The Cookie Train
Item # S10977R **$4.50**
6-Pk # P10977R **$27.00**

Look at the Shapes
Item # S11023R **$4.50**
6-Pk # P11023R **$27.00**

The Fly in There
Item # S10989R **$4.50**
6-Pk # P10989R **$27.00**

Insects That Buzz
Item # S11014R **$4.50**
6-Pk # P11014R **$27.00**

My Floating Boat
Item # S11033R **$4.50**
6-Pk # P11033R **$27.00**

Sitting On a Boat
Item # S11039R **$4.50**
6-Pk # P11039R **$27.00**

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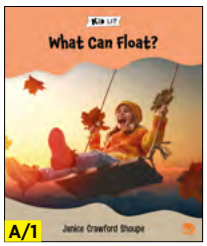
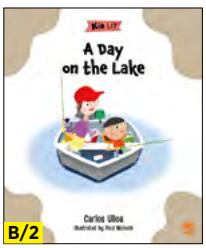
Bubble Fun
Item # S10970R **$4.50**
6-Pk # P10970R **$27.00**



What Can Float?
Item # S11081R **$4.50**
6-Pk # P11081R **$27.00**

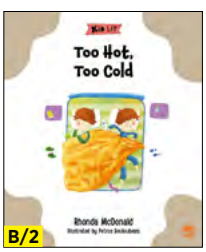


A Day on the Lake
Item # S10981R **$4.50**
6-Pk # P10981R **$27.00**

Jump, Skip, Splash!
Item # S11017R **$4.50**
6-Pk # P11017R **$27.00**

Leaves on the Tree
Item # S11019R **$4.50**
6-Pk # P11019R **$27.00**

The Plant in a Pot
Item # S11042R **$4.50**
6-Pk # P11042R **$27.00**



Too Hot, Too Cold
Item # S11068R **$4.50**
6-Pk # P11068R **$27.00**

Summer and Winter
Item # S11058R **$4.50**
6-Pk # P11058R **$27.00**

EMERGENT READERS

Afternoon on the Moon
Item # S10961R **$4.50**
6-Pk # P10961R **$27.00**

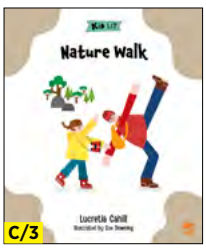
Look Up!
Item # S11025R **$4.50**
6-Pk # P11025R **$27.00**

Fast and Slow
Item # S10987R **$4.50**
6-Pk # P10987R **$27.00**

Let's Race!
Item # S11021R **$4.50**
6-Pk # P11021R **$27.00**

How Much Longer?
Item # S11004R **$4.50**
6-Pk # P11004R **$27.00**

Long and Short
Item # S11022R **$4.50**
6-Pk # P11022R **$27.00**



Nature Walk
Item # S11036R **$4.50**
6-Pk # P11036R **$27.00**

Tall and Small
Item # S11061R **$4.50**
6-Pk # P11061R **$27.00**

Oh No!
Item # S11038R **$4.50**
6-Pk # P11038R **$27.00**

Go Up, Come Down
Item # S10994R **$4.50**
6-Pk # P10994R **$27.00**

Sticky Slime
Item # S11057R **$4.50**
6-Pk # P11057R **$27.00**

Slime Time!
Item # S11052R **$4.50**
6-Pk # P11052R **$27.00**

Tiago's Dinosaur
Item # S11063R **$4.50**
6-Pk # P11063R **$27.00**

The Dinosaur Museum
Item # S10983R **$4.50**
6-Pk # P10983R **$27.00**

Wow, Butterfly!
Item # S11085R **$4.50**
6-Pk # P11085R **$27.00**

The Butterfly on Me
Item # S10971R **$4.50**
6-Pk # P10971R **$27.00**

*See complete set pricing on **page 50**. Available in Spanish–go to **pages 134–151***

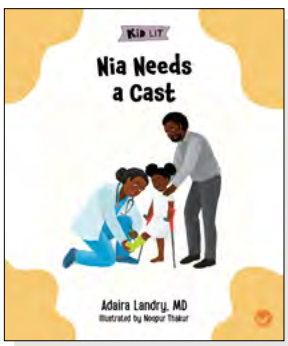
HEALTH THEME

Build Knowledge | Acquire Vocabulary

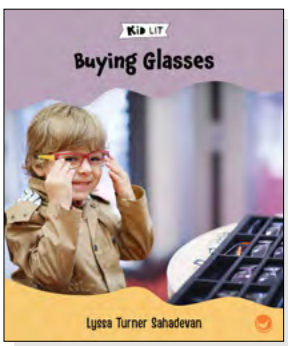
Help the doctor's office feel less intimidating by sharing stories that familiarize students with doctor tools, x-rays, and ambulance rides. The *Health* theme set encourages students to think about ways to care for themselves by eating healthy food, exercising, and getting plenty of sleep.

TOPICS INCLUDE

- Healthy Food
- Exercise
- Sleep & Relaxation
- Getting Glasses
- How Doctors Help
- Sickness & Injuries
- Making Meals & Snacks
- Fruits & Vegetables



Sample pages from *Nia Needs a Cast*



Sample pages from *Buying Glasses*

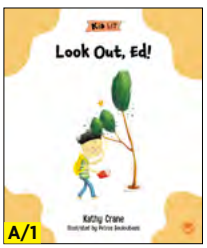
Kid Lit Health Theme Set (32 TITLES) Item # T10079R **$144.00**

Kid Lit Health Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10079R **$864.00**

EARLY-EMERGENT

Head Rub, Foot Rub
Item # S10999R **$4.50**
6-Pk # P10999R **$27.00**

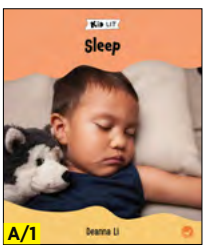
Time to Relax
Item # S11067R **$4.50**
6-Pk # P11067R **$27.00**



Look Out, Ed!
Item # S11024R **$4.50**
6-Pk # P11024R **$27.00**

My Body Can Hurt
Item # S11031R **$4.50**
6-Pk # P11031R **$27.00**

My Perfect Bed
Item # S11035R **$4.50**
6-Pk # P11035R **$27.00**



Sleep
Item # S11051R **$4.50**
6-Pk # P11051R **$27.00**

We Share at School
Item # S11078R **$4.50**
6-Pk # P11078R **$27.00**

For You
Item # S10990R **$4.50**
6-Pk # P10990R **$27.00**

To learn more about Kid Lit, go to ***HamerayPublishing.com/KL***

FICTION + NONFICTION

For Kindergarten, Early First Grade, and Multilingual Learners

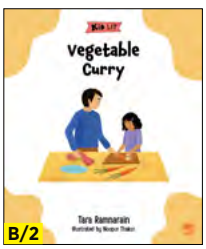
READERS

I Have to Go!
Item # S11011R **$4.50**
6-Pk # P11011R **$27.00**

Wash My Hands
Item # S11071R **$4.50**
6-Pk # P11071R **$27.00**

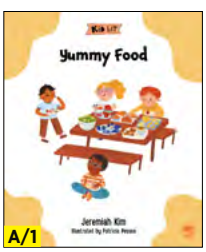
Making Smoothies
Item # S11028R **$4.50**
6-Pk # P11028R **$27.00**

We Buy Fruit
Item # S11074R **$4.50**
6-Pk # P11074R **$27.00**



Vegetable Curry
Item # S11070R **$4.50**
6-Pk # P11070R **$27.00**

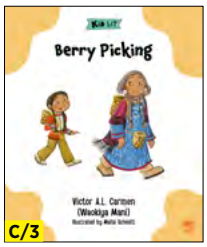
Yum, Yum, Vegetables!
Item # S11087R **$4.50**
6-Pk # P11087R **$27.00**



Yummy Food
Item # S11088R **$4.50**
6-Pk # P11088R **$27.00**

Good for My Teeth
Item # S10996R **$4.50**
6-Pk # P10996R **$27.00**

EMERGENT READERS

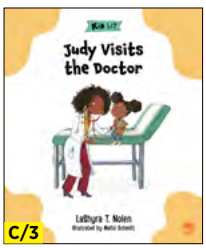


Berry Picking
Item # S10968R **$4.50**
6-Pk # P10968R **$27.00**

Summer Berries
Item # S11059R **$4.50**
6-Pk # P11059R **$27.00**

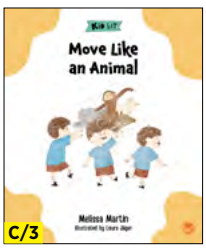
Go Away, Sneezes!
Item # S10993R **$4.50**
6-Pk # P10993R **$27.00**

What Will the Doctor Do
Item # S11084R **$4.50**
6-Pk # P11084R **$27.00**



Judy Visits the Doctor
Item # S11016R **$4.50**
6-Pk # P11016R **$27.00**

Doctor Tools
Item # S10985R **$4.50**
6-Pk # P10985R **$27.00**

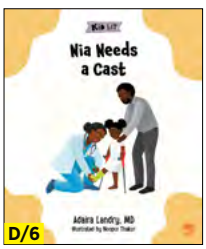


Move Like an Animal
Item # S11030R **$4.50**
6-Pk # P11030R **$27.00**

Yoga Poses
Item # S11086R **$4.50**
6-Pk # P11086R **$27.00**

My New Glasses
Item # S11034R **$4.50**
6-Pk # P11034R **$27.00**

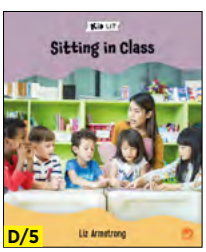
Buying Glasses
Item # S10972R **$4.50**
6-Pk # P10972R **$27.00**



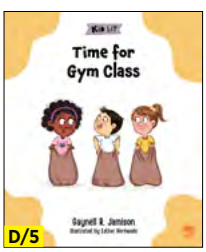
Nia Needs a Cast
Item # S11037R **$4.50**
6-Pk # P11037R **$27.00**

An Ambulance Ride
Item # S10962R **$4.50**
6-Pk # P10962R **$27.00**

Tilly's Chairs
Item # S11064R **$4.50**
6-Pk # P11064R **$27.00**



Sitting in Class
Item # S11050R **$4.50**
6-Pk # P11050R **$27.00**



Time for Gym Class
Item # S11066R **$4.50**
6-Pk # P11066R **$27.00**

Resting and Reading
Item # S11045R **$4.50**
6-Pk # P11045R **$27.00**

*See complete set pricing on **page 50**. Available in Spanish–go to **pages 134–151***

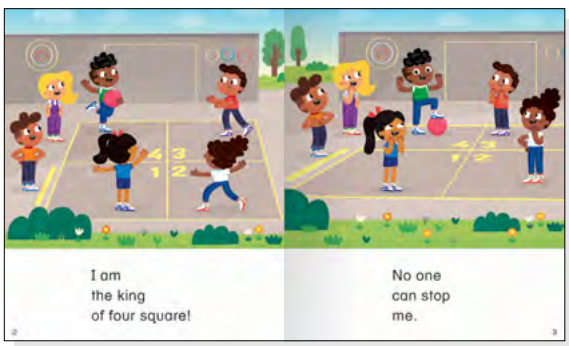
INTERESTS THEME

Build Knowledge | Acquire Vocabulary

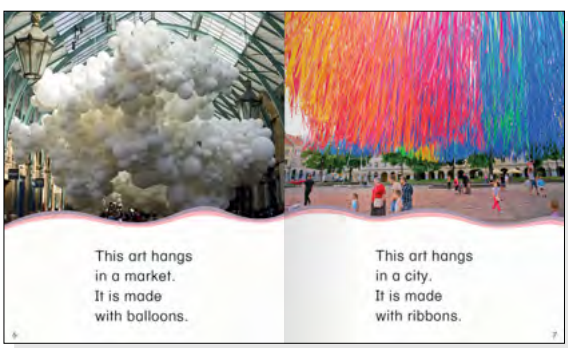
Do you have any hobbies? Explore ways to spend downtime by painting, fishing, playing soccer, or dressing up! Students will love reading about creative ways to connect with others through art, sports, music, and more!

TOPICS INCLUDE

- Drawing & Painting
- Pottery
- Dance
- Farm Animals
- Sports
- Outdoor Recreation
- Playing Instruments



Sample pages from *The King of Four Square*



Sample pages from *Art All Around*

Kid Lit Interests Theme Set (32 TITLES)	Item # T10080R	**$144.00**
Kid Lit Interests Set 6-Packs (32 TITLES x 6 COPIES)	Item # L10080R	**$864.00**

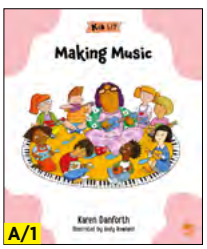
EARLY-EMERGENT

Dance, Dance, Dance!
Item # S10979R **$4.50**
6-Pk # P10979R **$27.00**

Dancers
Item # S10980R **$4.50**
6-Pk # P10980R **$27.00**

Goal!
Item # S10995R **$4.50**
6-Pk # P10995R **$27.00**

Soccer Players
Item # S11054R **$4.50**
6-Pk # P11054R **$27.00**



Making Music
Item # S11027R **$4.50**
6-Pk # P11027R **$27.00**

Here Is a Band
Item # S11001R **$4.50**
6-Pk # P11001R **$27.00**

Sharp Pencils
Item # S11048R **$4.50**
6-Pk # P11048R **$27.00**

I Can Draw
Item # S11008R **$4.50**
6-Pk # P11008R **$27.00**

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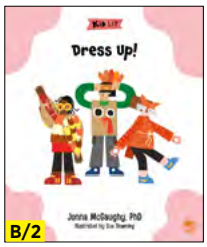
FICTION + NONFICTION

For Kindergarten, Early First Grade, and Multilingual Learners

READERS



Dress Up!
Item # S10986R **$4.50**
6-Pk # P10986R **$27.00**

What Is She?
Item # S11082R **$4.50**
6-Pk # P11082R **$27.00**

I Can Make Art
Item # S11009R **$4.50**
6-Pk # P11009R **$27.00**

Messy Paint!
Item # S11029R **$4.50**
6-Pk # P11029R **$27.00**

My Fish
Item # S11032R **$4.50**
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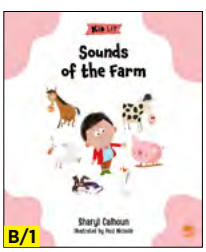
We Fish
Item # S11075R **$4.50**
6-Pk # P11075R **$27.00**



Sounds of the Farm
Item # S11055R **$4.50**
6-Pk # P11055R **$27.00**

Help on the Farm
Item # S11000R **$4.50**
6-Pk # P11000R **$27.00**

EMERGENT READERS

The Clay Bowl
Item # S10974R **$4.50**
6-Pk # P10974R **$27.00**

Clay Dishes
Item # S10975R **$4.50**
6-Pk # P10975R **$27.00**

Diego Goes Surfing
Item # S10982R **$4.50**
6-Pk # P10982R **$27.00**

Beach Fun
Item # S10967R **$4.50**
6-Pk # P10967R **$27.00**

A Gift for Dad
Item # S10992R **$4.50**
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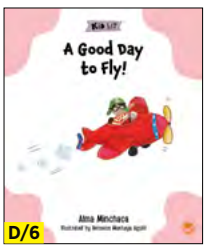
Collages
Item # S10976R **$4.50**
6-Pk # P10976R **$27.00**



A Good Day to Fly
Item # S10997R **$4.50**
6-Pk # P10997R **$27.00**

Art All Around
Item # S10964R **$4.50**
6-Pk # P10964R **$27.00**

Hit, Tap, Bang
Item # S11003R **$4.50**
6-Pk # P11003R **$27.00**

Drum Play
Item # S11076R **$4.50**
6-Pk # P11076R **$27.00**

Jason Plays the Ukulele
Item # S11015R **$4.50**
6-Pk # P11015R **$27.00**

Ukuleles and Guitars
Item # S11069R **$4.50**
6-Pk # P11069R **$27.00**

The King of Four Square
Item # S11018R **$4.50**
6-Pk # P11018R **$27.00**

Ball Sports
Item # S10966R **$4.50**
6-Pk # P10966R **$27.00**

Let's Go, Bears!
Item # S11020R **$4.50**
6-Pk # P11020R **$27.00**

On the Court
Item # S11040R **$4.50**
6-Pk # P11040R **$27.00**

*See complete set pricing on **page 50***

SEASONS AND WEATHER THEME

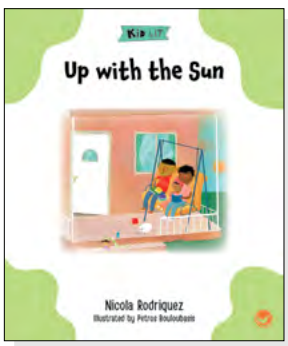
Build Knowledge | Acquire Vocabulary

Kid LIT

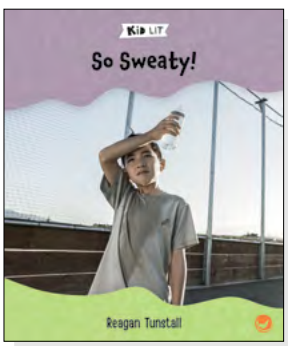
Have you felt the temperature drop right before a big storm? Do you enjoy making shadow puppets in the summer sun? Learn about ways to enjoy different types of weather with stories in the *Seasons & Weather* theme set.

TOPICS INCLUDE

- Staying Cool in Summer
- Pollen & Sneezes
- Fun in the Snow
- Wind & Rain
- Storms
- Rainbows
- Shadows
- Seasonal Changes



Sample pages from *Up with the Sun*



Sample pages from *So Sweaty!*

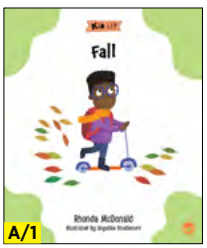
Kid Lit Seasons and Weather Theme Set (32 TITLES) Item # T10077R **$144.00**

Kid Lit Seasons and Weather Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10077R **$864.00**

EARLY-EMERGENT

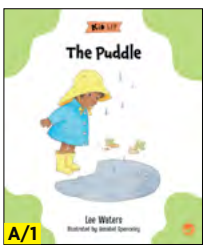
At the Beach
Item # S10583R **$4.50**
6-Pk # P10583R **$27.00**

Dust Storm
Item # S10605R **$4.50**
6-Pk # P10605R **$27.00**



Fall
Item # S10608R **$4.50**
6-Pk # P10608R **$27.00**

Food for Winter
Item # S10614R **$4.50**
6-Pk # P10614R **$27.00**



The Puddle
Item # S10661R **$4.50**
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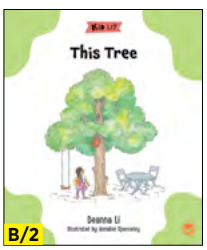
So Wet
Item # S10677R **$4.50**
6-Pk # P10677R **$27.00**



This Tree
Item # S10686R **$4.50**
6-Pk # P10686R **$27.00**

Fall Leaves
Item # S10609R **$4.50**
6-Pk # P10609R **$27.00**

To learn more about Kid Lit, go to ***HamerayPublishing.com/KL***

FICTION + NONFICTION

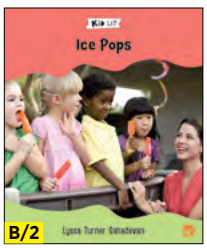
For Kindergarten, Early First Grade, and Multilingual Learners

READERS

Can I Read Here?
Item # S10592R **$4.50**
6-Pk # P10592R **$27.00**

Making Shadows
Item # S10641R **$4.50**
6-Pk # P10641R **$27.00**

Ice Cream Drips
Item # S10631R **$4.50**
6-Pk # P10631R **$27.00**



Ice Pops
Item # S10632R **$4.50**
6-Pk # P10632R **$27.00**

Snow Falls
Item # S10670R **$4.50**
6-Pk # P10670R **$27.00**

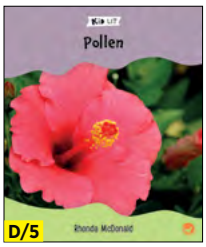
Icicles
Item # S10633R **$4.50**
6-Pk # P10633R **$27.00**

Under the Snow
Item # S10688R **$4.50**
6-Pk # P10688R **$27.00**

The Snow Melts
Item # S10673R **$4.50**
6-Pk # P10673R **$27.00**

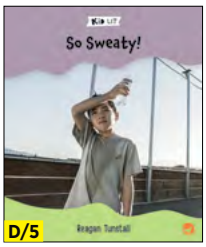
EMERGENT READERS

Ah-Choo!
Item # S10580R **$4.50**
6-Pk # P10580R **$27.00**

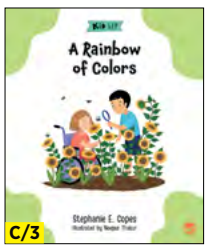


Pollen
Item # S10659R **$4.50**
6-Pk # P10659R **$27.00**

It's Too Hot
Item # S10635R **$4.50**
6-Pk # P10635R **$27.00**



So Sweaty!
Item # S10676R **$4.50**
6-Pk # P10676R **$27.00**

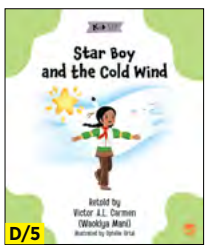


A Rainbow of Colors
Item # S10663R **$4.50**
6-Pk # P10663R **$27.00**

Look at the Rainbows
Item # S10640R **$4.50**
6-Pk # P10640R **$27.00**

Snow Friends
Item # S10672R **$4.50**
6-Pk # P10672R **$27.00**

Winter Weather
Item # S10703R **$4.50**
6-Pk # P10703R **$27.00**

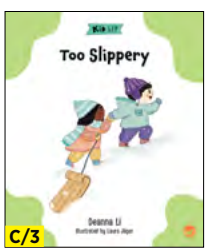


Star Boy and the Cold...
Item # S10678R **$4.50**
6-Pk # P10678R **$27.00**

Blowing in the Wind
Item # S10594R **$4.50**
6-Pk # P10594R **$27.00**

The Storm
Item # S10679R **$4.50**
6-Pk # P10679R **$27.00**

Here Comes the...
Item # S10664R **$4.50**
6-Pk # P10664R **$27.00**



Too Slippery
Item # S10687R **$4.50**
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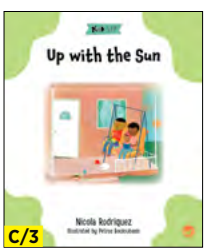
Across the Snow
Item # S10579R **$4.50**
6-Pk # P10579R **$27.00**



Up with the Sun
Item # S10689R **$4.50**
6-Pk # P10689R **$27.00**

Out at Night
Item # S10652R **$4.50**
6-Pk # P10652R **$27.00**

*See complete set pricing on **page 50**. Available in Spanish–go to **pages 134–151***

SOCIAL-EMOTIONAL THEME

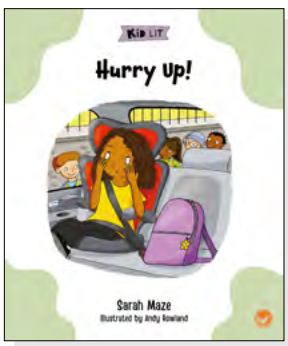
Build Knowledge | Acquire Vocabulary

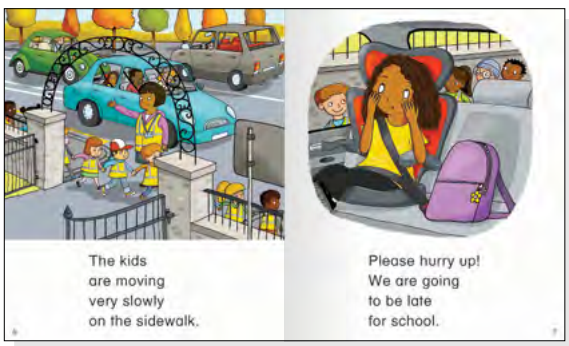
Kid LIT

Getting along, staying calm, being patient, taking turns...stories from the *Social-Emotional* theme set highlight topics students learn and practice daily. Support positive behavior and growth mindsets with easy-to-relate-to examples in this book set.

TOPICS INCLUDE

- Taking Turns
- Staying Calm
- Best Friends
- Being Grateful
- Getting Along
- Making Good Choices
- Saying Sorry
- Sharing





Sample pages from *Hurry Up!*

Sample pages from *Happy for Others*

Kid Lit Social-Emotional Theme Set (32 TITLES) Item # T10081R **$144.00**

Kid Lit Social-Emotional Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10081R **$864.00**

EARLY-EMERGENT

At the Petting Zoo
Item # S10965R **$4.50**
6-Pk # P10965R **$27.00**

Feeling Happy
Item # S10988R **$4.50**
6-Pk # P10988R **$27.00**

Here Is Our Cubby
Item # S11002R **$4.50**
6-Pk # P11002R **$27.00**

We Share
Item # S11077R **$4.50**
6-Pk # P11077R **$27.00**

I Want to Ride
Item # S11013R **$4.50**
6-Pk # P11013R **$27.00**

I Fall
Item # S11010R **$4.50**
6-Pk # P11010R **$27.00**

We Work Together
Item # S11079R **$4.50**
6-Pk # P11079R **$27.00**

We Are a Team
Item # S11072R **$4.50**
6-Pk # P11072R **$27.00**

To learn more about Kid Lit, go to ***HamerayPublishing.com/KL***

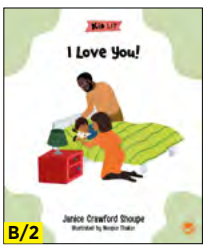
FICTION + NONFICTION

For Kindergarten, Early First Grade, and Multilingual Learners

READERS

Cuddles
Item # S10978R **$4.50**
6-Pk # P10978R **$27.00**

Hugs and Kisses
Item # S11005R **$4.50**
6-Pk # P11005R **$27.00**



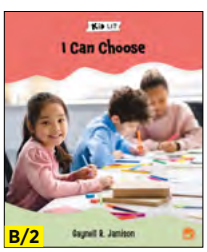
I Love You!
Item # S11012R **$4.50**
6-Pk # P11012R **$27.00**

Can I Help?
Item # S10973R **$4.50**
6-Pk # P10973R **$27.00**

Thank You!
Item # S11062R **$4.50**
6-Pk # P11062R **$27.00**

What Can Make You Smile
Item # S11080R **$4.50**
6-Pk # P11080R **$27.00**

What Will I Pick?
Item # S11083R **$4.50**
6-Pk # P11083R **$27.00**

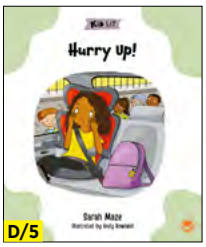


I Can Choose
Item # S11007R **$4.50**
6-Pk # P11007R **$27.00**

EMERGENT READERS

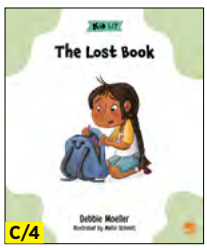
Do You Want to Play?
Item # S10984R **$4.50**
6-Pk # P10984R **$27.00**

Taking Turns
Item # S11060R **$4.50**
6-Pk # P11060R **$27.00**



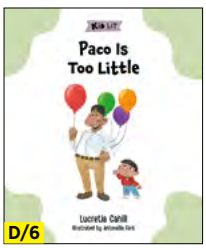
Hurry Up!
Item # S11006R **$4.50**
6-Pk # P11006R **$27.00**

Staying Calm
Item # S11056R **$4.50**
6-Pk # P11056R **$27.00**



The Lost Book
Item # S11026R **$4.50**
6-Pk # P11026R **$27.00**

Put It Away
Item # S11044R **$4.50**
6-Pk # P11044R **$27.00**



Paco Is Too Little
Item # S11041R **$4.50**
6-Pk # P11041R **$27.00**

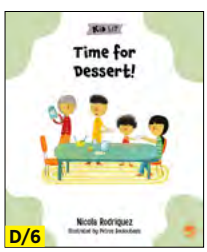
Happy for Others
Item # S10998R **$4.50**
6-Pk # P10998R **$27.00**

The Safe Spot
Item # S11046R **$4.50**
6-Pk # P11046R **$27.00**

Getting Along
Item # S10991R **$4.50**
6-Pk # P10991R **$27.00**

So Bossy!
Item # S11053R **$4.50**
6-Pk # P11053R **$27.00**

Siblings
Item # S11049R **$4.50**
6-Pk # P11049R **$27.00**



Time for Dessert!
Item # S11065R **$4.50**
6-Pk # P11065R **$27.00**

Saying Sorry
Item # S11047R **$4.50**
6-Pk # P11047R **$27.00**

We Are Friends
Item # S11073R **$4.50**
6-Pk # P11073R **$27.00**

Best Friends
Item # S10969R **$4.50**
6-Pk # P10969R **$27.00**

*See complete set pricing on **page 50***

- Interest Level: **Grades 1–3**
- Hameray Levels: **E–M**
- Intervention Levels: **8–20**
- Number of Fables: **30**
- Number of Nonfiction: **90**
- Big Books: **40**
- Available in Spanish: **Yes**
- **Free Teacher's Guide**

FABLES & THE REAL WORLD

Build Knowledge | Acquire Vocabulary | Improve Comprehension

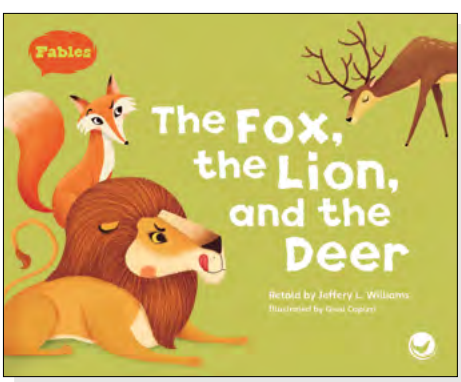
SERIES FEATURES:

- 30 fables are each paired with three informational texts that draw elements from the story.
- Fables model impactful SEL lessons through story.
- **Students practice differentiating fiction and nonfiction texts within mini-thematic units.**
- Nonfiction texts build analytical skills and real-world knowledge.
- 40 big books are perfect for shared reading and group instruction (pages 44–47).

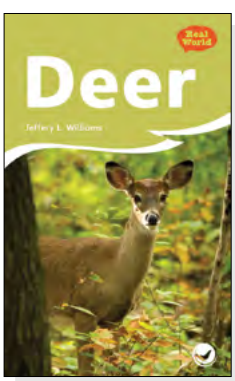
NONFICTION TEXT FEATURES:

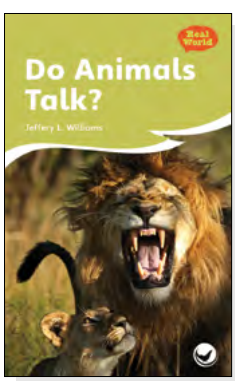
- Table of contents
- Glossary
- Index
- Chapter headings
- Diagrams & labels

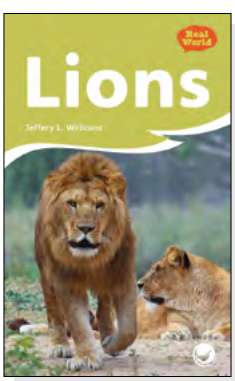
Each Theme Pairs 1 Fable with 3 Corresponding Informational Texts



1 Fable







3 Corresponding Real World Books

Learn more about this series! Go to ***HamerayPublishing.com/FRW***

Build Knowledge and Support Social-Emotional Learning

Sample pages from *Fishing for the Moon*

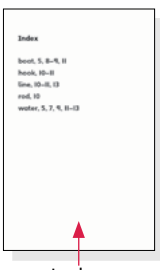
Why Fables?

- Retell, sequence, or act out fables with emergent & fluent readers
- Stories derived from diverse cultures
- Each fable has a moral, complementing SEL.

Acquire Vocabulary & Background Knowledge

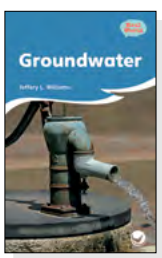
- Acquire vocabulary and learn in-depth information related to interesting topics.
- Nonfiction text features include TOC, glossary, index, headings, and more!
- Compare and contrast how related information is shared in paired fiction & nonfiction theme sets.

Glossary



Index

Heading & Bolded Vocabulary



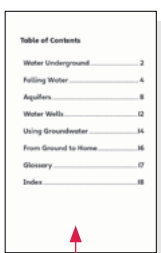
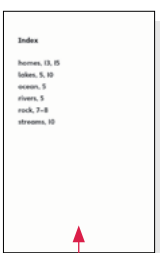
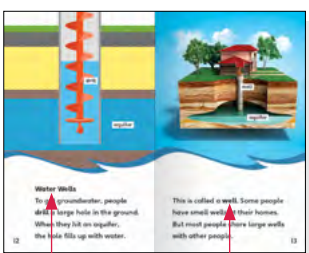


Table of Contents



Index



Heading & Bolded Vocabulary

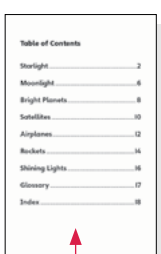
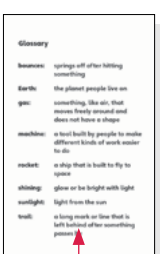
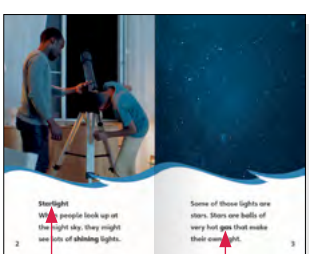


Table of Contents

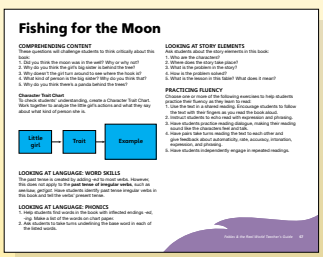


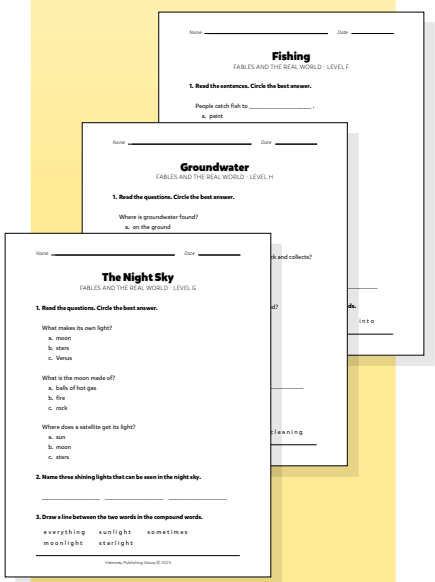
Glossary



Heading & Bolded Vocabulary

Develop Independent Readers & Improve Reading Comprehension





FREE DOWNLOADABLE TEACHER'S GUIDE & COMPREHENSION WORKSHEETS

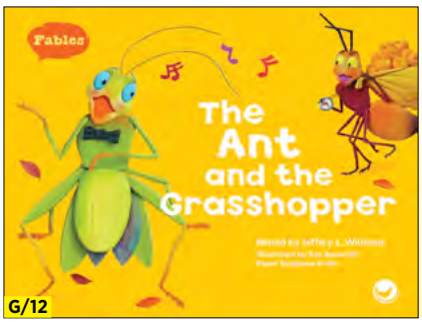
Available for Every Title

Titles available in Spanish—see ***pages 152–159***

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | Improve Comprehension

Fables & the Real World



The Ant and the Grasshopper
Item # S5615R **$7.95**
6-Pk # P5615R **$45.00**

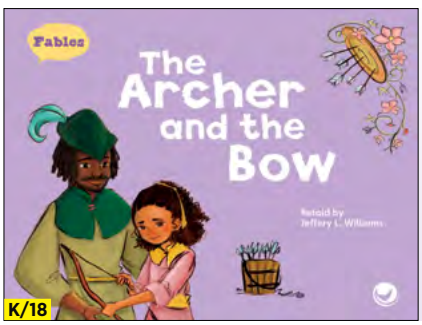
Getting... Winter
Item # S5813R **$4.50**
6-Pk # P5813R **$27.00**

Grasshoppers
Item # S5820R **$4.50**
6-Pk # P5820R **$27.00**

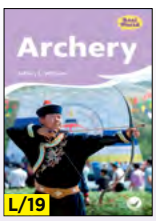
Incredible Ants
Item # S5837R **$4.50**
6-Pk # P5837R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # C6438R **$21.00**

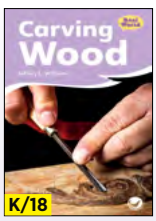
Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # GR6438R **$127.00**



The Archer and the Bow
Item # S10501R **$7.95**
6-Pk # P10501R **$45.00**



Archery
Item # S10502R **$4.50**
6-Pk # P10502R **$27.00**



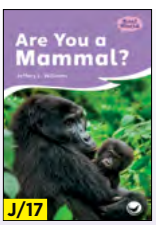
Carving Wood
Item # S10507R **$4.50**
6-Pk # P10507R **$27.00**

Setting Goals
Item # S10530R **$4.50**
6-Pk # P10530R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # T10054R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # L10054R **$127.00**

The Birds, the Beasts, and the Bat
Item # S3257R **$7.95**
6-Pk # P3257R **$45.00**



Are You... Mammal?
Item # S3417R **$4.50**
6-Pk # P3417R **$27.00**

Birds
Item # S3424D **$4.50**
6-Pk # P3424R **$27.00**

Is It a Bird or a Bat?
Item # S3554R **$4.50**
6-Pk # P3554R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # C4537R **$21.00**

Theme 6-Pack Sett
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # GR4537R **$127.00**

The Boar and the Chameleon
Item # S10505R **$7.95**
6-Pk # P10505R **$45.00**

Strange Animals...
Item # S10531R **$4.50**
6-Pk # P10531R **$27.00**

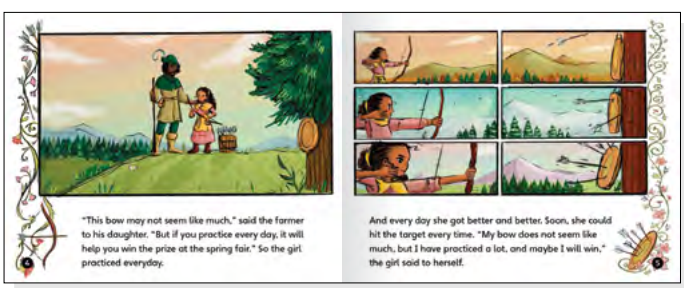
Tricky Reptiles
Item # S10534R **$4.50**
6-Pk # P10534R **$27.00**

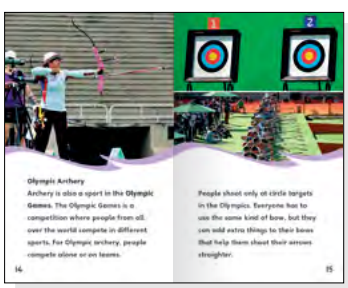
Wild Boars
Item # S10537R **$4.50**
6-Pk # P10537R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # T10055R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # L10055R **$127.00**

Sample pages from *The Archer and the Bow*





Sample pages from *Archery*

Select titles available in a big book format—see ***pages 44–47***

TEXT SETS

Paired Fiction & Nonfiction | Grades 1–3

The Boy and the Gumballs
Item # S3264R **$7.95**
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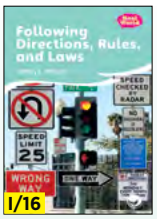

Following... Laws
Item # S3462R **$4.50**
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The Good... Gum
Item # S3486R **$4.50**
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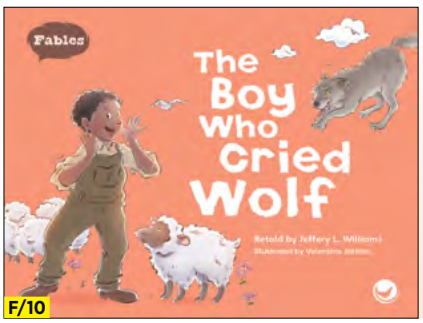

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Item # S3271R **$7.95**
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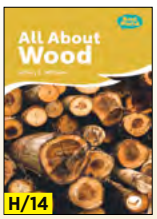

All About Wood
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Families Big... Small
Item # S3455R **$4.50**
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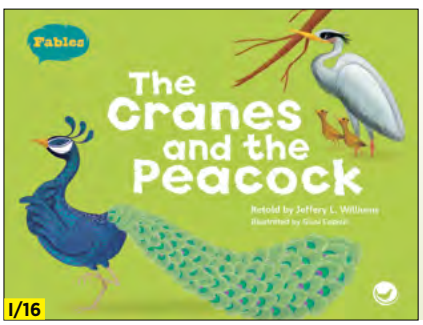

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How Do Birds...
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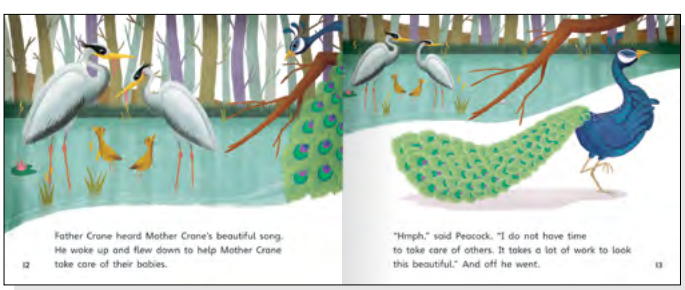
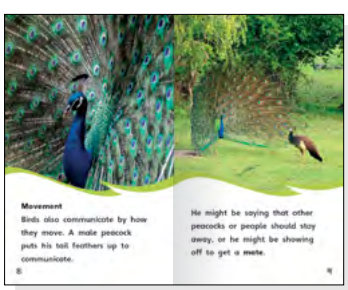
Item # GR4568R **$127.00**

Sample pages from *The Cranes and the Peacock*





Sample pages from *How Do Birds Communicate?*

Titles available in Spanish—see ***pages 152–159***

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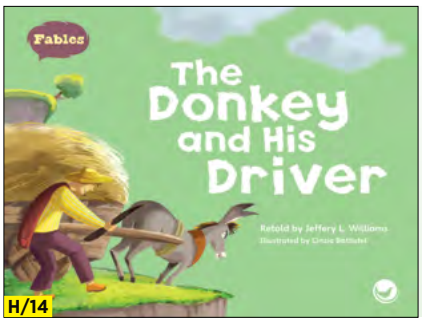

The Donkey and His Driver
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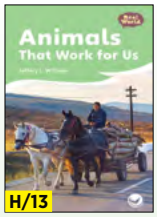

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Is It... or a Horse?
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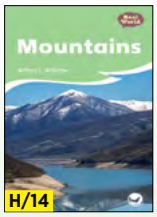

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Doves
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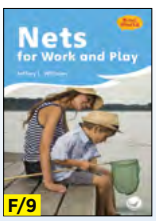

Nets... and Play
Item # S5738R **$4.50**
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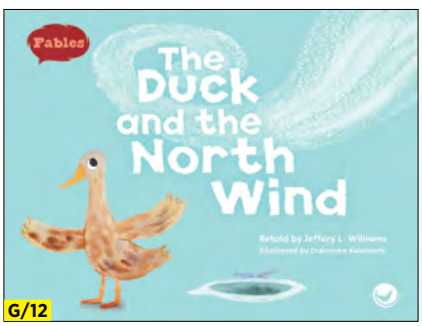

The Duck and the North Wind
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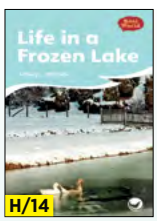

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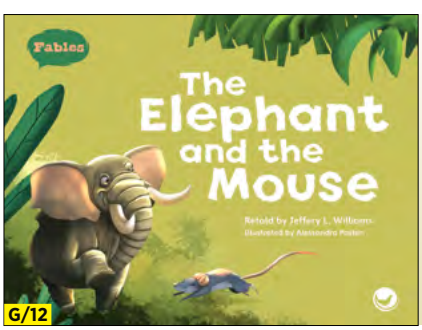

The Elephant and the Mouse
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Sample pages from *The Duck and the North Wind*

Sample pages from *Life in a Frozen Lake*

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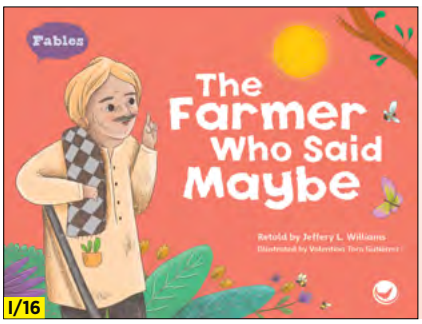

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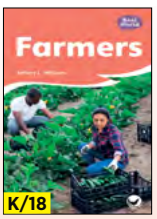

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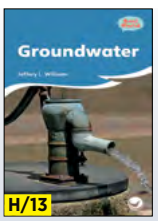

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The Four Friends and the Hunter
Item # S10515R **$7.95**
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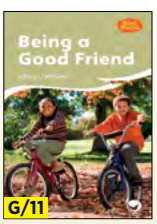

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Everyone Has...
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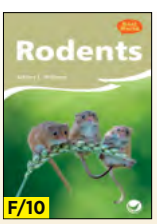

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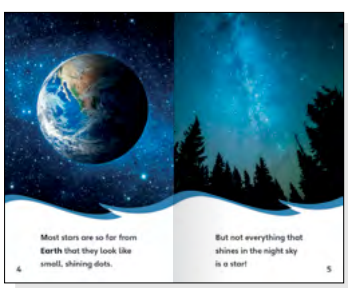

Sample pages from *The Night Sky*

Titles available in Spanish—see ***pages 152–159***

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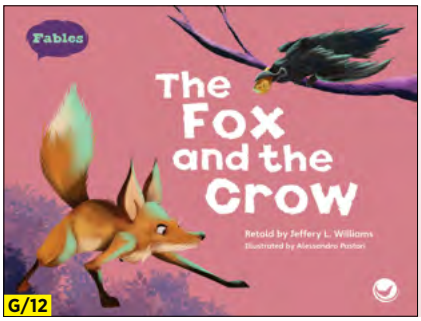

The Fox and the Crow
Item # S3318R **$7.95**
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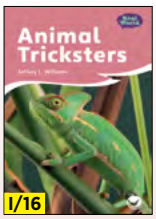

Animal Tricksters
Item # S3400R **$4.50**
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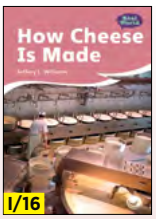

How Cheese...
Item # S3516R **$4.50**
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Smart Birds...
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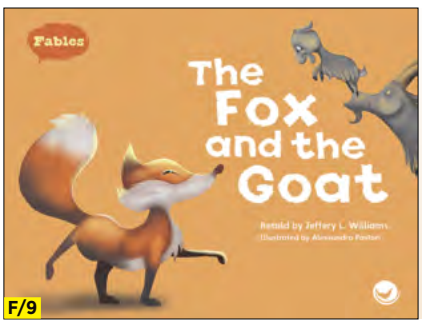

The Fox and the Goat
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Animals Are Clever
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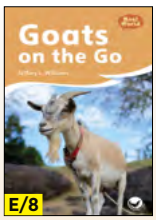

Goats on the Go
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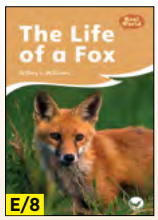

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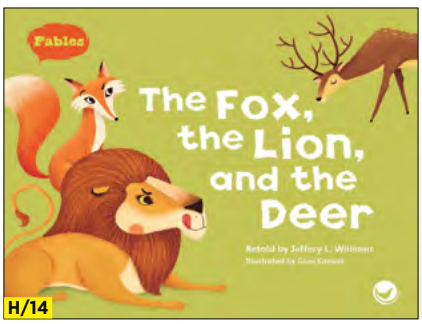

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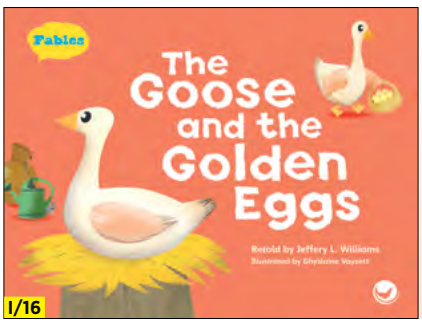

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6-Pk # P3332R **$45.00**

All About Lizards
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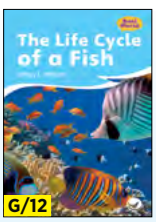

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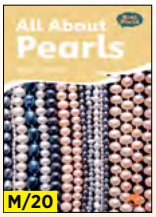
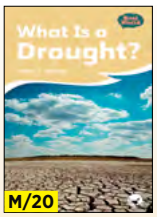
Item # S10519R **$7.95**
6-Pk # P10519R **$45.00**



All About Pearls
Item # S10500R **$4.50**
6-Pk # P10500R **$27.00**

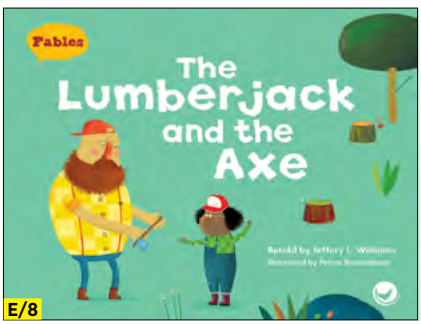
Giving to Others
Item # S10517R **$4.50**
6-Pk # P10517R **$27.00**



What Is a Drought?
Item # S10536R **$4.50**
6-Pk # P10536R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # T10060R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # L10060R **$127.00**



The Lumberjack and the Axe
Item # S10522R **$7.95**
6-Pk # P10522R **$45.00**

Cutting Tools
Item # S10508R **$4.50**
6-Pk # P10508R **$27.00**

Lumberjacks and...
Item # S10523R **$4.50**
6-Pk # P10523R **$27.00**

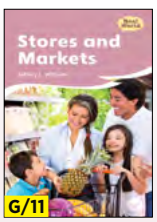
Taking Care of...
Item # S10532R **$4.50**
6-Pk # P10532R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # T10061R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # L10061R **$127.00**

The Milkmaid and Her Pail
Item # S5622R **$7.95**
6-Pk # P5622R **$45.00**

Marvelous Milk
Item # S5844R **$4.50**
6-Pk # P5844R **$27.00**



Stores and Markets
Item # S5851R **$4.50**
6-Pk # P5851R **$27.00**

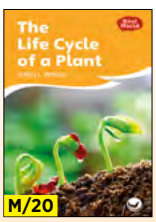
Who Needs a Cow?
Item # S5868R **$4.50**
6-Pk # P5868R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # C6445R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # GR6445R **$127.00**

The Next Emperor
Item # S10524R **$7.95**
6-Pk # P10524R **$45.00**

Flower Power
Item # S10514R **$4.50**
6-Pk # P10514R **$27.00**



The Life Cycle of...
Item # S10520R **$4.50**
6-Pk # P10520R **$27.00**

Telling Lies
Item # S10533R **$4.50**
6-Pk # P10533R **$27.00**

Theme Set
1 FABLES TITLE
+ 3 REAL WORLD TITLES
Item # T10062R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK
+ 3 REAL WORLD 6-PACKS
Item # L10062R **$127.00**

Sample pages from *The Lumberjack and the Axe*

Sample pages from *Cutting Tools*

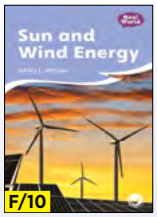
Titles available in Spanish—see ***pages 152–159***

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | Improve Comprehension

Fables & the Real World

The North Wind and the Sun
Item # S5639R **$7.95**
6-Pk # P5639R **$45.00**



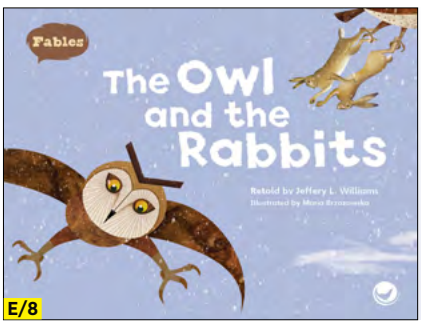
Sun... Energy
Item # S5875R **$4.50**
6-Pk # P5875R **$27.00**

The Sun
Item # S5882R **$4.50**
6-Pk # P5882R **$27.00**

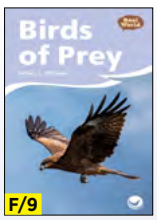
Wind
Item # S5899R **$4.50**
6-Pk # P5899R **$27.00**

Theme Set
1 FABLES TITLE + 3 REAL WORLD TITLES
Item # C6452R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK + 3 REAL WORLD 6-PACKS
Item # GR6452R **$127.00**



The Owl and the Rabbits
Item # S10527 **$7.95**
6-Pk # P10527 **$45.00**



Birds of Prey
Item # S10504 **$4.50**
6-Pk # P10504 **$27.00**

What Do Owls Eat?
Item # S10535 **$4.50**
6-Pk # P10535 **$27.00**

Wild Rabbits
Item # S10538 **$4.50**
6-Pk # P10538 **$27.00**

Theme Set
1 FABLES TITLE + 3 REAL WORLD TITLES
Item # T10063 **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK + 3 REAL WORLD 6-PACKS
Item # L10063 **$127.00**

The Silkworm and the Spider
Item # S3349R **$7.95**
6-Pk # P3349R **$45.00**

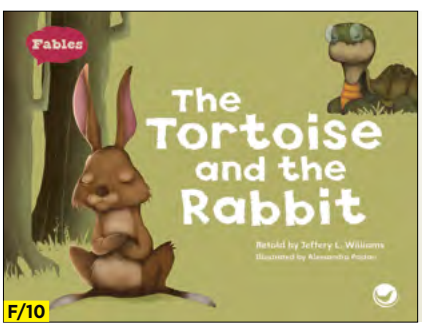
From Silkworm...
Item # S3479R **$4.50**
6-Pk # P3479R **$27.00**

Spiderwebs
Item # S3608R **$4.50**
6-Pk # P3608R **$27.00**

Spiders
Item # S3615R **$4.50**
6-Pk # P3615R **$27.00**

Theme Set
1 FABLES TITLE + 3 REAL WORLD TITLES
Item # C4629R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK + 3 REAL WORLD 6-PACKS
Item # GR4629R **$127.00**



The Tortoise and the Rabbit
Item # S5646R **$7.95**
6-Pk # P5646R **$45.00**

Ready, Set, Go!
Item # S5905R **$4.50**
6-Pk # P5905R **$27.00**

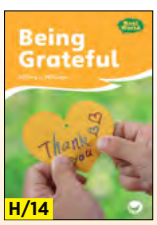
Taking... Rabbits
Item # S5912R **$4.50**
6-Pk # P5912R **$27.00**

Turtle or Tortoise?
Item # S5929R **$4.50**
6-Pk # P5929R **$27.00**

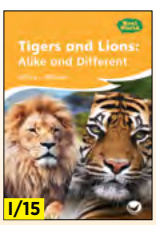
Theme Set
1 FABLES TITLE + 3 REAL WORLD TITLES
Item # C6469R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK + 3 REAL WORLD 6-PACKS
Item # GR6469R **$127.00**

The Ungrateful Tiger
Item # S5653R **$7.95**
6-Pk # P5653R **$45.00**



Being Grateful
Item # S5936R **$4.50**
6-Pk # P5936R **$27.00**



Tigers... Different
Item # S5943R **$4.50**
6-Pk # P5943R **$27.00**

Unusual Owls
Item # S5950R **$4.50**
6-Pk # P5950R **$27.00**

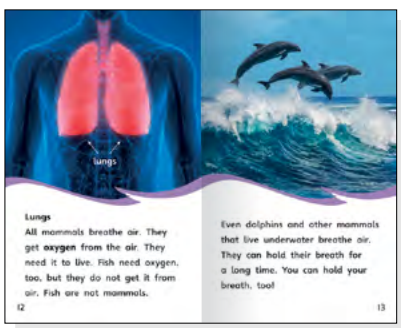
Theme Set
1 FABLES TITLE + 3 REAL WORLD TITLES
Item # C6476R **$21.00**

Theme 6-Pack Set
1 FABLES 6-PACK + 3 REAL WORLD 6-PACKS
Item # GR6476R **$127.00**

*Select titles available in a big book format—see **pages 44–47***

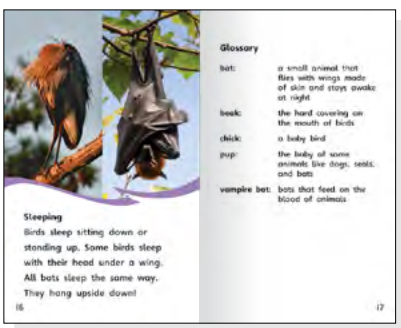
The Birds, the Beasts, and the Bat Theme Set with Connections to Real Life

Sample pages from *The Birds, the Beasts, and the Bat*



Sample pages from *Are You a Mammal?*

Sample pages from *Birds*



Sample pages from *Is It a Bird or a Bat?*

ALSO AVAILABLE IN SPANISH—SEE PAGES 152-159

Fables & the Real World Complete Set (30 FABLES + 90 REAL WORLD TITLES)	Item # C203XXR	**$643.50**
Fables & the Real World Complete Set 6-Packs (30 FABLES x 6 COPIES + 90 REAL WORLD x 6 COPIES)	Item # GR203XR	**$3,650.00**
Fables Set (30 FICTION TITLES)	Item # CX5000R	**$238.50**
Fables Set 6-Packs (30 FICTION TITLES x 6 COPIES)	Item # CX5001R	**$1,350.00**
Real World (Fables) Set (90 NONFICTION TITLES)	Item # CX5002R	**$405.00**
Real World (Fables) Set 6-Packs (90 NONFICTION TITLES x 6 COPIES)	Item # CX5003R	**$2,430.00**
Fables Big Book Set* (30 FABLES BIG BOOKS)	Item # BB1175R	**$795.00**
Real World (Fables) Big Book Set* (10 NONFICTION BIG BOOKS)	Item # BBC447R	**$225.00**

See titles on **pages 44–47.* *Free downloadable Teacher's Guide available—visit **HamerayPublishing.com/Teacher-Guides***

- Interest Level: **Grades 1–3**
- Hameray Levels: **I–M**
- Intervention Levels: **15–20**
- Number of Traditional Tales: **10**
- Number of Nonfiction: **30**
- Available in Spanish: **Yes**
- **Free Teacher's Guide**

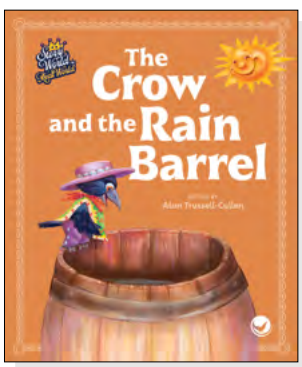
STORY WORLD REAL WORLD

Build Knowledge | Acquire Vocabulary | Improve Comprehension

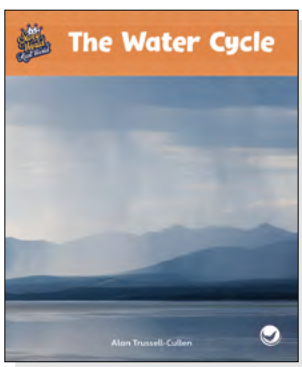
SERIES FEATURES:

- Ten traditional tales, each paired with three nonfiction texts that draw elements from the story.
- Introduce informational text features such as table of contents, glossary, and headings.
- **Reading fiction & nonfiction text sets improve comprehension.**
- Whimsical illustrations and informative photos.
- Lesson ideas available in free downloadable teacher's guide.

EACH THEME PAIRS 1 TRADITIONAL TALE WITH 3 CORRESPONDING INFORMATIONAL TEXTS



1 Traditional Tale



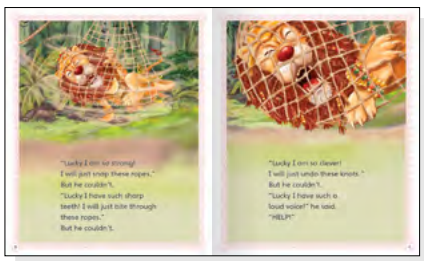
3 Informational Texts

Story World Real World Complete Set (10 STORY WORLD TITLES + 30 REAL WORLD TITLES) Item # C8482R **$204.99**

Story World Real World Complete Set 6-Packs
(10 STORY WORLD x 6 COPIES + 30 REAL WORLD x 6 COPIES) Item # CL8482R **$1,199.99**

*Available in Spanish—go to **pages 160–163***

Traditional Tales Make Social-Emotional Learning Fun



Sample pages from *The Lion and the Mouse*

Narrative Texts

- Retell and sequence traditional tales with emergent & fluent readers
- Use fairytales to model basic human conflicts
- Traditional tales provide an engaging way to explore social-emotional concepts.

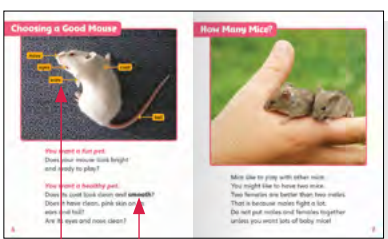
Acquire Vocabulary & Background Knowledge

- Acquire vocabulary and learn in-depth information related to interesting topics.
- Nonfiction text features include TOC, glossary, index, headings, and more!
- Compare and contrast how related information is shared in paired fiction & nonfiction theme sets.

Glossary

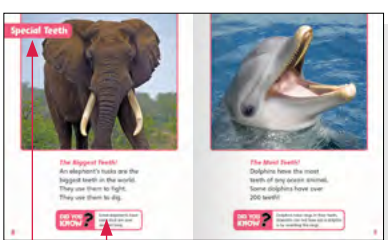
Heading & Bolded Vocabulary

Table of Contents



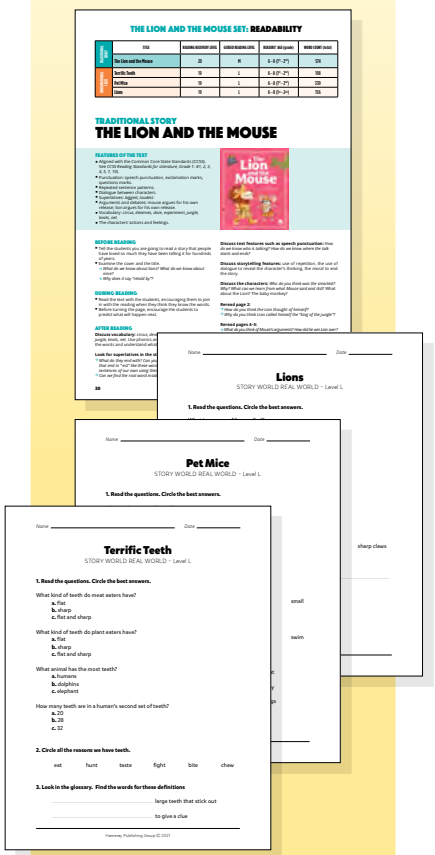
Labels & Bolded Vocabulary

Index



Heading & Fact Box

Develop Independent Readers & Improve Reading Comprehension

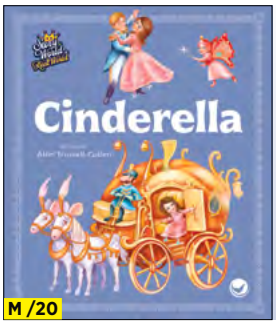


FREE DOWNLOADABLE TEACHER'S GUIDE & COMPREHENSION WORKSHEETS
Available for Every Title

* *To see samples pages from every title in this series, go to* ***HamerayPublishing.com/SWRW***

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | Improve Comprehension



M /20

Cinderella
Item # S4729R $7.95
6-Pk # P4729R $45.00

L/19

Let's Dance
Item # S5160R $4.50
6-Pk # P5160R $27.00

L/19

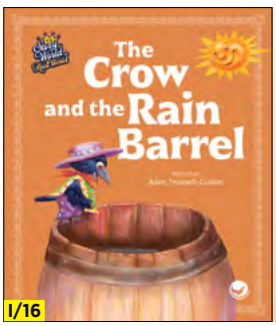
What's the Time?
Item # S5146R $4.50
6-Pk # P5146R $27.00

K/18

Why Do We... Shoes?
Item # S5153R $4.50
6-Pk # P5153R $27.00

Theme Set
1 STORY WORLD TITLE + 3 REAL WORLD TITLES
Item # C8543R $21.00

Theme 6-Pack Set
1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS
Item # CL8543R $127.00



I/16

The Crow and the Rain Barrel
Item # S4774R $7.95
6-Pk # P4774R $45.00

J/17

Smart Crows
Item # S5313R $4.50
6-Pk # P5313R $27.00

K/18

The Water Cycle
Item # S5290R $4.50
6-Pk # P5290R $27.00

I/16

Who Needs Water?
Item # S5306R $4.50
6-Pk # P5306R $27.00

Theme Set
1 STORY WORLD TITLE + 3 REAL WORLD TITLES
Item # C8598R $21.00

Theme 6-Pack Set
1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS
Item # CL8598R $127.00

K/18

The Gingerbread Man
Item # S4750R $7.95
6-Pk # P4750R $45.00

J/17

Fun with Food
Item # S5238R $4.50
6-Pk # P5238R $27.00

K/18

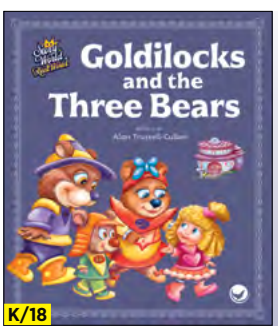
Gingerbread Kids
Item # S5252R $4.50
6-Pk # P5252R $27.00

K/18

Run! Run!...Can!
Item # S5245R $4.50
6-Pk # P5245R $27.00

Theme Set
1 STORY WORLD TITLE + 3 REAL WORLD TITLES
Item # C8574R $21.00

Theme 6-Pack Set
1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS
Item # CL8574R $127.00



K/18

Goldilocks and the Three Bears
Item # S4699R $7.95
6-Pk # P4699R $45.00

L/19

Bears
Item # S5054R $4.50
6-Pk # P5054R $27.00

L/19

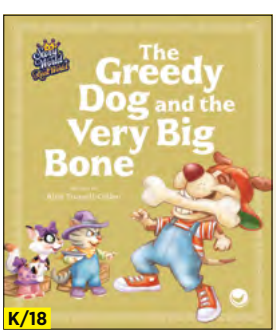
Breakfast... World
Item # S5061R $4.50
6-Pk # P5061R $27.00

L/19

Too Hot!... Right!
Item # S5078R $4.50
6-Pk # P5078R $27.00

Theme Set
1 STORY WORLD TITLE + 3 REAL WORLD TITLES
Item # C8512R $21.00

Theme 6-Pack Set
1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS
Item # CL8512R $127.00

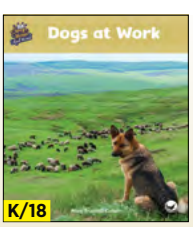


K/18

The Greedy Dog and the Very Big Bone
Item # S4767R $7.95
6-Pk # P4767R $45.00

L/19

Bones
Item # S5283R $4.50
6-Pk # P5283R $27.00



K/18

Dogs at Work
Item # S5269R $4.50
6-Pk # P5269R $27.00

L/19

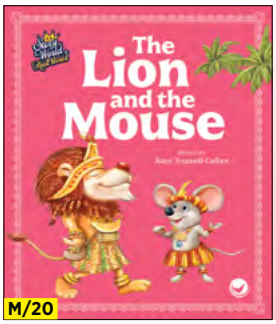
Mirror Magic
Item # S5276R $4.50
6-Pk # P5276R $27.00

Theme Set
1 STORY WORLD TITLE + 3 REAL WORLD TITLES
Item # C8581R $21.00

Theme 6-Pack Set
1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS
Item # CL8581R $127.00

TEXT SETS

Paired Fiction & Nonfiction | Grades 1–3



M/20

The Lion and the Mouse

Item # S4736R **$7.95**

6-Pk # P4736R **$45.00**

L/19

Lions

Item # S5191R **$4.50**

6-Pk # P5191R **$27.00**

L/19

Pet Mice

Item # S5184R **$4.50**

6-Pk # P5184R **$27.00**

L/19

Terrific Teeth

Item # S5177R **$4.50**

6-Pk # P5177R **$27.00**

Theme Set

1 STORY WORLD TITLE + 3 REAL WORLD TITLES

Item # C8550R **$21.00**

Theme 6-Pack Set

1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS

Item # CL8550R **$127.00**

J/17

The Little Red Hen

Item # S4705R **$7.95**

6-Pk # P4705R **$45.00**

J/17

Different…of Bread

Item # S5085R **$4.50**

6-Pk # P5085R **$27.00**

J/17

Great Grains

Item # S5108R **$4.50**

6-Pk # P5108R **$27.00**

I/16

Who… Breakfast?

Item # S5092R **$4.50**

6-Pk # P5092R **$27.00**

Theme Set

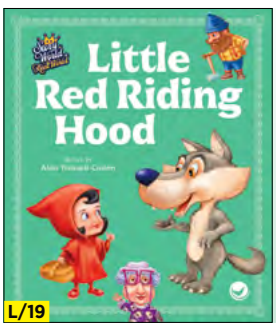
1 STORY WORLD TITLE + 3 REAL WORLD TITLES

Item # C8529R **$21.00**

Theme 6-Pack Set

1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS

Item # CL8529R **$127.00**



L/19

Little Red Riding Hood

Item # S4781R **$7.95**

6-Pk # P4781R **$45.00**

K/18

Stay Safe

Item # S5344R **$4.50**

6-Pk # P5344R **$27.00**

L/19

Timber!

Item # S5320R **$4.50**

6-Pk # P5320R **$27.00**

L/19

Wolves in the Wild

Item # S5337R **$4.50**

6-Pk # P5337R **$27.00**

Theme Set

1 STORY WORLD TITLE + 3 REAL WORLD TITLES

Item # C8604R **$21.00**

Theme 6-Pack Set

1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS

Item # CL8604R **$127.00**

L/19

The Princess and the Frog

Item # S4743R **$7.95**

6-Pk # P4743R **$45.00**

K/18

Castles

Item # S5221R **$4.50**

6-Pk # P5221R **$27.00**

L/19

Fantastic Frogs

Item # S5207R **$4.50**

6-Pk # P5207R **$27.00**

L/19

Play Ball!

Item # S5214R **$4.50**

6-Pk # P5214R **$27.00**

Theme Set

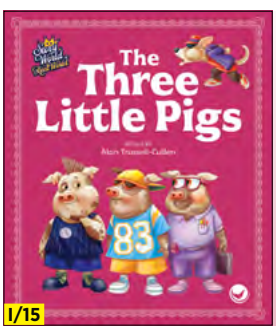
1 STORY WORLD TITLE + 3 REAL WORLD TITLES

Item # C8567R **$21.00**

Theme 6-Pack Set

1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS

Item # CL8567R **$127.00**



I/15

Three Little Pigs

Item # S4712R **$7.95**

6-Pk # P4712R **$45.00**

I/16

All About Pigs

Item # S5139R **$4.50**

6-Pk # P5139R **$27.00**

I/15

Our New House

Item # S5115R **$4.50**

6-Pk # P5115R **$27.00**

I/15

Where… to Live?

Item # S5122R **$4.50**

6-Pk # P5122R **$27.00**

Theme Set

1 STORY WORLD TITLE + 3 REAL WORLD TITLES

Item # C8536R **$21.00**

Theme 6-Pack Set

1 STORY WORLD 6-PACK + 3 REAL WORLD 6-PACKS

Item # CL8536R **$127.00**

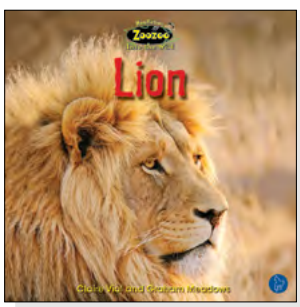
- Interest Level: **Grades Pre-K–1**
- Hameray Levels: **B–D**
- Intervention Levels: **2–4**
- Number of Titles: **24**
- Available in Spanish: **Yes**
- **Free Teacher's Guide**

ZOOZOO INTO THE WILD

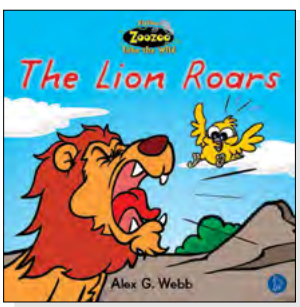
Build Knowledge | Acquire Vocabulary | Develop Oral Language

Students benefit from exposure to different text types

NONFICTION



FICTION

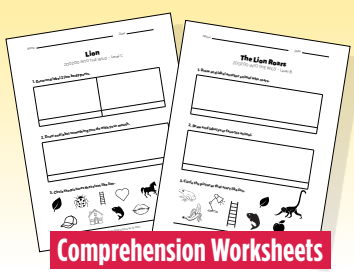


WORDLESS

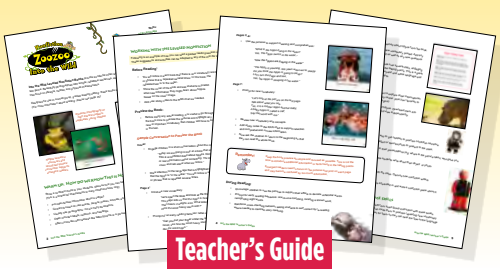
POETRY

Poetry Cards
(8-CARD SET)
Item # ZITWPCR
$27.00

FREE DOWNLOADABLE RESOURCES



Comprehension Worksheets



Teacher's Guide

Zoozoo Into the Wild Complete Set (24 TITLES)
8 FICTION TITLES + 8 NONFICTION TITLES + 8 WORDLESS TITLES — Item # C6792R — **$102.00**

Zoozoo Into the Wild Complete Set 6-Packs* (24 TITLES x 6 COPIES)
FICTION GR SET + NONFICTION GR SET + WORDLESS GR SET — Item # CL6792R — SAVE 10% **$550.00**

* *Includes **FREE** set of Poetry Cards*

Toll Free: 1-866-918-6173

TEXTS SETS

Fiction, Nonfiction, Wordless, & Poetry | Pre K–1

NONFICTION

Elephant
Item # S6662R $4.25
6-Pk # P6662R $25.50

Frog
Item # S6686R $4.25
6-Pk # P6686R $25.50

Giraffe
Item # S6693R $4.25
6-Pk # P6693R $25.50

Hippo
Item # S6709R $4.25
6-Pk # P6709R $25.50

Lion
Item # S6716R $4.25
6-Pk # P6716R $25.50

Orangutan
Item # S6723R $4.25
6-Pk # P6723R $25.50

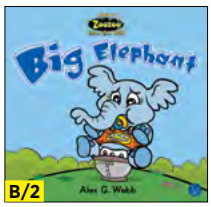
Tiger
Item # S6730R $4.25
6-Pk # P6730R $25.50

Zebra
Item # S6679R $4.25
6-Pk # P6679R $25.50

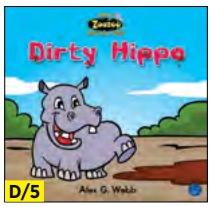
ITW Nonfiction Set
(8 TITLES) Item # C6808R $34.00

ITW Nonfiction Set 6-Packs
(8 TITLES x 6 COPIES)
Item # CL6808R $195.00

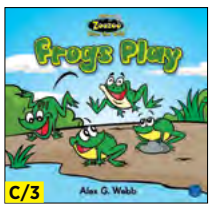
FICTION



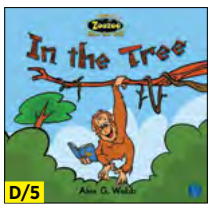
Big Elephant
Item # S1007R $4.25
6-Pk # P1007R $25.50



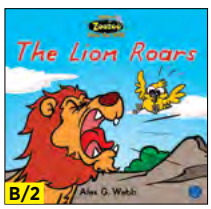
Dirty Hippo
Item # S1008R $4.25
6-Pk # P1008R $25.50



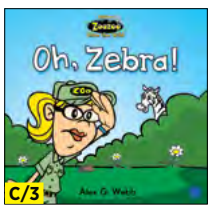
Frogs Play
Item # S1009R $4.25
6-Pk # P1009R $25.50



In the Tree
Item # S1012R $4.25
6-Pk # P1012R $25.50

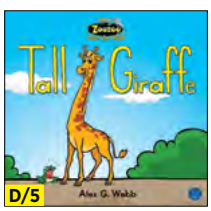


The Lion Roars
Item # S1010R $4.25
6-Pk # P1010R $25.50



Oh, Zebra!
Item # S1011R $4.25
6-Pk # P1011R $25.50

See a Tiger
Item # S1013R $4.25
6-Pk # P1013R $25.50



Tall Giraffe
Item # S1014R $4.25
6-Pk # P1014R $25.50

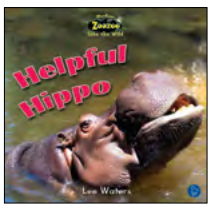
ITW Fiction Set
(8 TITLES) Item # C1042R $34.00

ITW Fiction Set 6-Packs
(8 TITLES x 6 COPIES)
Item # CL1042R $195.00

WORDLESS

Brothers
Item # S1028R $4.25
6-Pk # P1028R $25.50

Going Home
Item # S1030R $4.25
6-Pk # P1030R $25.50



Helpful Hippo
Item # S1025R $4.25
6-Pk # P1025R $25.50

Me and Mom
Item # S1027R $4.25
6-Pk # P1027R $25.50

New Friends
Item # S1024R $4.25
6-Pk # P1024R $25.50

Play Ball
Item # S1023R $4.25
6-Pk # P1023R $25.50

Snack Time
Item # S1026R $4.25
6-Pk # P1026R $25.50

We Are Thirsty
Item # S1029R $4.25
6-Pk # P1029R $25.50

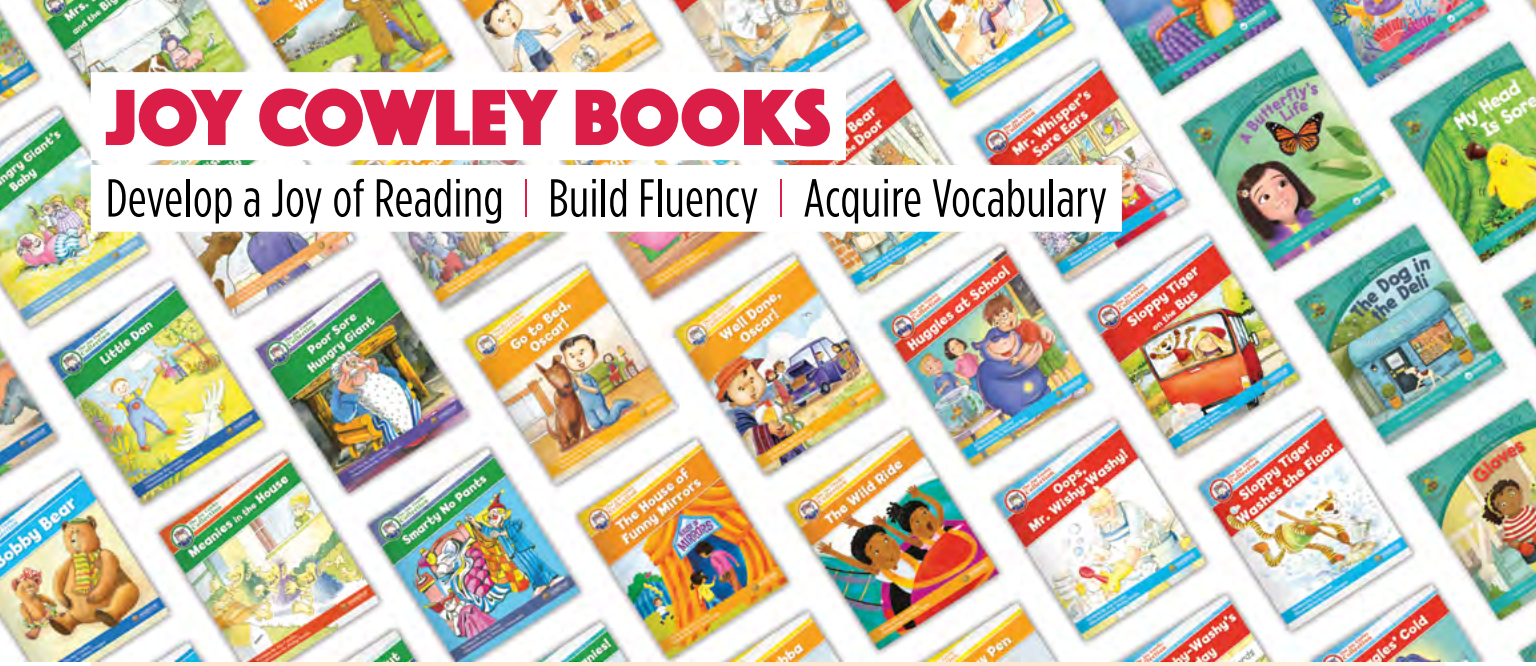
ITW Wordless Set
(8 TITLES) Item # C1044R $34.00

ITW Wordless Set 6-Packs
(8 TITLES X 6 COPIES)
Item # CL1044R $195.00

*Available in Spanish–go to **page 172***

JOY COWLEY BOOKS

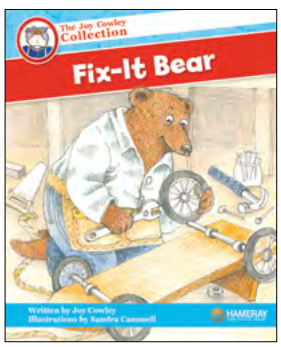
Develop a Joy of Reading | Build Fluency | Acquire Vocabulary



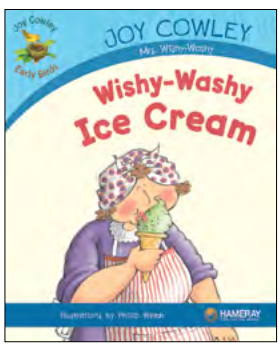
FEATURES:

- 156 leveled fiction titles from world-renowned children's author Joy Cowley.
- **Celebrate classic characters like Mrs. Wishy-Washy, Hungry Giant, the Meanies & more!**
- Humor-filled stories engage and delight budding readers.
- 43 titles available in a big book format to support shared reading.
- Over 140 titles adapted into Spanish—see pages 164–171.

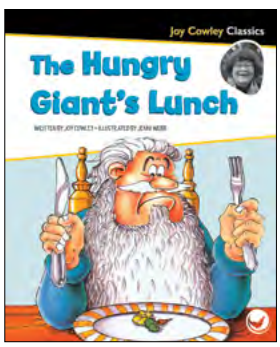
156 Original Stories for Emergent Readers



Joy Cowley Collection
(Levels F–I)
60 titles

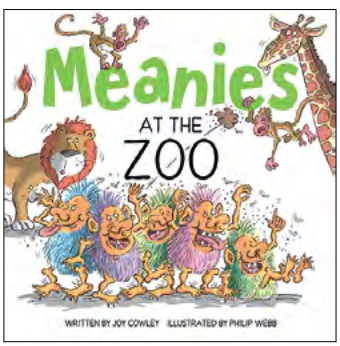


Joy Cowley Early Birds
(Levels C–G)
60 titles



Joy Cowley Classics
(Levels B–K)
36 titles

43 Big Books

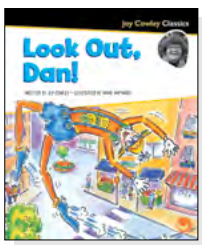


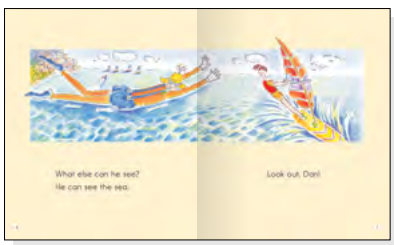
Various Series
(Levels C–I)
43 titles

All Joy Leveled Readers Set (156 TITLES)	Item # C390XXR	**$889.50**	
All Joy Leveled Readers Set 6-Packs (156 TITLES x 6 COPIES)	Item # GR390XR	**$5,075.00**	SAVE $250
All Joy Big Book Set (43 TITLES)	Item # BB1189R	**$1,123.60**	
All Joy Leveled Readers Set (156 TITLES) + **All Joy Big Book Set** (43 TITLES)	Item # C391XXR	**$2,013.10**	
All Joy Leveled Readers Set 6-Packs (156 TITLES x 6 COPIES) + **All Joy Big Book Set** (43 TITLES)	Item # GR391XR	**$6,175.00**	SAVE $300

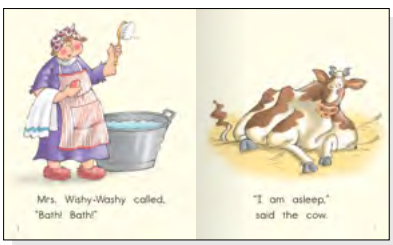
To see all titles in this set, go to ***HamerayPublishing.com/AllJoySet***

Sample Texts for Kindergarten to 1st Grade

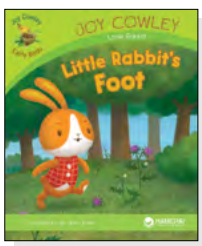




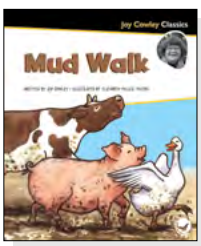
Sample pages from *Look Out, Dan!*

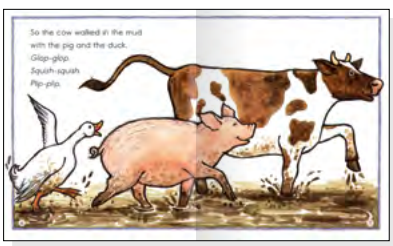


Sample pages from *Wishy-Washy Sleep*

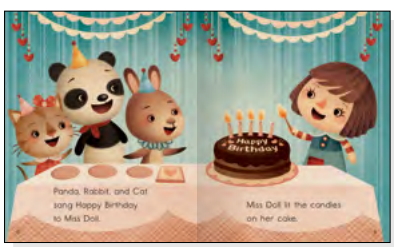


Sample pages from *Little Rabbit's Foot*





Sample pages from *Mud Walk*



Sample pages from *Miss Doll's Birthday Party*

Sample pages from *Gruesome Song*

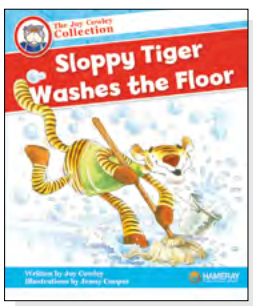
JOY COWLEY COLLECTION

Develop a Joy of Reading | Build Fluency | Acquire Vocabulary

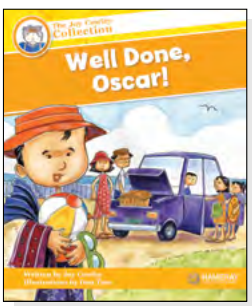
- Interest Level: **Grades K–2**
- Hameray Levels: **E–I**
- Intervention Levels: **8–16**
- Number of Titles: **60**
- Available in Spanish: **Yes**

Make your old favorites their new favorites! Joy Cowley is back with new adventures of **Mrs. Wishy-Washy**, **Hungry Giant**, **The Meanies**, and other classic characters; plus fresh faces that will become fast friends. Inspire your students with Joy's signature humorous style!

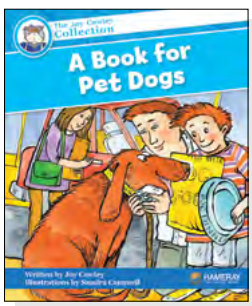
Green Set
15 Titles



Red Set
15 Titles



Orange Set
15 Titles



Blue Set
15 Titles

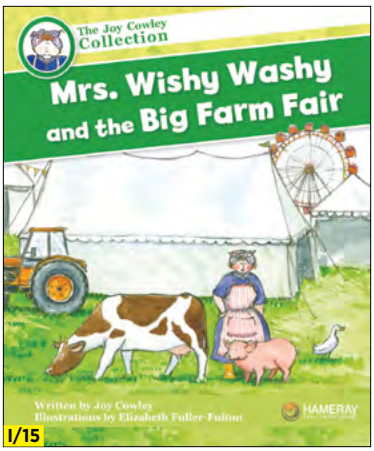
Joy Cowley Collection Complete Set (60 TITLES)	Item # JCCCS1R	**$340.00**
Joy Cowley Collection Complete Set 6-Packs (60 TITLES x 6 COPIES)	Item # JCCCGRR	SAVE $150 **$1,999.99**
Joy Cowley Collection Big Book Set (18 BIG BOOKS)	Item # BBC489R	**$521.10**
Joy Cowley Collection Complete Set (60 TITLES) **+ Big Books** (18 TITLES) **+ FREE Wishy-Washy Doll**	Item # BB1153R	SAVE 5% **$840.00**
Joy Cowley Collection Complete Set 6-Packs (60 TITLES X 6 COPIES) **+ Big Books** (18 TITLES) **+ FREE Wishy-Washy Doll**	Item # BB1154R	SAVE $200 **$2,499.99**

*To see titles in the big book set, go to **page 38***

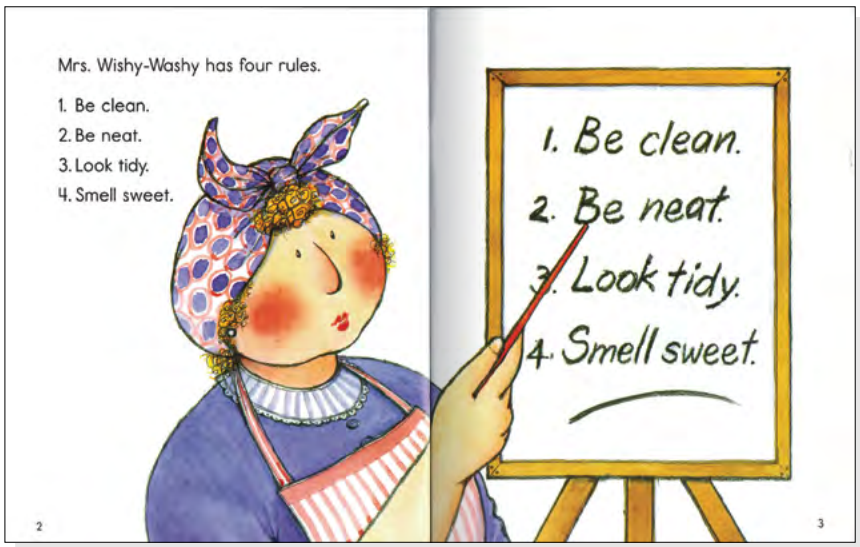
FICTION TEXTS

Green Set | Build Fluency | K–2

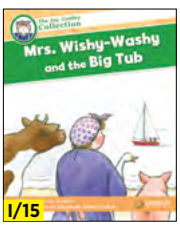
New adventures with classic characters Mrs. Wishy-Washy, Hungry Giant, the Meanies, Dan the Flying Man, and more!



Mrs. Wishy Washy and the Big Farm Fair
Item # S2312R **$5.95**
6-pk # P2329R **$35.70**

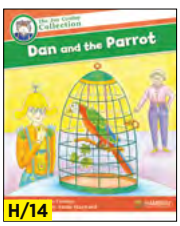


Sample pages from *Mrs. Wishy-Washy and the Big Farm Fair*

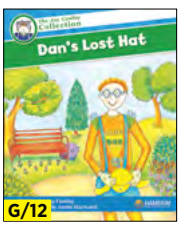


Mrs. Wishy... Tub
Item # S2336R **$5.95**
6-pk # P2343R **$35.70**

Mrs. Wishy... Wash
Item # S2350R **$5.95**
6-pk # P2367R **$35.70**

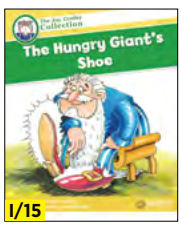


Dan and the Parrot
Item # S2176R **$5.95**
6-pk # P2183R **$35.70**

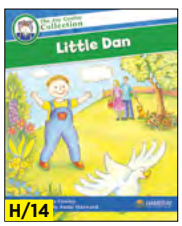


Dan's Lost Hat
Item # S2190R **$5.95**
6-pk # P2206R **$35.70**

The Hungry... Baby
Item # S2213R **$5.95**
6-pk # P2220R **$35.70**

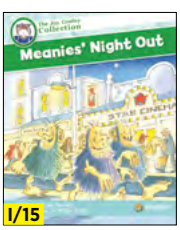


The Hungry... Shoe
Item # S2237R **$5.95**
6-pk # P2244R **$35.70**



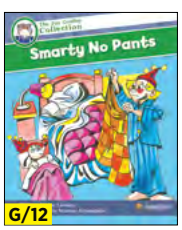
Little Dan
Item # S2251R **$5.95**
6-pk # P2268R **$35.70**

Meanies in the House
Item # S2275R **$5.95**
6-pk # P2282R **$35.70**

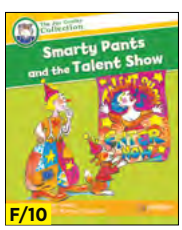


Meanies' Night Out
Item # S2299R **$5.95**
6-pk # P2305R **$35.70**

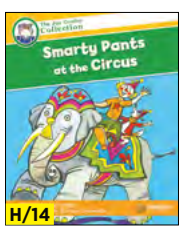
Poor Sore... Giant
Item # S2374R **$5.95**
6-pk # P2381R **$35.70**



Smarty No Pants
Item # S2398R **$5.95**
6-pk # P2404R **$35.70**



Smarty Pants... Show
Item # S2411R **$5.95**
6-pk # P2428R **$35.70**



Smarty Pants... Circus
Item # S2435R **$5.95**
6-pk # P2442R **$35.70**

Those... Meanies!
Item # S2459R **$5.95**
6-pk # P2466R **$35.70**

Joy Cowley Collection Green Set (15 TITLES) Item # C2152R **$85.00**

Joy Cowley Collection Green Set 6-Packs (15 TITLES x 6 COPIES) Item # CL2169R **$510.00**

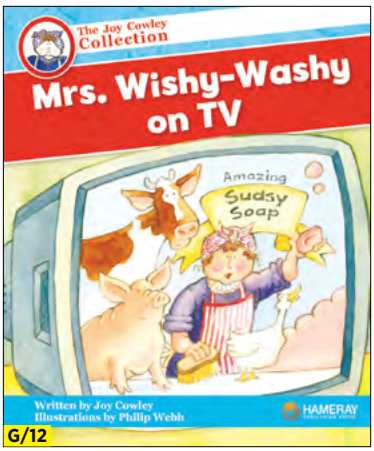
Available in Spanish–go to ***pages 167–169***

FICTION TEXTS

Red Set | Build Fluency | K–2

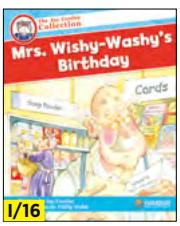
The Joy Cowley Collection

Introduce students to some of Joy Cowley's other classic characters including Huggles, Hairy Bear, Sloppy Tiger, and Mr. Whisper. These humorous stories foster a love of reading in young students.



Mrs. Wishy-Washy on TV
Item # S2770R **$5.95**
6-pk # P2787R **$35.70**

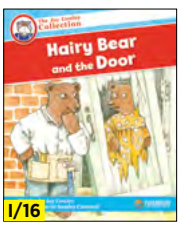
Sample pages from *Mrs. Wishy-Washy on TV*



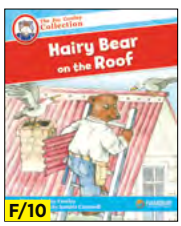
Mrs. Wishy... Bday
Item # S2756R **$5.95**
6-pk # P2763R **$35.70**

Oops, Mr. Wishy...
Item # S2794R **$5.95**
6-pk # P2800R **$35.70**

Fix-It Bear
Item # S2855R **$5.95**
6-pk # P2862R **$35.70**



Hairy Bear... Door
Item # S2817R **$5.95**
6-pk # P2824R **$35.70**

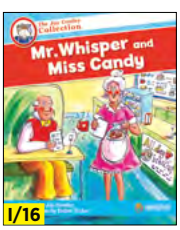


Hairy Bear... Roof
Item # S2831R **$5.95**
6-pk # P2848R **$35.70**

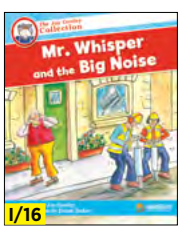
Huggles at School
Item # S2992R **$5.95**
6-pk # P3005R **$35.70**

Huggles' Cold
Item # S3012R **$5.95**
6-pk # P3029R **$35.70**

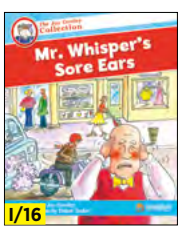
The Huggles' Hug
Item # S3036R **$5.95**
6-pk # P3043R **$35.70**



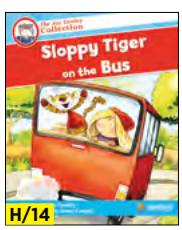
Mr. W... Miss Candy
Item # S2930R **$5.95**
6-pk # P2947R **$35.70**



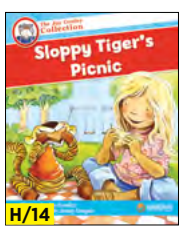
Mr. W... Big Noise
Item # S2954R **$5.95**
6-pk # P2961R **$35.70**



Mr. W... Sore Ears
Item # S2978R **$5.95**
6-pk # P2985R **$35.70**



Sloppy Tiger... Bus
Item # S2916R **$5.95**
6-pk # P2923R **$35.70**



Sloppy... Picnic
Item # S2893R **$5.95**
6-pk # P2909R **$35.70**

Sloppy... the Floor
Item # S2879R **$5.95**
6-pk # P2886R **$35.70**

Joy Cowley Collection Red Set (15 TITLES) Item # C3050R **$85.00**

Joy Cowley Collection Red Set 6-Packs (15 TITLES x 6 COPIES) Item # CL3067R **$510.00**

For series information and complete set pricing, see ***page 86***

FICTION TEXTS

Orange Set | Build Fluency | K–2

Be delighted by humorous and engaging stories about family and friendship.

Barbie at Pet Day
Item # S3777R **$5.95**
6-pk # P3777R **$35.70**

Barbie... Wild Lamb
Item # S3760R **$5.95**
6-pk # P3760R **$35.70**

Barbie's Coat
Item # S3784R **$5.95**
6-pk # P3784R **$35.70**

The Ghost Train
Item # S3715R **$5.95**
6-pk # P3715R **$35.70**

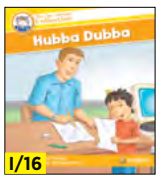
Go to Bed, Oscar!
Item # S3692R **$5.95**
6-pk # P3692R **$35.70**

Gruesome...
Item # S3654R **$5.95**
6-pk # P3654R **$35.70**

Gruesome House
Item # S3647R **$5.95**
6-pk # P3647R **$35.70**

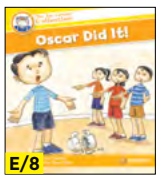
Gruesome Song
Item # S3661R **$5.95**
6-pk # P3661R **$35.70**

The House... Mirrors
Item # S3722R **$5.95**
6-pk # P3722R **$35.70**



Hubba Dubba
Item # S3746R **$5.95**
6-pk # P3746R **$35.70**

The New Pen
Item # S3753R **$5.95**
6-pk # P3753R **$35.70**



Oscar Did It!
Item # S3685R **$5.95**
6-pk # P3685R **$35.70**

Paper Games
Item # S3739R **$5.95**
6-pk # P3739R **$35.70**

Well Done, Oscar!
Item # S3678R **$5.95**
6-pk # P3678R **$35.70**

The Wild Ride
Item # S3708R **$5.95**
6-pk # P3708R **$35.70**

Joy Cowley Collection Orange Set (15 TITLES) Item # C3791R **$85.00**

Joy Cowley Collection Orange Set 6-Packs (15 TITLES x 6 COPIES) Item # CL3791R **$510.00**

Blue Set | Build Fluency | K–2

New tales of adventure and the exploration of imaginative worlds.

Bobby Bear
Item # S4941R **$5.95**
6-pk # P4941R **$35.70**

A Book for Pet Cats
Item # S4897R **$5.95**
6-pk # P4897R **$35.70**

A Book... Pet Dogs
Item # S4903R **$5.95**
6-pk # P4903R **$35.70**

A Book... Parrots
Item # S4910R **$5.95**
6-pk # P4910R **$35.70**

Bowling
Item # S4866R **$5.95**
6-pk # P4866R **$35.70**

Computer Is Back
Item # S4880R **$5.95**
6-pk # P4880R **$35.70**

King of the Table
Item # S4873R **$5.95**
6-pk # P4873R **$35.70**

Miniboy... Cake Day
Item # S4842R **$5.95**
6-pk # P4842R **$35.70**

Miniboy in Danger
Item # S4835R **$5.95**
6-pk # P4835R **$35.70**

Miniboy's Travels
Item # S4859R **$5.95**
6-pk # P4859R **$35.70**

Mr. Tang's... Sea
Item # S4811R **$5.95**
6-pk # P4811R **$35.70**

Mr. Tang's... Zoo
Item # S4804R **$5.95**
6-pk # P4804R **$35.70**

Mr. Tang's... Snow
Item # S4828R **$5.95**
6-pk # P4828R **$35.70**

Rose Bear
Item # S4934R **$5.95**
6-pk # P4934R **$35.70**

Toby Bear
Item # S4927R **$5.95**
6-pk # P4927R **$35.70**

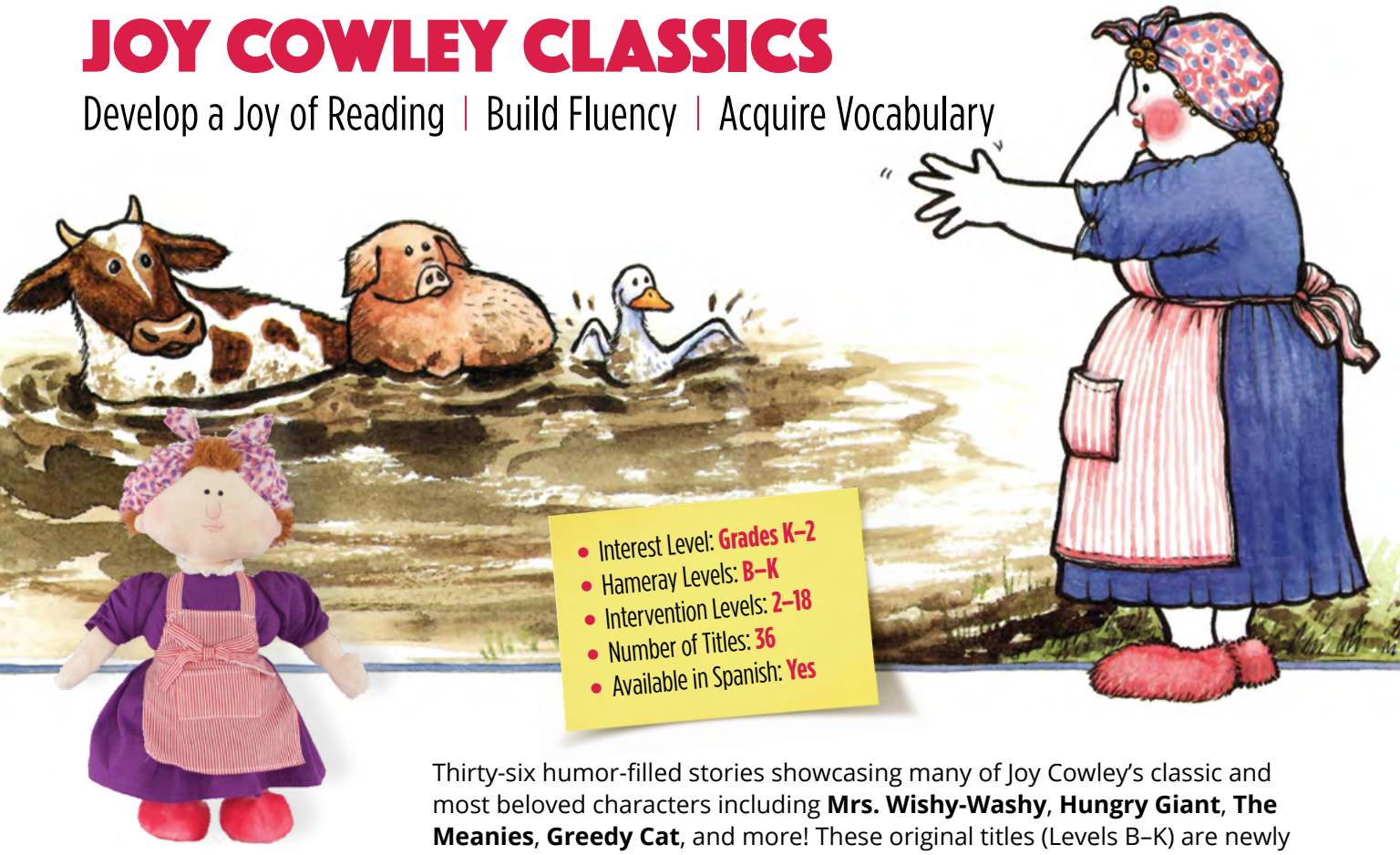
Joy Cowley Collection Blue Set (15 TITLES) Item # C4958R **$85.00**

Joy Cowley Collection Blue Set 6-Packs (15 TITLES x 6 COPIES) Item # CL4958R **$510.00**

For series information and complete set pricing, see ***page 86***

JOY COWLEY CLASSICS

Develop a Joy of Reading | Build Fluency | Acquire Vocabulary



- Interest Level: **Grades K–2**
- Hameray Levels: **B–K**
- Intervention Levels: **2–18**
- Number of Titles: **36**
- Available in Spanish: **Yes**

Wishy-Washy Doll*
Item # WWDOLLR **$24.99**

Mrs. Wishy-Washy comes to life! This 14" tall doll is safety-tested and has a washable surface. It is sure to be a classroom favorite.

**Exclusively from Hameray*

Thirty-six humor-filled stories showcasing many of Joy Cowley's classic and most beloved characters including **Mrs. Wishy-Washy**, **Hungry Giant**, **The Meanies**, **Greedy Cat**, and more! These original titles (Levels B–K) are newly restored and now available to inspire the next generation of emergent readers.

CLASSIC CHARACTERS INCLUDE

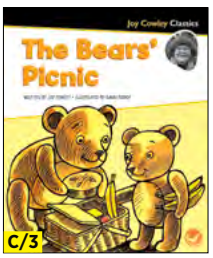
- Mrs. Wishy-Washy
- Hungry Giant
- Tittle-Tattle Goose
- Cow, Pig, and Duck
- Greedy Cat
- Jigarees
- Dan the Flying Man
- The Meanies
- Kitten School

Joy Cowley Classics Complete Set (36 TITLES)	Item # C394XXR	**$207.00**
Joy Cowley Classics Complete Set 6-Packs (36 TITLES x 6 COPIES)	Item # GR394XR	SAVE **$1,215.00**
Kitten School Complete Set (10 TITLES)	Item # C395XXR	**$57.50**
Kitten School Complete Set 6-Packs (10 TITLES x 6 COPIES)	Item # GR395XR	**$345.00**
Greedy Cat Complete Set (10 TITLES)	Item # C163XXR	**$57.50**
Greedy Cat Complete Set 6-Packs (10 TITLES x 6 COPIES)	Item # GR163XR	**$345.00**
Greedy Cat Big Book Set (5 TITLES)	ITEM # BB1143R	**$142.50**
Mrs. Wishy-Washy Doll	Item # WWDOLLR	**$24.99**

*Select titles available in Spanish—see **pages 170-171***

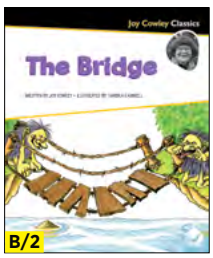
FICTION TEXTS

Build Fluency | Acquire Vocabulary | K–2



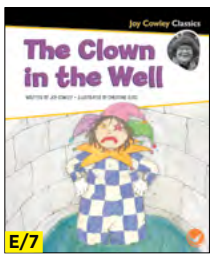
The Bears' Picnic
Item # S10290R **$5.75**
6-Pk # P10290R **$34.50**

Being Safe
Item # S10951R **$5.75**
6-Pk # P10951R **$34.50**

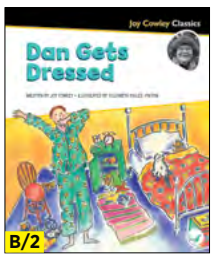


The Bridge
Item # S10495R **$5.75**
6-Pk # P10495R **$34.50**

Cat Language
Item # S10952R **$5.75**
6-Pk # P10952R **$34.50**

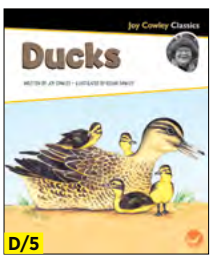


The Clown in the Well
Item # S10292R **$5.75**
6-Pk # P10292R **$34.50**

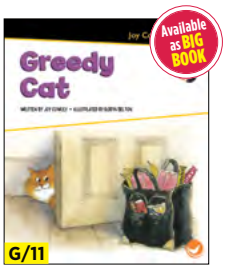


Dan Gets Dressed
Item # S10496R **$5.75**
6-Pk # P10496R **$34.50**

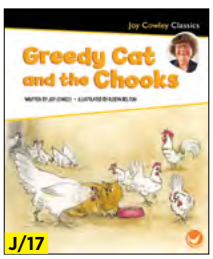
Dinner for Greedy Cat
Item # S10315R **$5.75**
6-Pk # P10315R **$34.50**



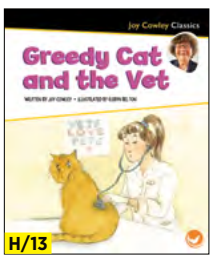
Ducks
Item # S10294R **$5.75**
6-Pk # P10294R **$34.50**



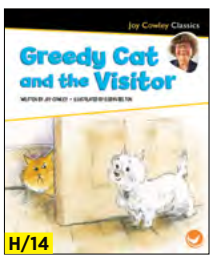
Greedy Cat
Item # S10316R **$5.75**
6-Pk # P10316R **$34.50**



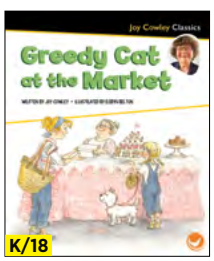
Greedy Cat... Chooks
Item # S10317R **$5.75**
6-Pk # P10317R **$34.50**



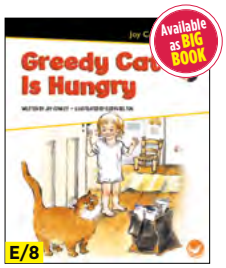
Greedy Cat and the Vet
Item # S10318R **$5.75**
6-Pk # P10318R **$34.50**



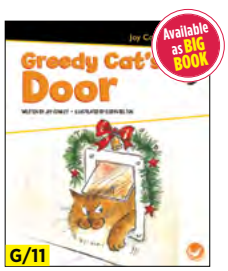
Greedy Cat... Visitor
Item # S10319R **$5.75**
6-Pk # P10319R **$34.50**



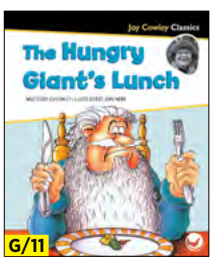
Greedy Cat... Market
Item # S10320R **$5.75**
6-Pk # P10320R **$34.50**



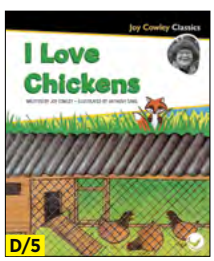
Greedy Cat Is Hungry
Item # S10321R **$5.75**
6-Pk # P10321R **$34.50**



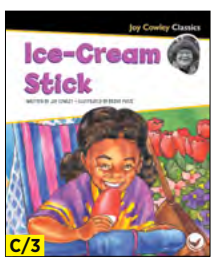
Greedy Cat's Door
Item # S10322R **$5.75**
6-Pk # P10322R **$34.50**



The Hungry Giant's Lunch
Item # S10300R **$5.75**
6-Pk # P10300R **$34.50**

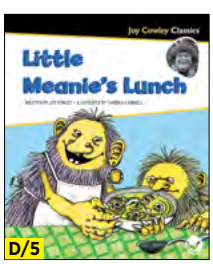


I Love Chickens
Item # S10301R **$5.75**
6-Pk # P10301R **$34.50**

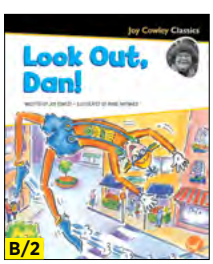


Ice-Cream Stick
Item # S10302R **$5.75**
6-Pk # P10302R **$34.50**

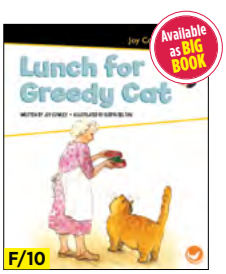
Kitten Garden
Item # S10953R **$5.75**
6-Pk # P10953R **$34.50**



Little Meanie's Lunch
Item # S10497R **$5.75**
6-Pk # P10497R **$34.50**

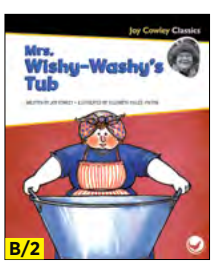


Look Out, Dan!
Item # S10305R **$5.75**
6-Pk # P10305R **$34.50**



Lunch for Greedy Cat
Item # S10323R **$5.75**
6-Pk # P10323R **$34.50**

The Meow-Meow
Item # S10954R **$5.75**
6-Pk # P10954R **$34.50**



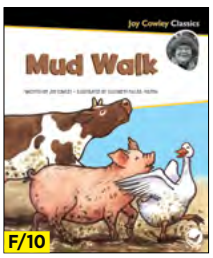
Mrs. Wishy-Washy's Tub
Item # S10308R **$5.75**
6-Pk # P10308R **$34.50**

*To order individual Greedy Cat Big Book titles, visit **HamerayPublishing.com** for ordering information*

FICTION TEXTS

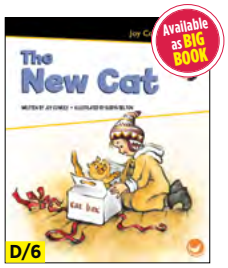
Build Fluency | Acquire Vocabulary | K–2

Select Titles Available in Spanish
See pages **170–171**.



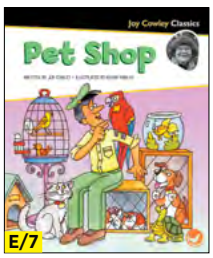
Mud Walk
Item # S10498R **$5.75**
6-Pk # P10498R **$34.50**

Name Game
Item # S10955R **$5.75**
6-Pk # P10955R **$34.50**



The New Cat
Item # S10324R **$5.75**
6-Pk # P10324R **$34.50**

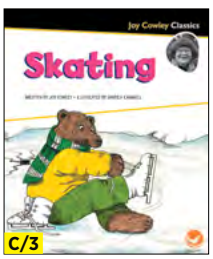
Paw Ball
Item # S10956R **$5.75**
6-Pk # P10956R **$34.50**



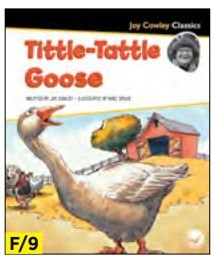
Pet Shop
Item # S10310R **$5.75**
6-Pk # P10310R **$34.50**

Poor Tom!
Item # S10957R **$5.75**
6-Pk # P10957R **$34.50**

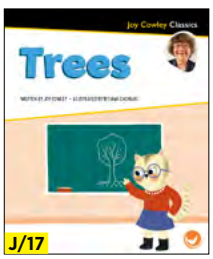
Sad Kittens
Item # S10958R **$5.75**
6-Pk # P10958R **$34.50**



Skating
Item # S10045R **$5.75**
6-Pk # P10045R **$34.50**

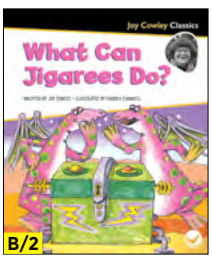


Tittle-Tattle Goose
Item # S10313R **$5.75**
6-Pk # P10313R **$34.50**



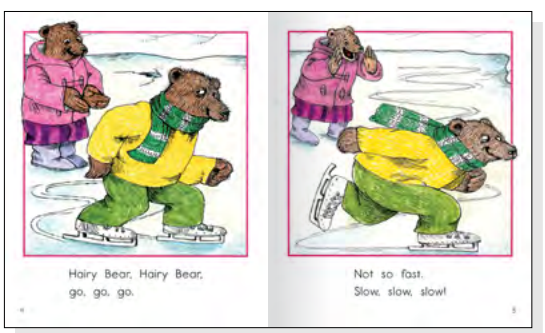
Trees
Item # S10959R **$5.75**
6-Pk # P10959R **$34.50**

Two Lessons
Item # S10960R **$5.75**
6-Pk # P10960R **$34.50**



What Can Jigarees Do?
Item # S10314R **$5.75**
6-Pk # P10314R **$34.50**

Sample pages from *Hungry Giant's Lunch*

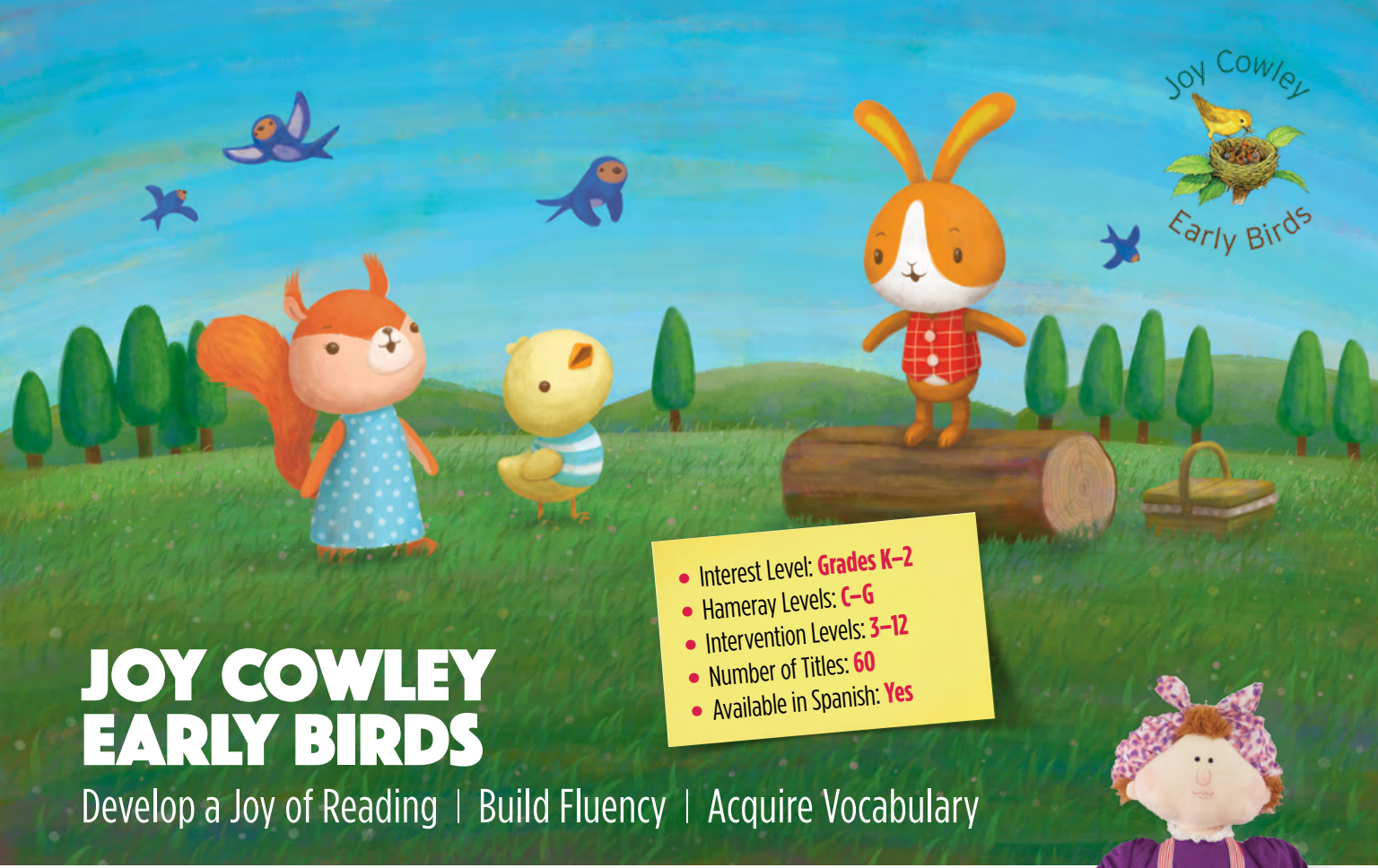


Sample pages from *Skating*

Sample pages from *The Bridge*

Sample pages from *Greedy Cat and the Vet*

*To order individual Greedy Cat Big Book titles, visit **HamerayPublishing.com** for ordering information*

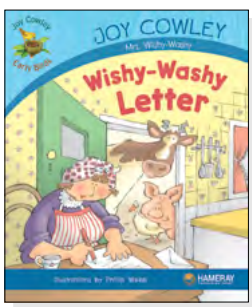


JOY COWLEY EARLY BIRDS

Develop a Joy of Reading | Build Fluency | Acquire Vocabulary

- Interest Level: **Grades K–2**
- Hameray Levels: **C–G**
- Intervention Levels: **3–12**
- Number of Titles: **60**
- Available in Spanish: **Yes**

Love Joy Cowley's old stories but find them just out of reach for your beginning readers? Check out these lower-leveled readers! Introduce your students to **Mrs. Wishy-Washy**, **Little Rabbit**, and many other fun new friends!



Wishy-Washy Set
15 Titles

First Readers Set
15 Titles

Little Rabbit Set
15 Titles

Junior Set
15 Titles

Wishy-Washy Doll*

Item # WWDOLLR **$24.99**

Mrs. Wishy-Washy comes to life! This 14" tall doll is safety-tested and has a washable surface. It is sure to be a classroom favorite.

**Exclusively from Hameray*

Joy Cowley Early Birds Complete Set (60 TITLES)	Item # C116XXR	**$321.25**	
Joy Cowley Early Birds Complete Set 6-Packs (60 TITLES X 6 COPIES)	Item # GR116XR	**$1,850.00**	SAVE $100
JCEB Set (60 TITLES) + **Big Books** (15 WISHY-WASHY BIG BOOKS)	Item # BB1010R	**$648.00**	
JCEB Complete Set 6-Packs (60 TITLES X 6 COPIES) + **Big Books** (15 WISHY-WASHY BIG BOOKS)	Item # BB1011R	**$2,120.00**	SAVE $150

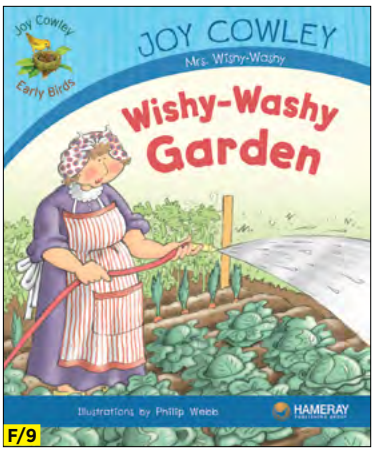
*To see sample spreads from every title in this series, go to **HamerayPublishing.com/JCEB***

FICTION TEXTS

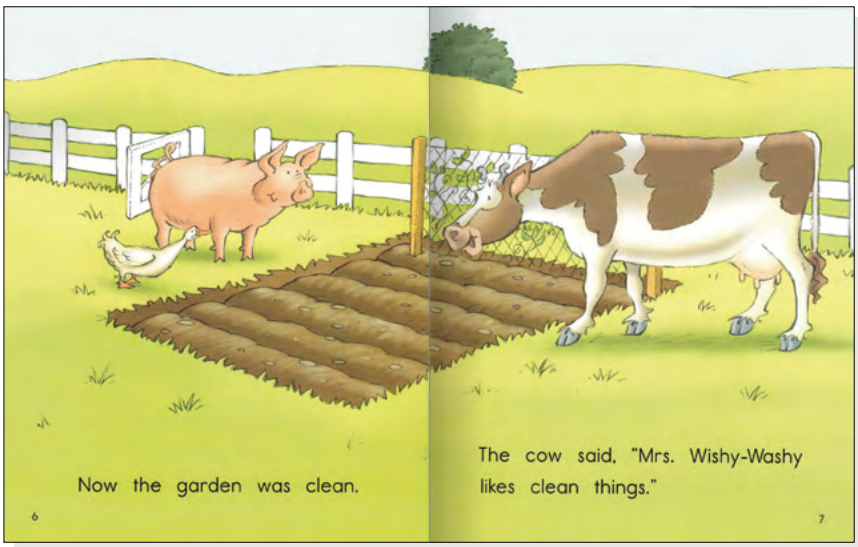
Wishy-Washy Set | Build Fluency | K–2

Now Available in Spanish
See pages **164–166**.

Mrs. Wishy-Washy books—now accessible for independent reading in kindergarten! **These engaging, humorous stories are written for early-emergent readers (also available in Spanish).**
Available in big book format—see page 37.



Wishy-Washy Garden
Item # S8079R **$5.25**
6-Pk # P8079R **$31.50**



Sample pages from *Wishy-Washy Garden*

Wishy-Washy Card
Item # S8093R **$5.25**
6-Pk # P8093R **$31.50**

Wishy-Washy Cat
Item # S8062R **$5.25**
6-Pk # P8062R **$31.50**

Wishy... Clothes
Item # S8031R **$5.25**
6-Pk # P8031R **$31.50**

Wishy-Washy Corn
Item # S7997R **$5.25**
6-Pk # P7997R **$31.50**

Wishy... House
Item # S7973R **$5.25**
6-Pk # P7973R **$31.50**

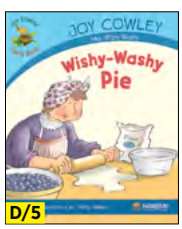
Wishy... Cream
Item # S8024R **$5.25**
6-Pk # P8024R **$31.50**

Wishy... Letter
Item # S8055R **$5.25**
6-Pk # P8055R **$31.50**

Wishy... Mirror
Item # S8086R **$5.25**
6-Pk # P8086R **$31.50**

Wishy-Washy Mouse
Item # S8000R **$5.25**
6-Pk # P8000R **$31.50**

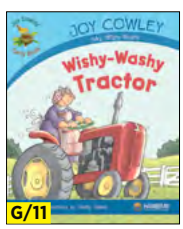
Wishy-Washy Music
Item # S7966R **$5.25**
6-Pk # P7966R **$31.50**



Wishy-Washy Pie
Item # S7980R **$5.25**
6-Pk # P7980R **$31.50**

Wishy-Washy Road
Item # S8017R **$5.25**
6-Pk # P8017R **$31.50**

Wishy-Washy Sleep
Item # S7959R **$5.25**
6-Pk # P7959R **$31.50**



Wishy... Tractor
Item # S8048R **$5.25**
6-Pk # P8048R **$31.50**

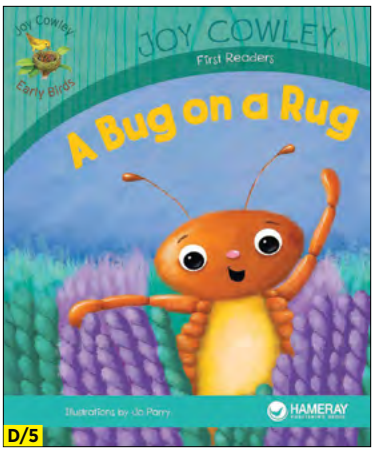
Wishy-Washy Set (15 TITLES)	Item # C8109R	**$78.75**
Wishy-Washy Set 6-Packs (15 TITLES x 6 COPIES)	Item # CL8109R	**$450.00**
Wishy-Washy Big Book Set* (15 TITLES)	Item # C8494R	**$322.50**

All titles available in big book format—see **page 37*

FICTION TEXTS

First Readers Set | Build Fluency | K–2

First Readers is a set of charming stand-alone stories at low reading levels, each with a humorous tone that will entertain your students. They'll become classroom favorites in no time.



A Bug on a Rug
Item # S10010R **$5.25**
6-Pk # P10010R **$31.50**

Sample pages from *Dancing Feet*

A Butterfly's Life
Item # S10011R **$5.25**
6-Pk # P10011R **$31.50**

Dancing Feet
Item # S10012R **$5.25**
6-Pk # P10012R **$31.50**

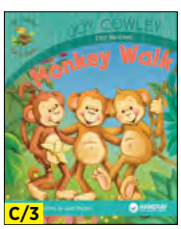
The Dog in the Deli
Item # S10013R **$5.25**
6-Pk # P10013R **$31.50**

The Giant
Item # S10014R **$5.25**
6-Pk # P10014R **$31.50**

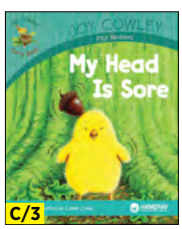
Gloves
Item # S10015R **$5.25**
6-Pk # P10015R **$31.50**

Got You!
Item # S10016R **$5.25**
6-Pk # P10016R **$31.50**

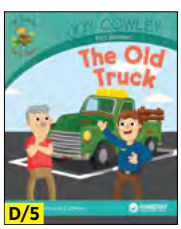
Little Fish
Item # S10017R **$5.25**
6-Pk # P10017R **$31.50**



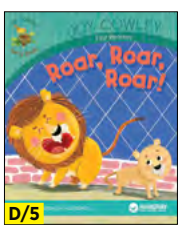
Monkey Walk
Item # S10018R **$5.25**
6-Pk # P10018R **$31.50**



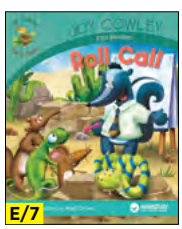
My Head Is Sore
Item # S10019R **$5.25**
6-Pk # P10019R **$31.50**



The Old Truck
Item # S10020R **$5.25**
6-Pk # P10020R **$31.50**



Roar, Roar, Roar!
Item # S10021R **$5.25**
6-Pk # P10021R **$31.50**



Roll Call
Item # S10022R **$5.25**
6-Pk # P10022R **$31.50**

Snails' Storm
Item # S10023R **$5.25**
6-Pk # P10023R **$31.50**

Where Is My Mom?
Item # S10024R **$5.25**
6-Pk # P10024R **$31.50**

First Readers Set (15 TITLES)	Item # C115XXR	**$78.75**
First Readers Set 6-Packs (15 TITLES x 6 COPIES)	Item # GR115XR	**$450.00**

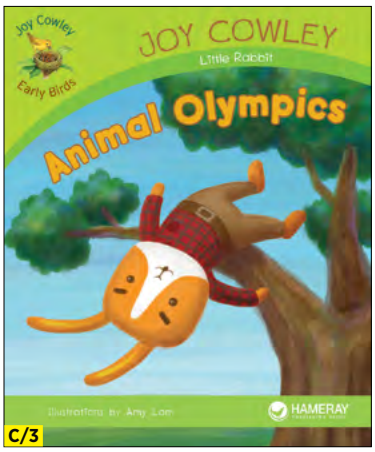
*For series information and complete set pricing, see **page 93***
*Now available in Spanish—see **pages 164–166***

FICTION TEXTS

Little Rabbit Set | Build Fluency | K–2

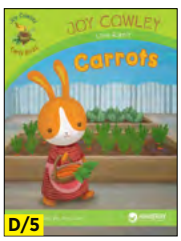
Now Available in Spanish
See pages **164–166**.

Meet Little Rabbit! Joy combines her signature "learning with laughter" style with adorable illustrations, low reading levels, and a playful punchline in every book!



Animal Olympics
Item # S8340R **$5.25**
6 pk # P8340R **$31.50**

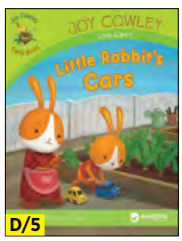
Sample pages from *Animal Olympics*



Carrots
Item # S8357R **$5.25**
6 pk # P8357R **$31.50**

Flying Day
Item # S8364R **$5.25**
6 pk # P8364R **$31.50**

Jump!
Item # S8371R **$5.25**
6 pk # P8371R **$31.50**



Little Rabbit's Cars
Item # S8388R **$5.25**
6 pk # P8388R **$31.50**

Little Rabbit's Foot
Item # S8395R **$5.25**
6 pk # P8395R **$31.50**

Little Rabbit's Laugh
Item # S8401R **$5.25**
6 pk # P8401R **$31.50**

Little Rabbit's Story
Item # S8418R **$5.25**
6 pk # P8418R **$31.50**

Mr. Rabbit's... Shirt
Item # S8425R **$5.25**
6 pk # P8425R **$31.50**

Mrs. Rabbit's Pot
Item # S8432R **$5.25**
6 pk # P8432R **$31.50**

Rabbit Bedtime
Item # S8449R **$5.25**
6 pk # P8449R **$31.50**

Smile
Item # S8456R **$5.25**
6 pk # P8456R **$31.50**

Telling the Time
Item # S8463R **$5.25**
6 pk # P8463R **$31.50**

What Is a Cow?
Item # S8470R **$5.25**
6 pk # P8470R **$31.50**

Who Is the Biggest?
Item # S8487R **$5.25**
6 pk # P8487R **$31.50**

Little Rabbit Set (15 TITLES) Item # C8630R **$78.75**

Little Rabbit Set 6-Packs (15 TITLES x 6 COPIES) Item # GR8647R **$450.00**

To see sample spreads from every title in this series, go to ***HamerayPublishing.com/LR***

FICTION TEXTS

Junior Set | Build Fluency | K–2

Each of these delightful little texts has a different set of characters and themes, from sports and construction to dolls and dragons. **These original stories are written for emergent readers working on becoming more fluent.**

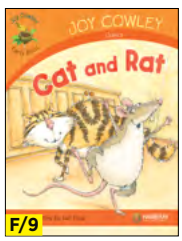
Buzz, Buzz, Buzz
Item # S8154R **$5.95**
6-Pk # P8154R **$35.70**

Sample pages from *Buzz, Buzz, Buzz*

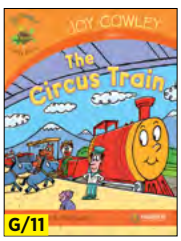
Baby Food
Item # S8192R **$5.95**
6-Pk # P8192R **$35.70**

Balloons
Item # S8123R **$5.95**
6-Pk # P8123R **$35.70**

Bobo's Hat
Item # S8178R **$5.95**
6-Pk # P8178R **$35.70**



Cat and Rat
Item # S8130R **$5.95**
6-Pk # P8130R **$35.70**

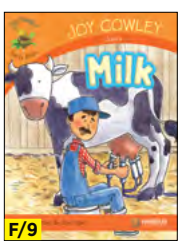


The Circus Train
Item # S8215R **$5.95**
6-Pk # P8215R **$35.70**

Dragon's Friend
Item # S8246R **$5.95**
6-Pk # P8246R **$35.70**

José's Run
Item # S8161R **$5.95**
6-Pk # P8161R **$35.70**

The Letter Fight
Item # S8222R **$5.95**
6-Pk # P8222R **$35.70**



Milk
Item # S8208R **$5.95**
6-Pk # P8208R **$35.70**

Miss Doll's... Party
Item # S8147R **$5.95**
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The New Road
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Spooky House
Item # S8185R **$5.95**
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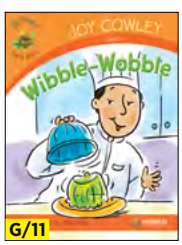
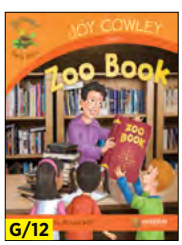


Wibble-Wobble
Item # S8239R **$5.95**
6-Pk # P8239R **$35.70**



Zoo Book
Item # S8253R **$5.95**
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Junior Set (15 TITLES)	Item # C8260R	**$85.00**
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"Whenever I read Joy Cowley stories to my students, something magical happens. I start to see sparks. I see students making connections and great discussions happening."

— **Alisha J.** (Hollis, ME)

Get Every Mrs. Wishy-Washy Title We Carry!

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- ✔ 1 FREE WISHY WASHY DOLL

+ ADD 21 WISHY-WASHY BIG BOOKS Item # BB1006R **$511.20**

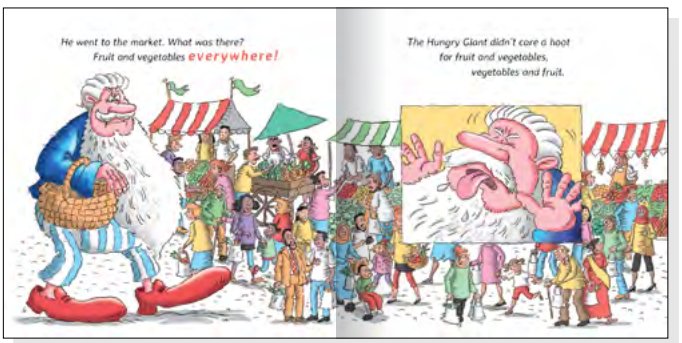
*Learn more about Read-Alouds on **page 99** – Wishy-Washy Valentine's Day and Wishy-Washy Halloween*

READ-ALOUDS

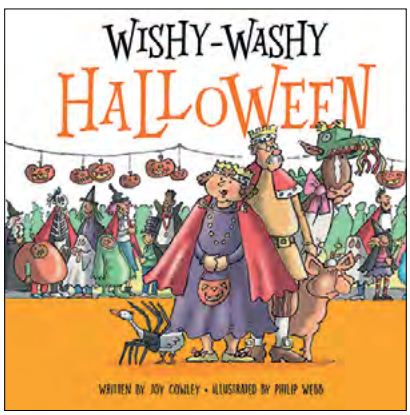
Develop a Joy of Reading | Build Fluency

Delight your students with these imaginative and charming stories sprung from the creative mind of Joy Cowley. **These five beautifully illustrated, specialty hardbound books will be welcome additions to any collection of humorous and poetic tales.**
Size: 10 3/8" x 10 3/8" | 24-page books

Sample pages from *New Food for the Hungry Giant*

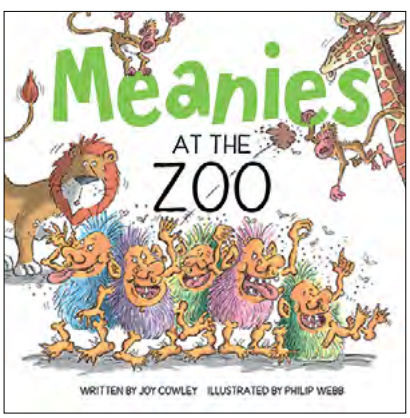


Dan's New Hat *(HARDCOVER)*
Item # S5916R **$14.95**

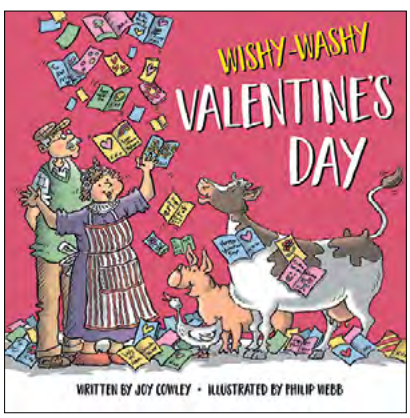


Wishy-Washy Halloween *(HARDCOVER)*
Item # S5886R **$14.95**

New Food for the Hungry Giant *(HARDCOVER)*
Item # S5910R **$14.95**



Meanies at the Zoo *(HARDCOVER)*
Item # S5909R **$14.95**



Wishy-Washy Valentine's Day *(HARDCOVER)*
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Joy Cowley Storybook Set
(5 TITLES)
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Stories by **Alan Trussell-Cullen** Teacher's Guide by **Lance Gentile, Ph.D.**

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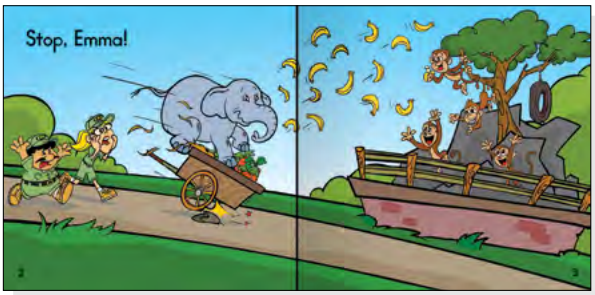
- Detailed & engaging illustrations encourage rich oral language interactions
- Simple, repetitive text develops early literacy skills
- Familiar characters repeat through all 10 titles

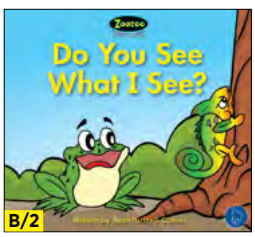


5-DAY LESSON PLAN (Teacher's Edition) Oral language expert Dr. Lance Gentile provides teachers with a myriad of classroom-tested activities.

Sample pages from *Emma Likes to Help*

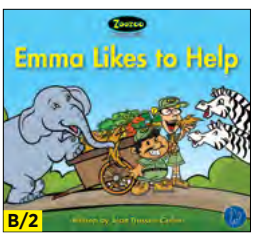
Each book is available in two editions:

TE **Teacher's Edition (10" x 9");** includes a 5-day lesson plan (single copy)
SE **Student's Edition (6" x 5 1/2");** available as 6-pack (six copies of each title)



Do You See What I See?

TE	Item # TE0345R	$5.25
SE	Item # P7856R	$22.50



Emma Likes to Help

TE	Item # TE0284R	$5.25
SE	Item # P7936R	$22.50

Get Away, Bee!

TE	Item # TE0277R	$5.25
SE	Item # P7866R	$22.50

No Bananas in Here

TE	Item # TE0321R	$5.25
SE	Item # P7876R	$22.50

Oops! Sorry!

TE	Item # TE0307R	$5.25
SE	Item #P7886R	$22.50

Stuck in the Mud

TE	Item # TE0314R	$5.25
SE	Item # P7896R	$22.50

The Surprise

TE	Item # TE0338R	$5.25
SE	Item # P7916R	$22.50

The Teeter-Totter

TE	Item # TE0291R	$5.25
SE	Item # P7906R	$22.50

Time for Lunch

TE	Item # TE0352R	$5.25
SE	Item # P7926R	$22.50

Where Is My Snack?

TE	Item # TE0369R	$5.25
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Series Editor: **Joy Cowley**

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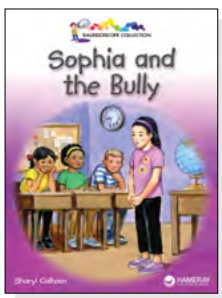
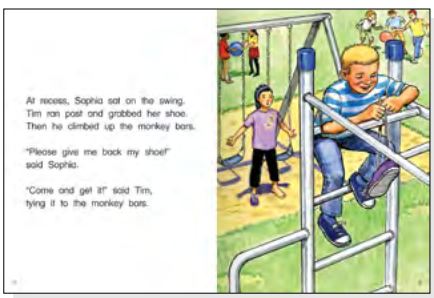
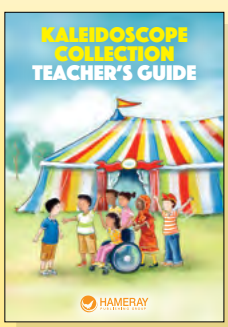
Sample pages from *Hot and Cold*



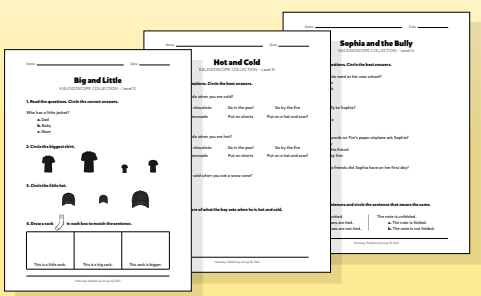


Sample pages from *Sophia and the Bully*

Extended Learning for Phonics, Language, Fluency, Comprehension, and Vocabulary



FREE DOWNLOADABLE TEACHER'S GUIDE



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Build Fluency | Acquire Vocabulary | Levels A–C

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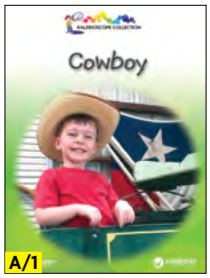
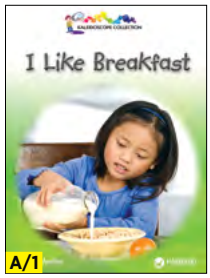


Cowboy
Item # S7688R $4.25
6-Pk # P7688R $25.50

Dinner!
Item # S7657R $4.25
6-Pk # P7657R $25.50

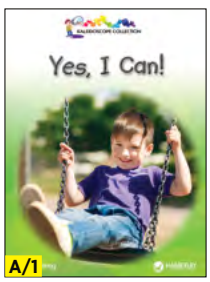
I Can Read
Item # S7817R $4.25
6-Pk # P7817R $25.50



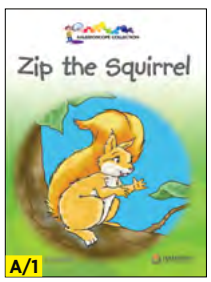
I Like Breakfast
Item # S7572R $4.25
6-Pk # P7572R $25.50

I Like to Eat
Item # S7794R $4.25
6-Pk # P7794R $25.50

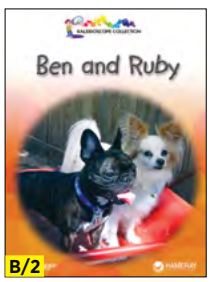
My Birthday!
Item # S7732R $4.25
6-Pk # P7732R $25.50



Yes, I Can!
Item # S7763R $4.25
6-Pk # P7763R $25.50

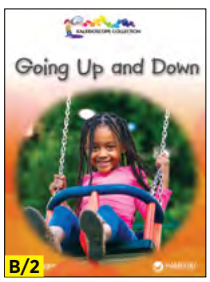


Zip the Squirrel
Item # S3463R $4.25
6-Pk # P3463R $25.50



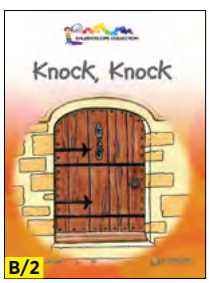
Ben and Ruby
Item # S7664R $4.25
6-Pk # P7664R $25.50

Buttons
Item # S7671R $4.25
6-Pk # P7671R $25.50

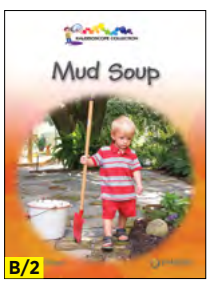


Going Up and Down
Item # S7701R $4.25
6-Pk # P7701R $25.50

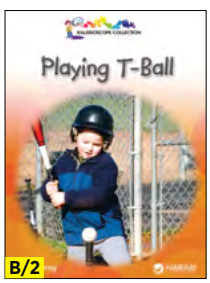
I Can Write
Item # S7824R $4.25
6-Pk # P7824R $25.50



Knock, Knock
Item # S3203R $4.25
6-Pk # P3203R $25.50

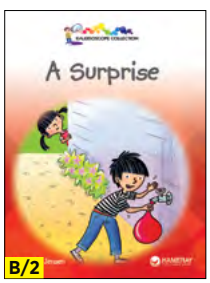


Mud Soup
Item # S5795R $4.25
6-Pk # P5795R $25.50



Playing T-Ball
Item # S7787R $4.25
6-Pk # P7787R $25.50

Playing Together
Item # S7770R $4.25
6-Pk # P7770R $25.50



A Surprise
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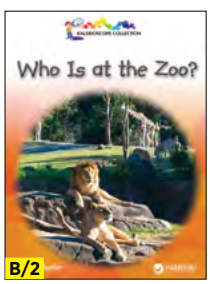
6-Pk # P3364R $25.50



Who Is at the Zoo?
Item # S7640R $4.25
6-Pk # P7640R $25.50

Who Likes to Swim?
Item # S7749R $4.25
6-Pk # P7749R $25.50

Baby
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6-Pk # P3845R $25.50

Sample pages from *I Like Breakfast*

Looking for Kaleidoscope nonfiction texts? Go to ***pages 110–112****. All titles available in Spanish (see* ***pages 173–181****)*

KALEIDOSCOPE COLLECTION

FICTION TEXTS

Build Fluency | Acquire Vocabulary | Levels C–D

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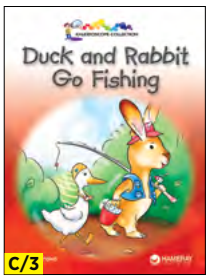
6-Pk # P3111R **$25.50**

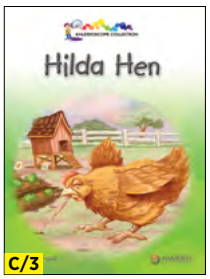
Big Blue Heron
Item # S3128R **$4.25**
6-Pk # P3128R **$25.50**

Blast Off!
Item # S5924R **$4.25**
6-Pk # P5924R **$25.50**

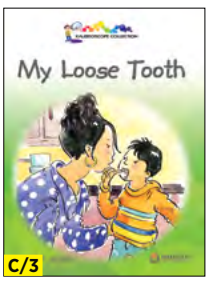


Duck and... Fishing
Item # S5351R **$4.25**
6-Pk # P5351R **$25.50**

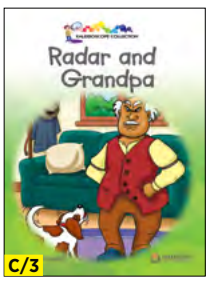
Halloween Night
Item # S3289R **$4.25**
6-Pk # P3289R **$25.50**



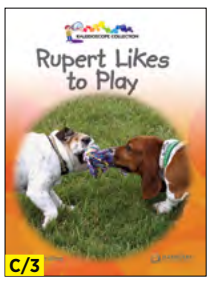
Hilda Hen
Item # S3975R **$4.25**
6-Pk # P3975R **$25.50**



My Loose Tooth
Item # S3227R **$4.25**
6-Pk # P3227R **$25.50**



Radar and Grandpa
Item # S3302R **$4.25**
6-Pk # P3302R **$25.50**

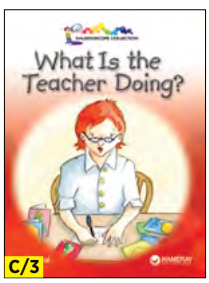


Rupert Likes to Play
Item # S3098R **$4.25**
6-Pk # P3098R **$25.50**

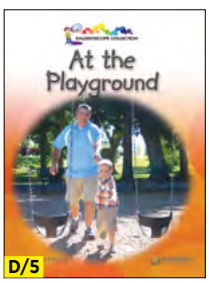
Socks
Item # S5702R **$4.25**
6-Pk # P5702R **$25.50**

Wet, Wet, Wet
Item # S3210R **$4.25**
6-Pk # P3210R **$25.50**

What Is a Friend?
Item # S5535R **$4.25**
6-Pk # P5535R **$25.50**

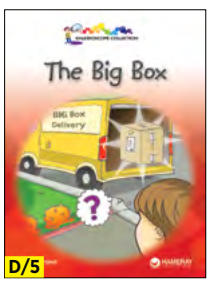


What Is the... Doing?
Item # S3401R **$4.25**
6-Pk # P3401R **$25.50**

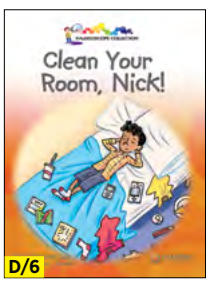


At the Playground
Item # S4156R **$4.25**
6-Pk # P4156R **$25.50**

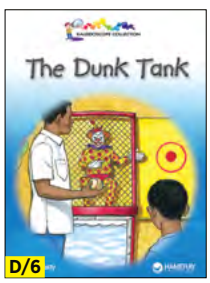
Big and Little
Item # S5511R **$4.25**
6-Pk # P5511R **$25.50**



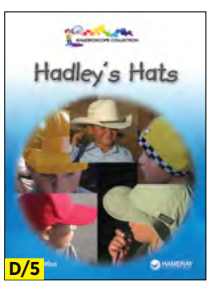
The Big Box
Item # S5368R **$4.25**
6-Pk # P5368R **$25.50**



Clean Your Room, Nick!
Item # S3418R **$4.25**
6-Pk # P3418R **$25.50**



The Dunk Tank
Item # S5764R **$4.25**
6-Pk # P5764R **$25.50**



Hadley's Hats
Item # S5825R **$4.25**
6-Pk # P5825R **$25.50**

Hay!
Item # S3968R **$4.25**
6-Pk # P3968R **$25.50**

Helping Mom
Item # S5610R **$4.25**
6-Pk # P5610R **$25.50**

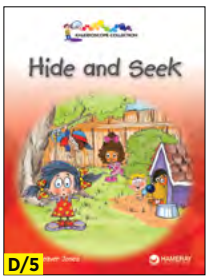
Sample pages from *Blast Off!*

To view pricing for complete collections and reading sets, go to ***page 102***

FICTION TEXTS

Build Fluency | Acquire Vocabulary | Level D

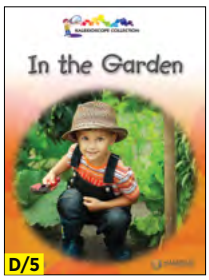
KALEIDOSCOPE COLLECTION



Hide and Seek
Item # S5931R **$4.25**
6-Pk # P5931R **$25.50**

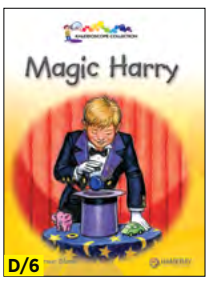
I Like Soccer
Item # S4026R **$4.25**
6-Pk # P4026R **$25.50**

I'm Not a Fish
Item # S4033R **$4.25**
6-Pk # P4033R **$25.50**

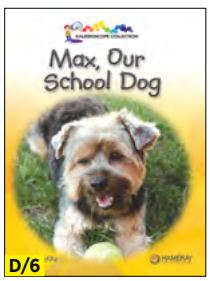


In the Garden
Item # S5672R **$4.25**
6-Pk # P5672R **$25.50**

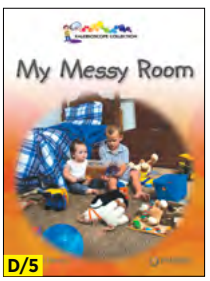
Kit & Henry... Things
Item # S4163R **$4.25**
6-Pk # P4163R **$25.50**



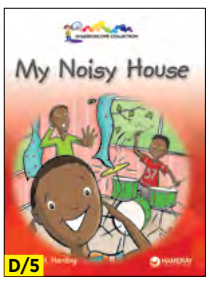
Magic Harry
Item # S4071R **$4.25**
6-Pk # P4071R **$25.50**



Max, Our School Dog
Item # S3081R **$4.25**
6-Pk # P3081R **$25.50**



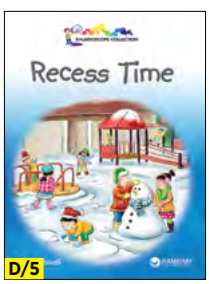
My Messy Room
Item # S5894R **$4.25**
6-Pk # P5894R **$25.50**



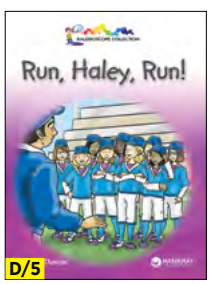
My Noisy House
Item # S4095R **$4.25**
6-Pk # P4095R **$25.50**

No Rules
Item # S3258R **$4.25**
6-Pk # P3258R **$25.50**

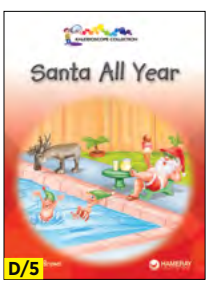
On My Swing
Item # S4101R **$4.25**
6-Pk # P4101R **$25.50**



Recess Time
Item # S3319R **$4.25**
6-Pk # P3319R **$25.50**



Run, Haley, Run!
Item # S3449R **$4.25**
6-Pk # P3449R **$25.50**



Santa All Year
Item # S5559R **$4.25**
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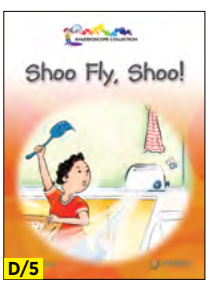
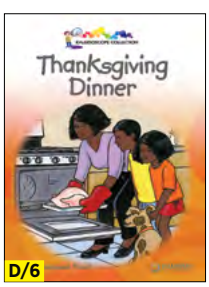


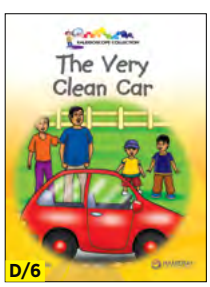
Shoo, Fly, Shoo!
Item # S5887R **$4.25**
6-Pk # P5887R **$25.50**

Snack Time
Item # S5399R **$4.25**
6-Pk # P5399R **$25.50**

Snow Fun
Item # S3326R **$4.25**
6-Pk # P3326R **$25.50**



Thanksgiving Dinner
Item # S3265R **$4.25**
6-Pk # P3265R **$25.50**



The Very Clean Car
Item # S3395R **$4.25**
6-Pk # P3395R **$25.50**

Watch Out!
Item # S4248R **$4.25**
6-Pk # P4248R **$25.50**

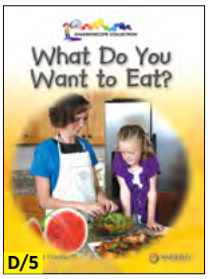
Sample pages from *I Like Soccer*

Select titles available in a big book format—go to ***pages 39–43***

KALEIDOSCOPE COLLECTION

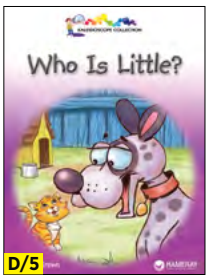
FICTION TEXTS

Build Fluency | Acquire Vocabulary | Levels D–E

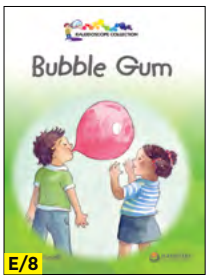


What Do You... to Eat?
Item # S4262R **$4.25**
6-Pk # P4262R **$25.50**

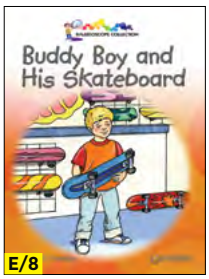
Where Can I Read?
Item # S4279R **$4.25**
6-Pk # P4279R **$25.50**



Who Is Little?
Item # S4316R **$4.25**
6-Pk # P4316R **$25.50**

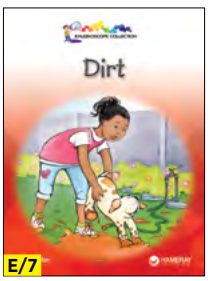


Bubble Gum
Item # S3135R **$4.25**
6-Pk # P3135R **$25.50**

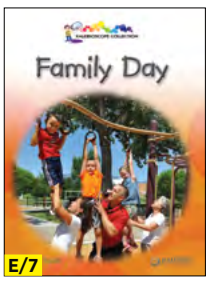


Buddy... Skateboard
Item # S3142R **$4.25**
6-Pk # P3142R **$25.50**

Also in Spanish.
See pages **173–181**

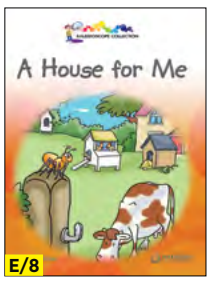


Dirt
Item # S5627R **$4.25**
6-Pk # P5627R **$25.50**

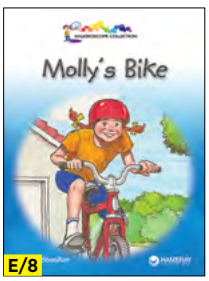


Family Day
Item # S3937R **$4.25**
6-Pk # P3937R **$25.50**

The Great Big Thing
Item # S3821R **$4.25**
6-Pk # P3821R **$25.50**



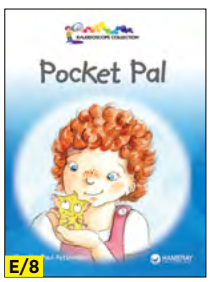
A House For Me
Item # S3104R **$4.25**
6-Pk # P3104R **$25.50**



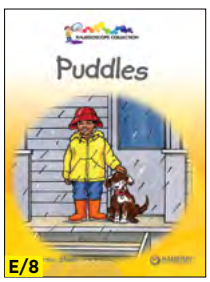
Molly's Bike
Item # S5818R **$4.25**
6-Pk # P5818R **$25.50**

My Big Sister
Item # S3241R **$4.25**
6-Pk # P3241R **$25.50**

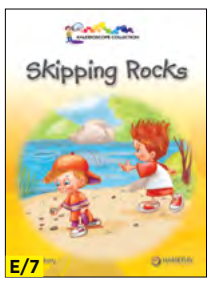
Our Tree
Item # S5757R **$4.25**
6-Pk # P5757R **$25.50**



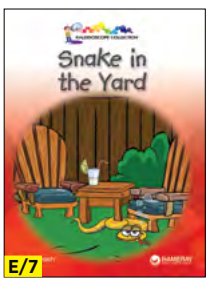
Pocket Pal
Item # S3234R **$4.25**
6-Pk # P3234R **$25.50**



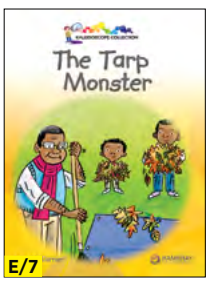
Puddles
Item # S3296R **$4.25**
6-Pk # P3296R **$25.50**



Skipping Rocks
Item # S5771R **$4.25**
6-Pk # P5771R **$25.50**

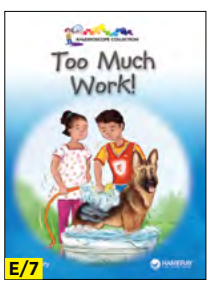


Snake in the Yard
Item # S4187R **$4.25**
6-Pk # P4187R **$25.50**

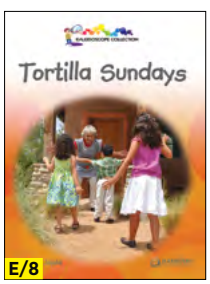


The Tarp Monster
Item # S3371R **$4.25**
6-Pk # P3371R **$25.50**

Too Many Treats
Item # S3906R **$4.25**
6-Pk # P3906R **$25.50**



Too Much Work!
Item # S4224R **$4.25**
6-Pk # P4224R **$25.50**



Tortilla Sundays
Item # S3425R **$4.25**
6-Pk # P3425R **$25.50**

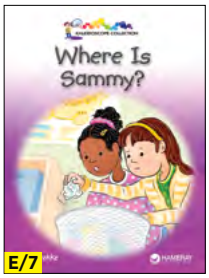
Sample pages from *Tortilla Sundays*

To view pricing for complete collections and reading sets, go to ***page 102***

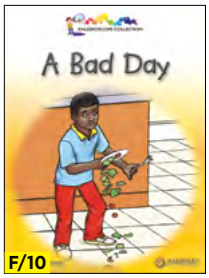
FICTION TEXTS

Build Fluency | Acquire Vocabulary | Levels E–G

KALEIDOSCOPE COLLECTION

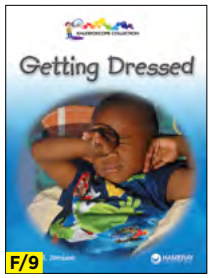


Where Is Sammy?
Item # S5733R **$4.25**
6-Pk # P5733R **$25.50**

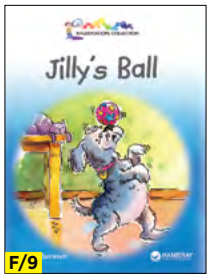


A Bad Day
Item # S3173R **$4.25**
6-Pk # P3173R **$25.50**

Brush! Brush! Brush!
Item # S3999R **$4.25**
6-Pk # P3999R **$25.50**

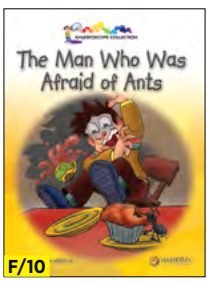


Getting Dressed
Item # S5528R **$4.25**
6-Pk # P5528R **$25.50**

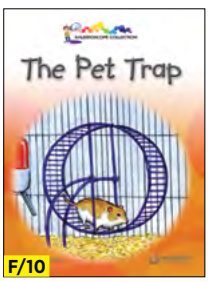


Jilly's Ball
Item # S3197R **$4.25**
6-Pk # P3197R **$25.50**

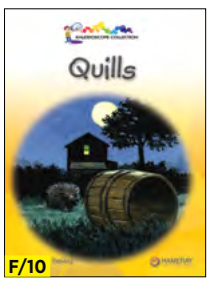
Josiah's Jacket
Item # S5832R **$4.25**
6-Pk # P5832R **$25.50**



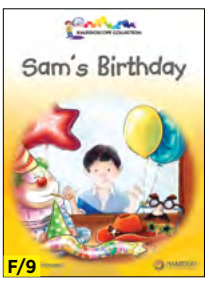
The Man Who... Ants
Item # S5566R **$4.25**
6-Pk # P5566R **$25.50**



The Pet Trap
Item # S4132R **$4.25**
6-Pk # P4132R **$25.50**

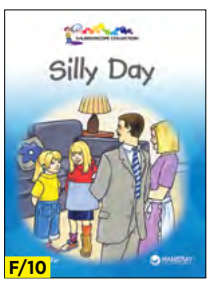


Quills
Item # S4125R **$4.25**
6-Pk # P4125R **$25.50**



Sam's Birthday
Item # S3180R **$4.25**
6-Pk # P3180R **$25.50**

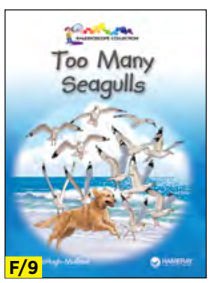
Shoes Come in Twos
Item # S5597R **$4.25**
6-Pk # P5597R **$25.50**



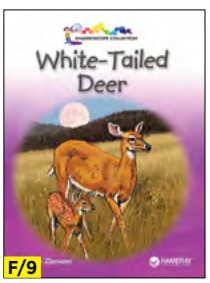
Silly Day
Item # S3357R **$4.25**
6-Pk # P3357R **$25.50**

Spider Sandwich
Item # S3333R **$4.25**
6-Pk # P3333R **$25.50**

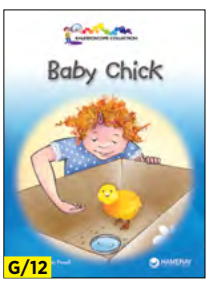
A Surprise for Mia
Item # S4200R **$4.25**
6-Pk # P4200R **$25.50**



Too Many Seagulls
Item # S4255R **$4.25**
6-Pk # P4255R **$25.50**

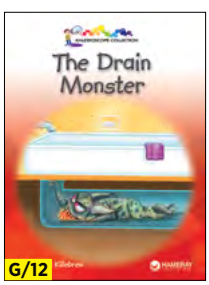


White-Tailed Deer
Item # S4309R **$4.25**
6-Pk # P4309R **$25.50**



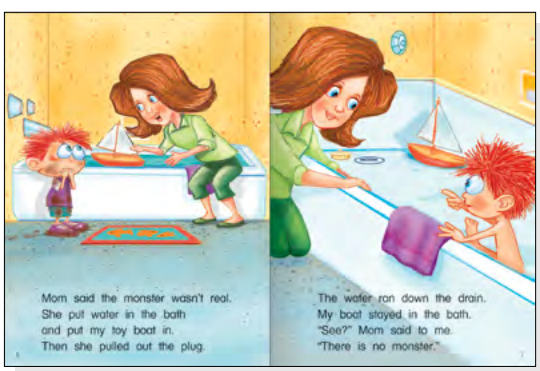
Baby Chick
Item # S5900R **$4.25**
6-Pk # P5900R **$25.50**

Cross-Country Skiing
Item # S3890R **$4.25**
6-Pk # P3890R **$25.50**



The Drain Monster
Item # S5696R **$4.25**
6-Pk # P5696R **$25.50**

Enjoying... with Mom
Item # S3920R **$4.25**
6-Pk # P3920R **$25.50**



Sample pages from *The Drain Monster*

Select titles available in a big book format—go to ***pages 39–43***

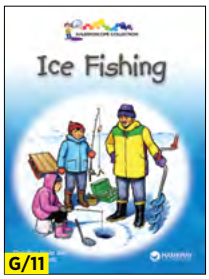
KALEIDOSCOPE COLLECTION

FICTION TEXTS

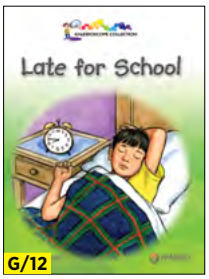
Build Fluency | Acquire Vocabulary | Levels G–K

The Glove
Item # S5641R **$4.25**
6-Pk # P5641R **$25.50**

Hurricane Dog
Item # S3272R **$4.25**
6-Pk # P3272R **$25.50**



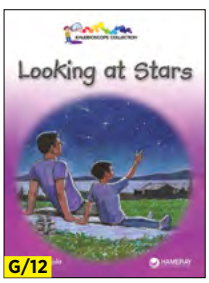
Ice Fishing
Item # S4040R **$4.25**
6-Pk # P4040R **$25.50**



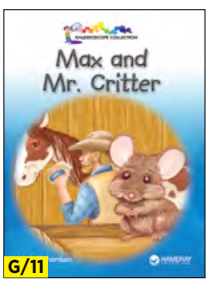
Late for School
Item # S4057R **$4.25**
6-Pk # P4057R **$25.50**

Little Red Lizard
Item # S5689R **$4.25**
6-Pk # P5689R **$25.50**

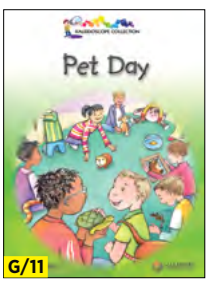
Also in Spanish.
See pages **173–181**



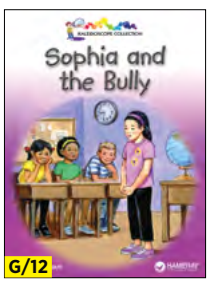
Looking at Stars
Item # S5436R **$4.25**
6-Pk # P5436R **$25.50**



Max and Mr. Critter
Item # S4088R **$4.25**
6-Pk # P4088R **$25.50**



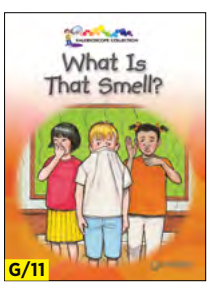
Pet Day
Item # S5740R **$4.25**
6-Pk # P5740R **$25.50**



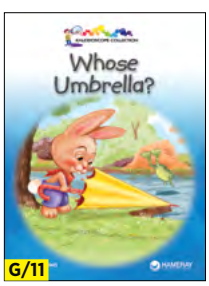
Sophia and the Bully
Item # S4194R **$4.25**
6-Pk # P4194R **$25.50**

The Thief
Item # S4217R **$4.25**
6-Pk # P4217R **$25.50**

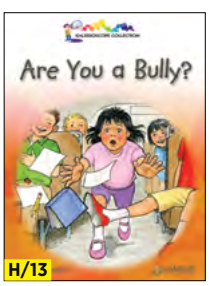
The Very Stinky Bug
Item # S5382R **$4.25**
6-Pk # P5382R **$25.50**



What Is That Smell?
Item # S5665R **$4.25**
6-Pk # P5665R **$25.50**

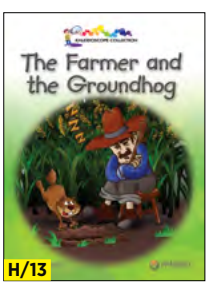


Whose Umbrella?
Item # S5375R **$4.25**
6-Pk # P5375R **$25.50**



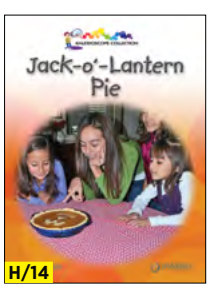
Are You a Bully?
Item # S5405R **$4.25**
6-Pk # P5405R **$25.50**

Dash's First Snow
Item # S3913R **$4.25**
6-Pk # P3913R **$25.50**

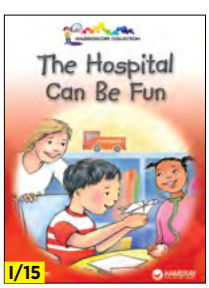


The Farmer... Groundhog
Item # S5917R **$4.25**
6-Pk # P5917R **$25.50**

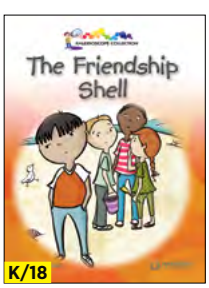
Get Mom!
Item # S5658R **$4.25**
6-Pk # P5658R **$25.50**



Jack-o'-Lantern Pie
Item # S5443R **$4.25**
6-Pk # P5443R **$25.50**



The Hospital Can Be Fun
Item # S5948R **$4.25**
6-Pk # P5948R **$25.50**



The Friendship Shell
Item # S3951R **$4.25**
6-Pk # P3951R **$25.50**

Sample pages from *Sophia and the Bully*

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INFORMATIONAL TEXTS

Build Fluency | Acquire Vocabulary | Levels A–C

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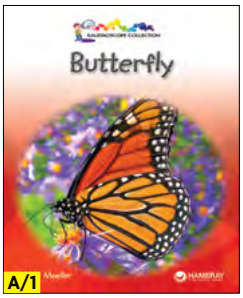
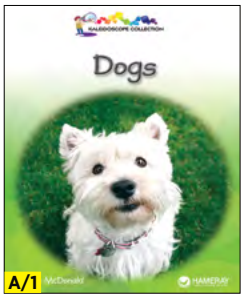


Butterfly
Item # S5450R $4.25
6-Pk # P5450R $25.50

Chomp!
Item # S7589R $4.25
6-Pk # P7589R $25.50



Dogs
Item # S7718R $4.25
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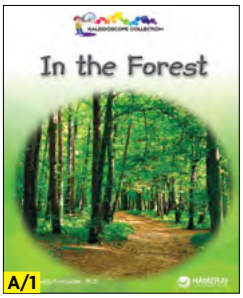
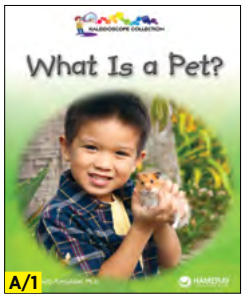
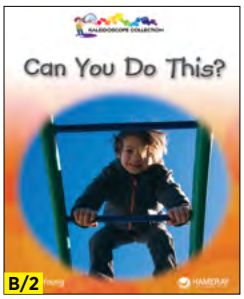


In the Forest
Item # S7831R $4.25
6-Pk # P7831R $25.50

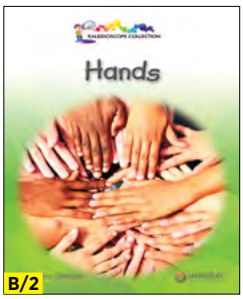


What Is a Pet?
Item # S7855R $4.25
6-Pk # P7855R $25.50



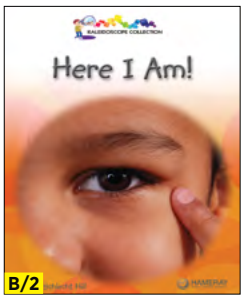
Can You Do This?
Item # S7756R $4.25
6-Pk # P7756R $25.50

Friends Together!
Item # S7800R $4.25
6-Pk # P7800R $25.50



Hands
Item # S5580R $4.25
6-Pk # P5580R $25.50

Help Me!
Item # S7602R $4.25
6-Pk # P7602R $25.50



Here I Am!
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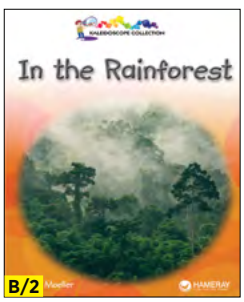
6-Pk # P5573R $25.50



In the Rainforest
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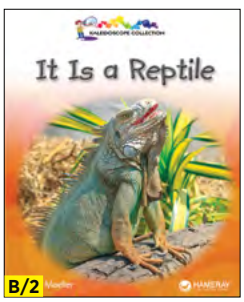
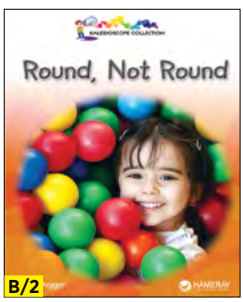


It Is a Reptile
Item # S7619R $4.25
6-Pk # P7619R $25.50

It Is an Insect
Item # S7626R $4.25
6-Pk # P7626R $25.50



Round, Not Round
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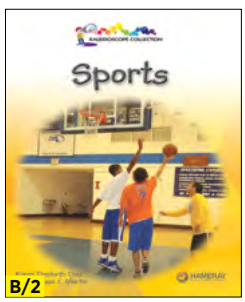

Sports
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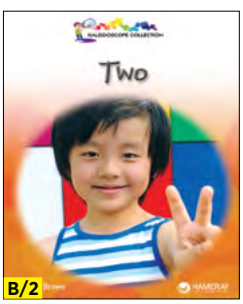

Two
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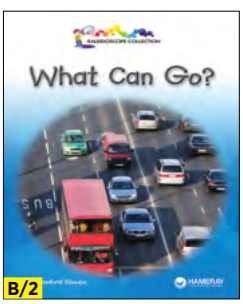
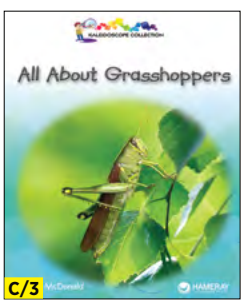


What Can Go?
Item # S5603R $4.25
6-Pk # P5603R $25.50



All About Grasshoppers
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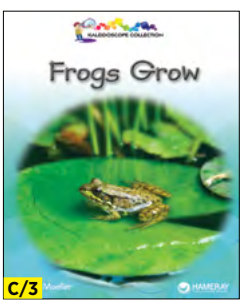

Frogs Grow
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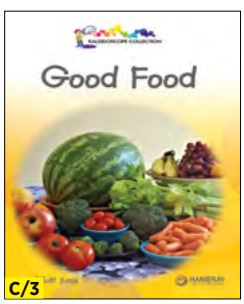

Good Food
Item # S3432R $4.25
6-Pk # P3432R $25.50

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KALEIDOSCOPE COLLECTION

INFORMATIONAL TEXTS

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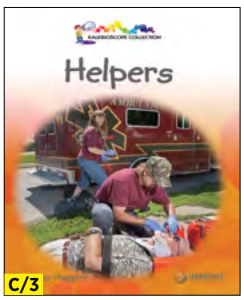

Helpers
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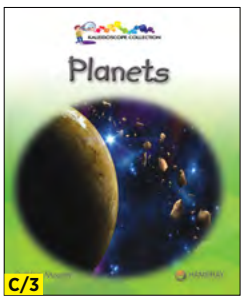

Planets
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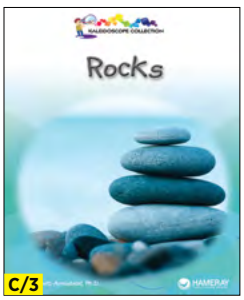
6-Pk # P4149R $25.50



Rocks
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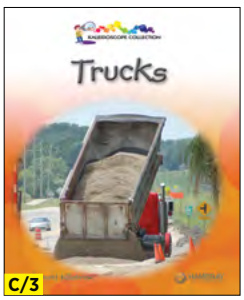
6-Pk # P7848R $25.50



Trucks
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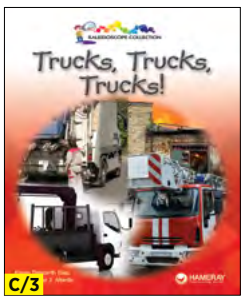
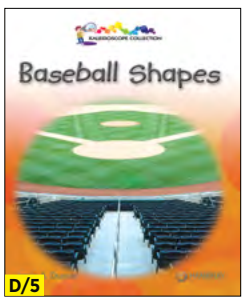


Trucks, Trucks, Trucks!
Item # S5634R $4.25
6-Pk # P5634R $25.50



Baseball Shapes
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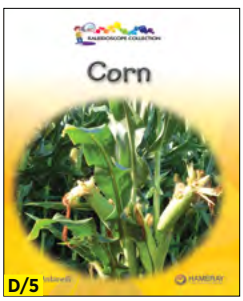
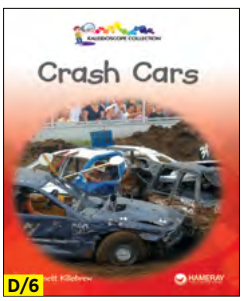
6-Pk # P3852R $25.50

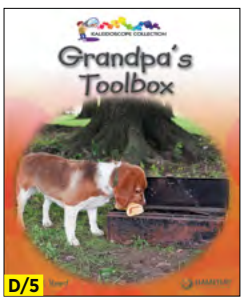


Corn
Item # S3883R $4.25
6-Pk # P3883R $25.50



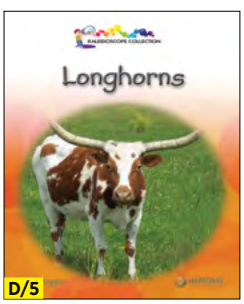
Crash Cars
Item # S3159R $4.25
6-Pk # P3159R $25.50

Four Seasons
Item # S3944R $4.25
6-Pk # P3944R $25.50

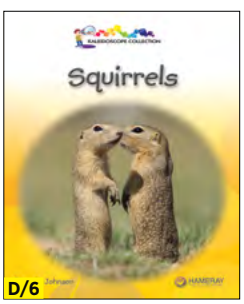


Grandpa's Toolbox
Item # S3074R $4.25
6-Pk # P3074R $25.50

Hot and Cold
Item # S3982R $4.25
6-Pk # P3982R $25.50



Longhorns
Item # S5788R $4.25
6-Pk # P5788R $25.50



Squirrels
Item # S5849R $4.25
6-Pk # P5849R $25.50

Tools
Item # S5467R $4.25
6-Pk # P5467R $25.50

We Recycle
Item # S3456R $4.25
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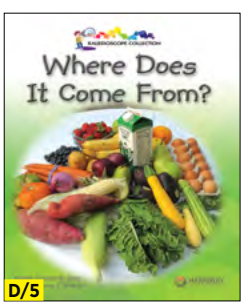
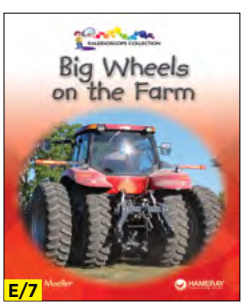


Where Does It Come From?
Item # S4293R $4.25
6-Pk # P4293R $25.50

Where Does It Live?
Item # S4286R $4.25
6-Pk # P4286R $25.50



Big Wheels on the Farm
Item # S5474R $4.25
6-Pk # P5474R $25.50

I Can Use Technology
Item # S4019R $4.25
6-Pk # P4019R $25.50

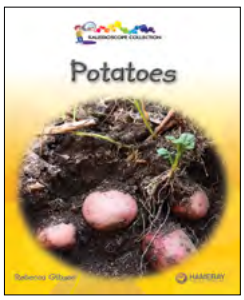
Also in Spanish.
See pages **173–181**

*To view pricing for complete collections and reading sets, go to **page 102***

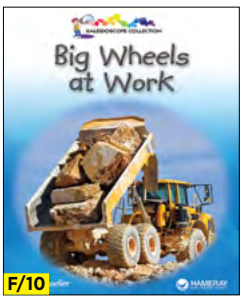
INFORMATIONAL TEXTS

Build Fluency | Acquire Vocabulary | Levels E–J

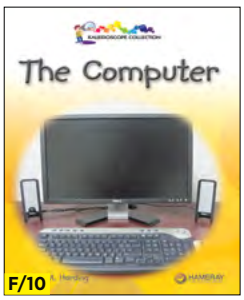
KALEIDOSCOPE COLLECTION



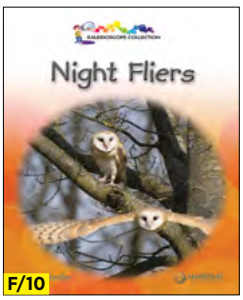
Potatoes
Item # S5801R **$4.25**
6-Pk # P5801R **$25.50**



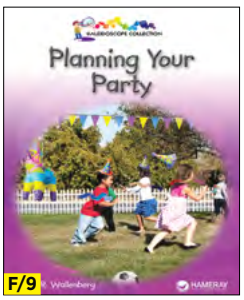
Big Wheels at Work
Item # S5498R **$4.25**
6-Pk # P5498R **$25.50**



The Computer
Item # S3876R **$4.25**
6-Pk # P3876R **$25.50**

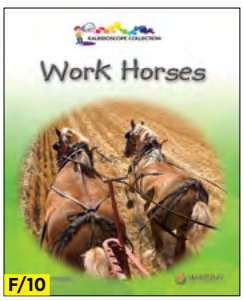


Night Fliers
Item # S5481R **$4.25**
6-Pk # P5481R **$25.50**

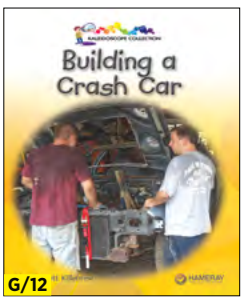


Planning Your Party
Item # S5719R **$4.25**
6-Pk # P5719R **$25.50**

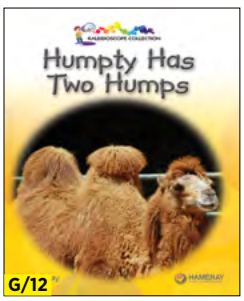
Service Dogs
Item # S4170R **$4.25**
6-Pk # P4170R **$25.50**



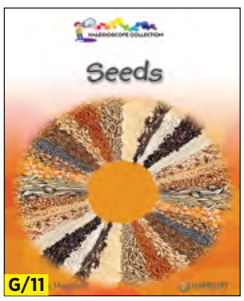
Work Horses
Item # S5856R **$4.25**
6-Pk # P5856R **$25.50**



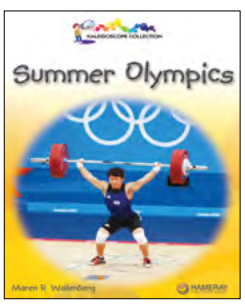
Building a Crash Car
Item # S3869R **$4.25**
6-Pk # P3869R **$25.50**



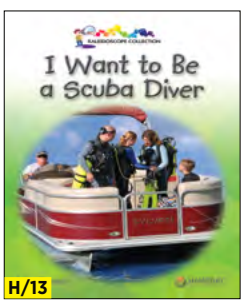
Humpty Has Two Humps
Item # S4002R **$4.25**
6-Pk # P4002R **$25.50**



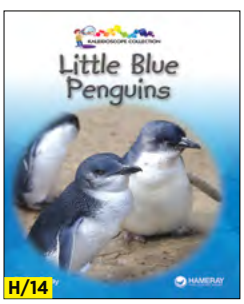
Seeds
Item # S5542R **$4.25**
6-Pk # P5542R **$25.50**



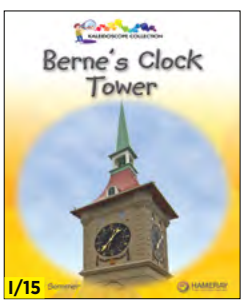
Summer Olympics
Item # S5726R **$4.25**
6-Pk # P5726R **$25.50**



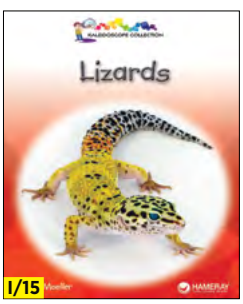
I Want to Be a Scuba Diver
Item # S5429R **$4.25**
6-Pk # P5429R **$25.50**



Little Blue Penguins
Item # S4064R **$4.25**
6-Pk # P4064R **$25.50**



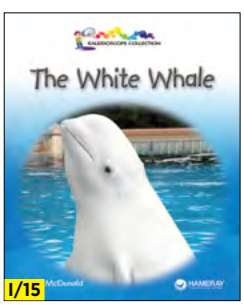
Berne's Clock Tower
Item # S5412R **$4.25**
6-Pk # P5412R **$25.50**



Lizards
Item # S5504R **$4.25**
6-Pk # P5504R **$25.50**

Our New School
Item # S4118R **$4.25**
6-Pk # P4118R **$25.50**

Polar Bears
Item # S5870R **$4.25**
6-Pk # P5870R **$25.50**

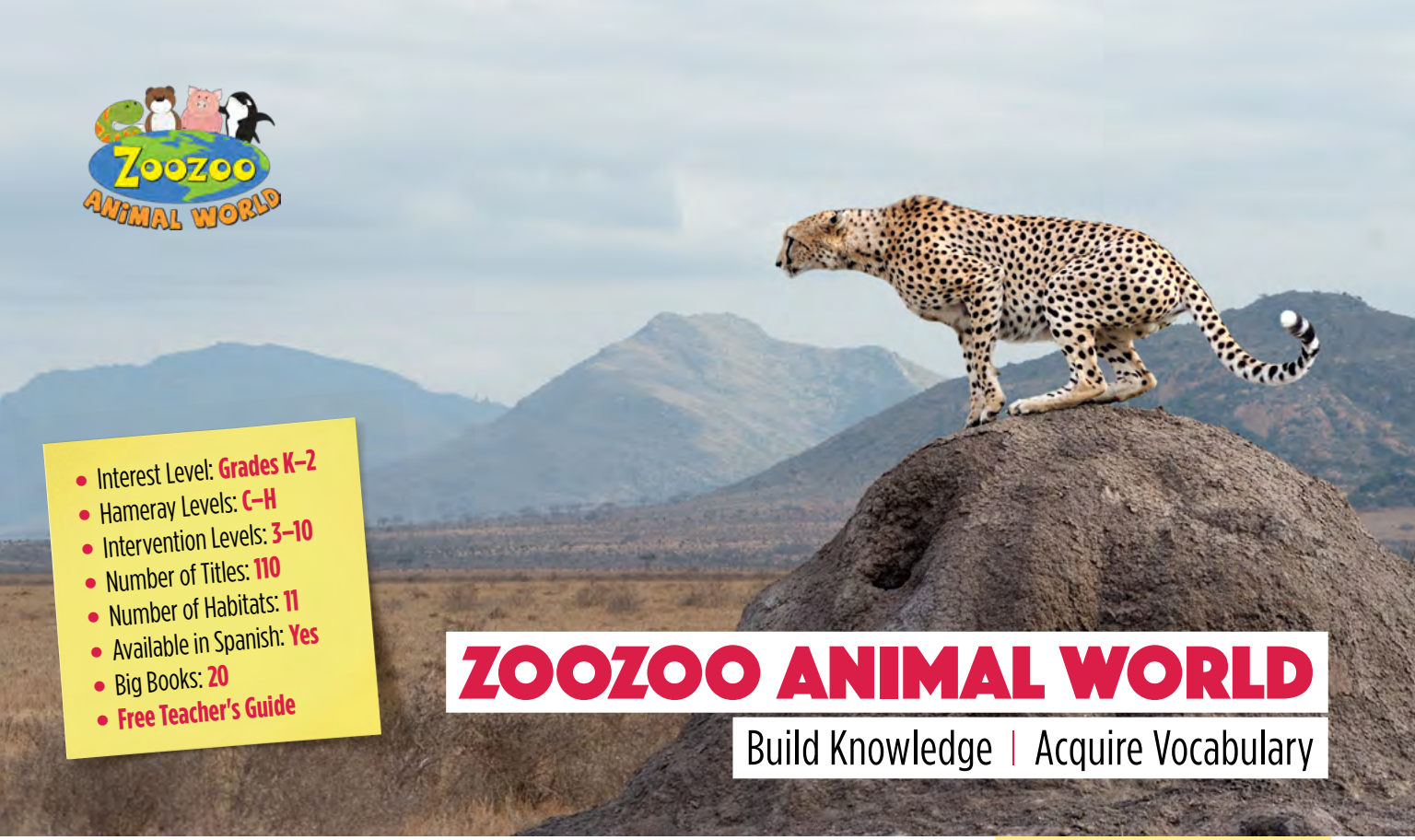


The White Whale
Item # S5863R **$4.25**
6-Pk # P5863R **$25.50**

Amazing Otters
Item # S3838R **$4.25**
6-Pk # P3838R **$25.50**

Also in Spanish.
See pages **173–181**

*To view pricing for complete collections and reading sets, go to **page 102***



- Interest Level: **Grades K–2**
- Hameray Levels: **C–H**
- Intervention Levels: **3–10**
- Number of Titles: **110**
- Number of Habitats: **11**
- Available in Spanish: **Yes**
- Big Books: **20**
- **Free Teacher's Guide**

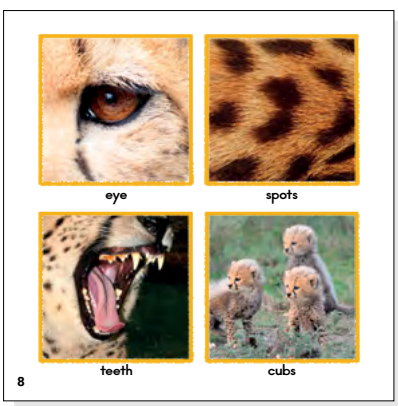
ZOOZOO ANIMAL WORLD

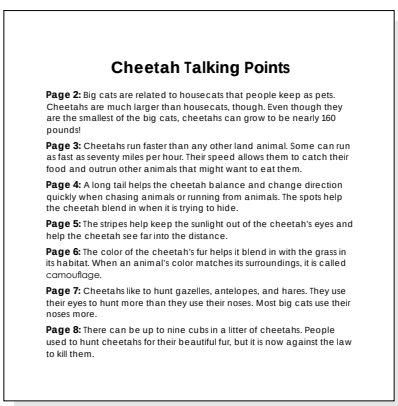
Build Knowledge | Acquire Vocabulary

This series explores the lives of 110 incredibly interesting animals—the wacky and the weird, the cute and the creepy, the fearsome and the fuzzy—organized by habitat. **Improve comprehension and extend literacy learning with free downloadable teacher's guide and reading comprehension worksheets–see examples on page 119!**

Every book is illustrated with stunning photos that will keep your students turning the pages and wanting to see and learn more!

Animal Vocabulary Chart and Teacher Talking Points





Cheetah Talking Points

Page 2: Big cats are related to housecats that people keep as pets. Cheetahs are much larger than housecats, though. Even though they are the smallest of the big cats, cheetahs can grow to be nearly 160 pounds!

Page 3: Cheetahs run faster than any other land animal. Some can run as fast as seventy miles per hour. Their speed allows them to catch their food and outrun other animals that might want to eat them.

Page 4: A long tail helps the cheetah balance and change direction quickly when chasing animals or running from animals. The spots help the cheetah blend in when it is trying to hide.

Page 5: The stripes help keep the sunlight out of the cheetah's eyes and help the cheetah see far into the distance.

Page 6: The color of the cheetah's fur helps it blend in with the grass in its habitat. When an animal's color matches its surroundings, it is called camouflage.

Page 7: Cheetahs like to hunt gazelles, antelopes, and hares. They use their eyes to hunt more than they use their noses. Most big cats use their noses more.

Page 8: There can be up to nine cubs in a litter of cheetahs. People used to hunt cheetahs for their beautiful fur, but it is now against the law to kill them.

DID YOU KNOW?

SAMPLE TALKING POINT:

Cheetahs run faster than any other land animal. Some can run as fast as seventy miles per hour.

Animal World Complete Set (110 TITLES)	Item # C158XXR	**$467.50**
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INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | K–2

ARCTIC HABITAT

Arctic Fox
Item # S6617R $4.25
6-Pk # P6617R $25.50

Killer Whale
Item # S6624R $4.25
6-Pk # P6624R $25.50

Musk Ox
Item # S2656R $4.25
6-Pk # P2656R $25.50

Polar Bear
Item # S6631R $4.25
6-Pk # P6631R $25.50

Puffin
Item # S6648R $4.25
6-Pk # P6648R $25.50

Reindeer
Item # S2700R $4.25
6-Pk # P2700R $25.50

Snowshoe Hare
Item # S2748R $4.25
6-Pk # P2748R $25.50

Snowy Owl
Item # S2755R $4.25
6-Pk # P2755R $25.50

Walrus
Item # S6655R $4.25
6-Pk # P6655R $25.50

Wolverine
Item # S2830R $4.25
6-Pk # P2830R $25.50

Sample pages from *Reindeer*

Zoozoo AW Arctic Sampler Set (1 COPY OF 10 ARCTIC TITLES) Item # C5718R **$42.50**

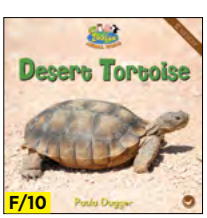
Zoozoo AW Arctic Sampler Set 6-Packs (10 ARCTIC TITLES x 6 COPIES) Item # C5794R **$250.00**

DESERT HABITAT

Armadillo
Item # S2472R $4.25
6-Pk # P2472R $25.50

Camel
Item # S4991R $4.25
6-Pk # P5196R $25.50

Coyote
Item # S5004R $4.25
6-Pk # P5202R $25.50



Desert Tortoise
Item # S2526R $4.25
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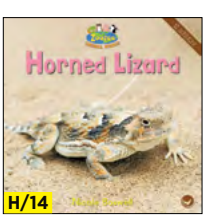

Horned Lizard
Item # S2687R $4.25
6-Pk # P2687R $25.50

Meerkat
Item # S2649R $4.25
6-Pk # P2649R $25.50

Ostrich
Item # S5011R $4.25
6-Pk # P5219R $25.50

Red-Tailed Hawk
Item # S2694R $4.25
6-Pk # P2694R $25.50

Scorpion
Item # S5028R $4.25
6-Pk # P5226R $25.50

Tarantula
Item # S5035R $4.25
6-Pk # P5233R $25.50

Sample pages from *Armadillo*

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Zoozoo AW Desert Sampler Set 6-Packs (10 DESERT TITLES x 6 COPIES) Item # C5800R **$250.00**

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FREE DOWNLOADABLE TEACHER'S GUIDE
HamerayPublishing.com/TG

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | K–2

FARM HABITAT

Alpaca
Item # S2458R $4.25
6-Pk # P2458R $25.50

Chicken
Item # S6518R $4.25
6-Pk # P6518R $25.50

Cow
Item # S6525R $4.25
6-Pk # P6525R $25.50

Donkey
Item # S2533R $4.25
6-Pk # P2533R $25.50

Goat
Item # S2557R $4.25
6-Pk # P2557R $25.50

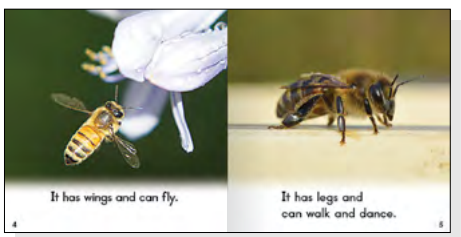
Honeybee
Item # S2588R $4.25
6-Pk # P2588R $25.50

Horse
Item # S6532R $4.25
6-Pk # P6532R $25.50

Pig
Item # S6549R $4.25
6-Pk # P6549R $25.50

Sheep
Item # S6556R $4.25
6-Pk # P6556R $25.50

Turkey
Item # S2793R $4.25
6-Pk # P2793R $25.50



Sample pages from *Honeybee*

Zoozoo AW Farm Sampler Set (1 COPY OF 10 FARM TITLES) Item # C5732R **$42.50**

Zoozoo AW Farm Sampler Set 6-Packs (10 FARM TITLES x 6 COPIES) Item # C5817R **$250.00**

FOREST HABITAT

Badger
Item # S2489R $4.25
6-Pk # P2489R $25.50

Bald Eagle
Item # S6563R $4.25
6-Pk # P6563R $25.50

Brown Bear
Item # S6570R $4.25
6-Pk # P6570R $25.50

Chipmunk
Item # S2502R $4.25
6-Pk # P2502R $25.50

Deer
Item # S6587R $4.25
6-Pk # P6587R $25.50

Gray Wolf
Item # S2564R $4.25
6-Pk # P2564R $25.50

Hedgehog
Item # S2571R $4.25
6-Pk # P2571R $25.50

Moose
Item # S6594R $4.25
6-Pk # P6594R $25.50

Owl
Item # S6600R $4.25
6-Pk # P6600R $25.50

Porcupine
Item # S2663R $4.25
6-Pk # P2663R $25.50

Sample pages from *Chipmunk*

Zoozoo AW Forest Sampler Set (1 COPY OF 10 FOREST TITLES) Item # C5749R **$42.50**

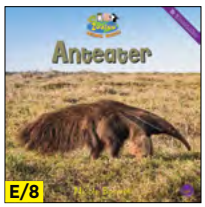
Zoozoo AW Forest Sampler Set 6-Packs (10 FOREST TITLES x 6 COPIES) Item # C5824R **$250.00**

For complete set pricing, go to ***page 113***

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | K–2

GRASSLANDS HABITAT



Anteater
Item # S2465R $4.25
6-Pk # P2465R $25.50

Buffalo
Item # S5141R $4.25
6-Pk # P5349R $25.50

Cheetah
Item # S5158R $4.25
6-Pk # P5356R $25.50

Hyena
Item # S2595R $4.25
6-Pk # P2595R $25.50

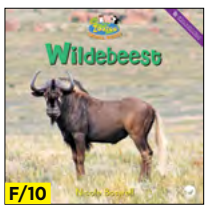
Prairie Dog
Item # S5165R $4.25
6-Pk # P5363R $25.50

Rabbit
Item # S5172R $4.25
6-Pk # P5370R $25.50

Rhinoceros
Item # S5189R $4.25
6-Pk # P5387R $25.50

Warthog
Item # S2809R $4.25
6-Pk # P2809R $25.50

Weasel
Item # S2816R $4.25
6-Pk # P2816R $25.50



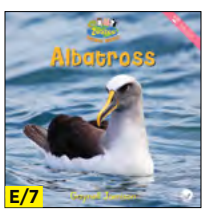
Wildebeest
Item # S2823R $4.25
6-Pk # P2823R $25.50

Sample pages from *Warthog*

Zoozoo AW Grasslands Sampler Set (1 COPY OF 10 GRASSLANDS TITLES) Item # C5756R **$42.50**

Zoozoo AW Grasslands Sampler Set 6-Packs (10 GRASSLANDS TITLES x 6 COPIES) Item # C5831R **$250.00**

ISLAND HABITAT



Albatross
Item # S10325R $4.25
6-Pk # P10325R $25.50

Chameleon
Item # S10331R $4.25
6-Pk # P10331R $25.50

Dingo
Item # S10333R $4.25
6-Pk # P10333R $25.50

Kiwi
Item # S10340R $4.25
6-Pk # P10340R $25.50

Koala
Item # S10341R $4.25
6-Pk # P10341R $25.50

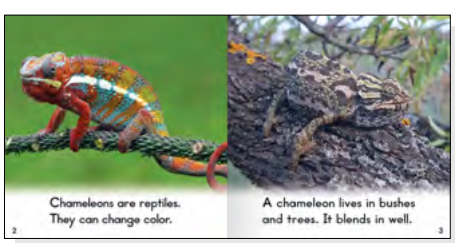
Komodo Dragon
Item # S10342R $4.25
6-Pk # P10342R $25.50

Lemur
Item # S10343R $4.25
6-Pk # P10343R $25.50

Platypus
Item # S10349R $4.25
6-Pk # P10349R $25.50

Tasmanian Devil
Item # S10352R $4.25
6-Pk # P10352R $25.50

Wallaby
Item # S10354R $4.25
6-Pk # P10354R $25.50



Sample pages from *Chameleon*

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INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | K–2

MOUNTAIN HABITAT

Bighorn Sheep
Item # S5097R **$4.25**
6-Pk # P5295R **$25.50**

Condor
Item # S5103R **$4.25**
6-Pk # P5301R **$25.50**

Elk
Item # S2540R **$4.25**
6-Pk # P2540R **$25.50**

Giant Panda
Item # S5110R **$4.25**
6-Pk # P5318R **$25.50**

Ibex
Item # S2601R **$4.25**
6-Pk # P2601R **$25.50**

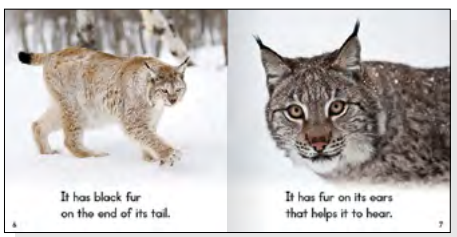
Llama
Item # S2625R **$4.25**
6-Pk # P2625R **$25.50**

Lynx
Item # S2632R **$4.25**
6-Pk # P2632R **$25.50**

Mountain Goat
Item # S5127R **$4.25**
6-Pk # P5325R **$25.50**

Snow Leopard
Item # S5134R **$4.25**
6-Pk # P5332R **$25.50**

Yak
Item # S2847R **$4.25**
6-Pk # P2847R **$25.50**



Sample pages from *Lynx*

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Zoozoo AW Mountain Sampler Set 6-Packs (10 MOUNTAIN TITLES x 6 COPIES) Item # C5848R **$250.00**

OCEAN HABITAT

Crab
Item # S2519R **$4.25**
6-Pk # P2519R **$25.50**

Dolphin
Item # S5042R **$4.25**
6-Pk # P5240R **$25.50**

Octopus
Item # S5059R **$4.25**
6-Pk # P5257R **$25.50**

Puffer Fish
Item # S2670R **$4.25**
6-Pk # P2670R **$25.50**

Seal
Item # S2724R **$4.25**
6-Pk # P2724R **$25.50**

Sea Turtle
Item # S5066R **$4.25**
6-Pk # P5264R **$25.50**

Sea Urchin
Item # S2717R **$4.25**
6-Pk # P2717R **$25.50**

Seahorse
Item # S5073R **$4.25**
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Shark
Item # S5080R **$4.25**
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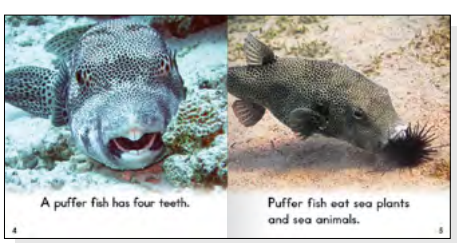
Stingray
Item # S2779R **$4.25**
6-Pk # P2779R **$25.50**



Sample pages from *Puffer Fish*

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Zoozoo AW Ocean Sampler Set 6-Packs (10 OCEAN TITLES x 6 COPIES) Item # C5855R **$250.00**

For complete set pricing, go to ***page 113***

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | K–2

Zoozoo Animal World

RAINFOREST HABITAT

Bat
Item # S6464R **$4.25**
6-Pk # P6464R **$25.50**

Butterfly
Item # S6471R **$4.25**
6-Pk # P6471R **$25.50**

Chimpanzee
Item # S2496R **$4.25**
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Crocodile
Item # S6488R **$4.25**
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Gorilla
Item # S6495R **$4.25**
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Jaguar
Item # S2618R **$4.25**
6-Pk # P2618R **$25.50**

Sloth
Item # S2731R **$4.25**
6-Pk # P2731R **$25.50**

Snake
Item # S6501R **$4.25**
6-Pk # P6501R **$25.50**

Spider Monkey
Item # S2762R **$4.25**
6-Pk # P2762R **$25.50**

Toucan
Item # S2786R **$4.25**
6-Pk # P2786R **$25.50**

Sample pages from *Sloth*

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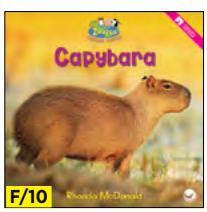
RIVER HABITAT

Anaconda
Item # S10326R **$4.25**
6-Pk # P10326R **$25.50**

Beaver
Item # S10327R **$4.25**
6-Pk # P10327R **$25.50**

Caiman
Item # S10328R **$4.25**
6-Pk # P10328R **$25.50**



Capybara
Item # S10329R **$4.25**
6-Pk # P10329R **$25.50**

Catfish
Item # S10330R **$4.25**
6-Pk # P10330R **$25.50**

Crayfish
Item # S10332R **$4.25**
6-Pk # P10332R **$25.50**

Dragonfly
Item # S10334R **$4.25**
6-Pk # P10334R **$25.50**

Kingfisher
Item # S10339R **$4.25**
6-Pk # P10339R **$25.50**

Piranha
Item # S10348R **$4.25**
6-Pk # P10348R **$25.50**

Trout
Item # S10353R **$4.25**
6-Pk # P10353R **$25.50**

Sample pages from *Kingfisher*

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Zoozoo AW River Sampler Set 6-Packs (10 RIVER TITLES x 6 COPIES) Item # L10019R **$250.00**

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WETLAND HABITAT

Duck
Item # S10335R $4.25
6-Pk # P10335R $25.50

Fishing Cat
Item # S10336R $4.25
6-Pk # P10336R $25.50

Flamingo
Item # S10337R $4.25
6-Pk # P10337R $25.50

Heron
Item # S10338R $4.25
6-Pk # P10338R $25.50

Manatee
Item # S10344R $4.25
6-Pk # P10344R $25.50

Mosquito
Item # S10345R $4.25
6-Pk # P10345R $25.50

Muskrat
Item # S10346R $4.25
6-Pk # P10346R $25.50

Pelican
Item # S10347R $4.25
6-Pk # P10347R $25.50

Salamander
Item # S10350R $4.25
6-Pk # P10350R $25.50

Shrimp
Item # S10351R $4.25
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Sample pages from *Fishing Cat*

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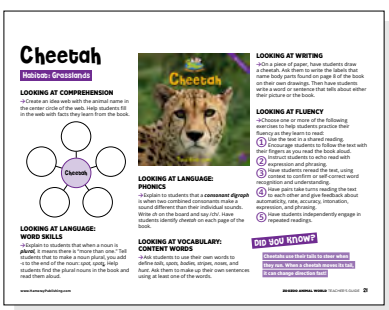
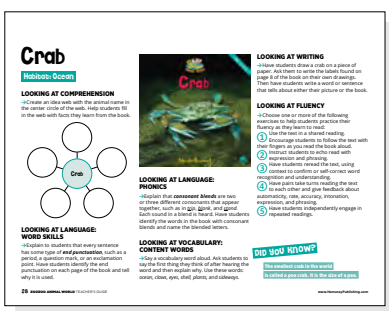
Improve Comprehension and Extend Literacy Learning





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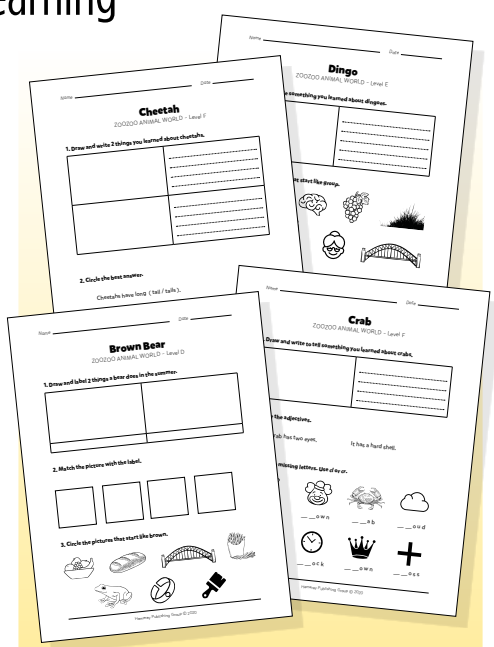

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STEM EXPLORATIONS

Build Knowledge | Acquire Vocabulary | Develop Comprehension

- Interest Level: **Grades 1–3**
- Hameray Levels: **H–K**
- Intervention Levels: **14–18**
- Number of Titles: **26**
- Available in Spanish: **Yes**

SUPPORT CROSS-CURRICULAR LEARNING WITH STEM
~ 26 INFORMATIONAL TEXTS FOR GRADES 1–3 ~

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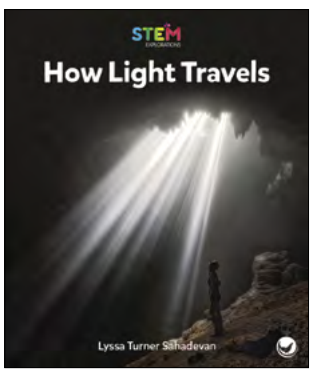
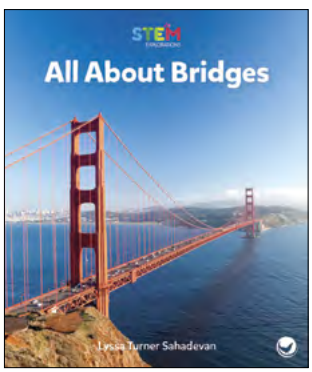


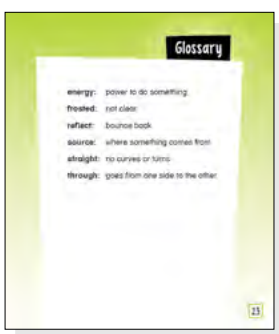
TECHNOLOGY

ENGINEERING



MATHEMATICS

Build Scientific Knowledge & Acquire Vocabulary



Sample pages from *How Light Travels*

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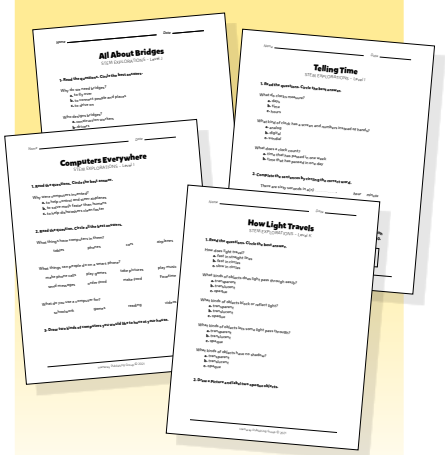
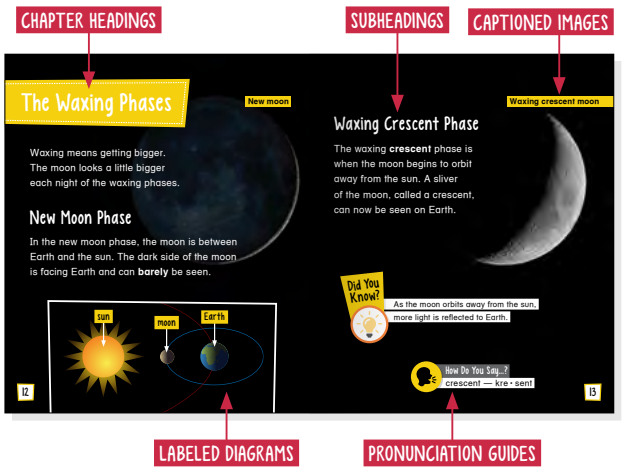


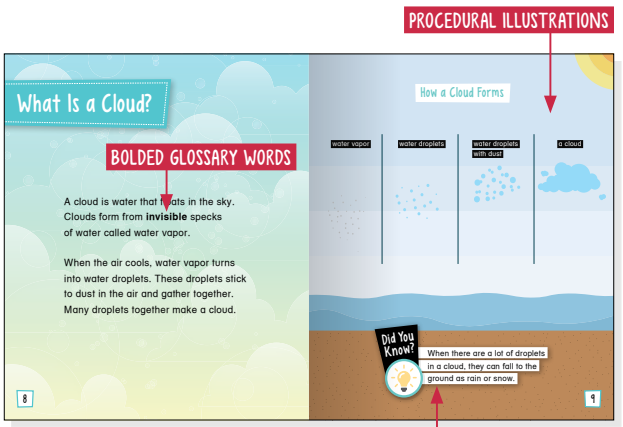
STEM EXPLORATIONS

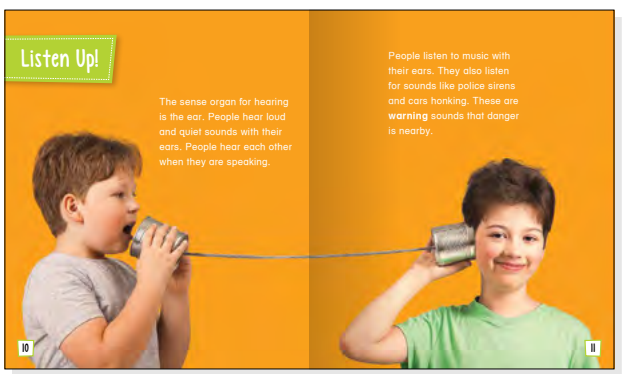
INFORMATIONAL TEXTS

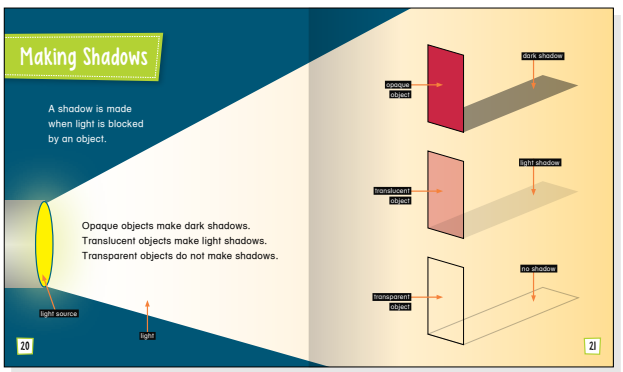
Build Knowledge | Acquire Vocabulary | Grades 1–3

Enhance Comprehension with Nonfiction Text Features









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- Aligned to Next Generation Science Standards (NGSS)
- 26 leveled readers for Grades 1–2 (Levels H–K)
- Informational text features help students develop important reading skills
- Interrelated topics offer deep content learning across the series
- Objective scientific writing
- Stunning visuals and rich text-to-picture correlation

NONFICTION TEXT FEATURES:

- Table of contents, glossary, and index
- Chapter headings and sub-headings
- Clearly labeled, easy-to-follow diagrams, and well-captioned images
- Helpful pronunciation guides
- Fact boxes and callouts highlight special information

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INFORMATIONAL TEXTS

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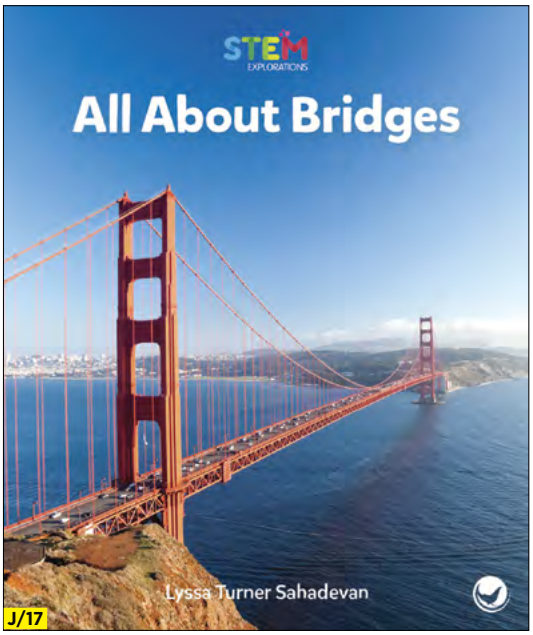

All About Bridges

Item # S10211R	**$5.50**
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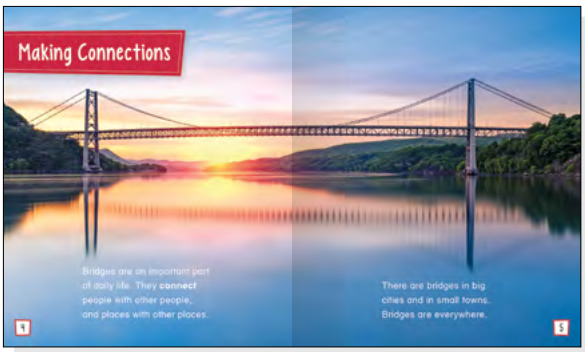

Sample pages from *All About Bridges*

Sample pages from *All About Bridges*

All About Rain

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Clouds and the Weather

Item # S10233R	**$5.50**
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Computers Everywhere

Item # S10215R	**$5.50**
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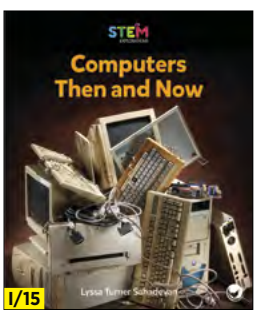

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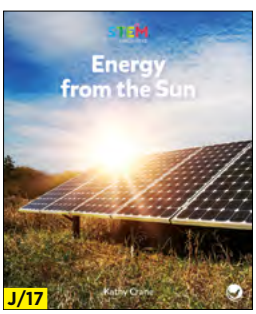

Energy from the Sun

Item # S10216R	**$5.50**
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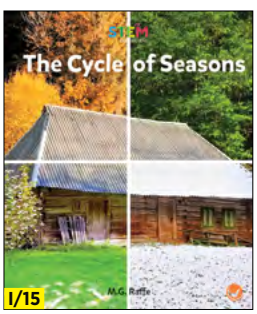

The Cycle of Seasons

Item # S10223R	**$5.50**
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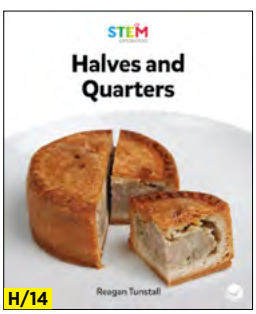

Halves and Quarters

Item # S10218R	**$5.50**
6-Pk # P10218R	**$33.00**

To learn more about series features series, go to ***pages 120–121***

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | Grades 1–3

Available in Spanish
See pages **182–185**

How Light Travels

Item # S10221R	**$5.50**
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Light Energy

Item # S10220R	**$5.50**
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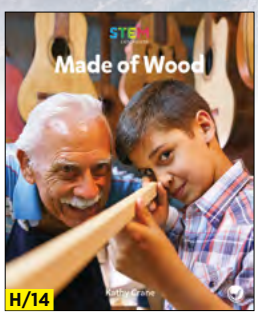

Made of Wood

Item # S10238R	**$5.50**
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Phases of the Moon

Item # S10224R	**$5.50**
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The Right Tools

Item # S10225R	**$5.50**
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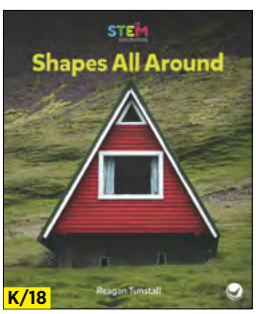

Shapes All Around

Item # S10227R	**$5.50**
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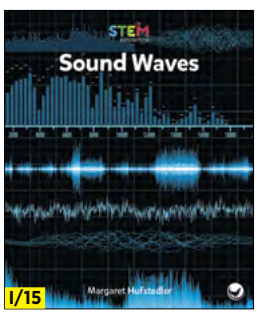

Sound Waves

Item # S10229R	**$5.50**
6-Pk # P10229R	**$33.00**

Sound and Communication

Item # S10228R	**$5.50**
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Telling Time

Item # S10231R	**$5.50**
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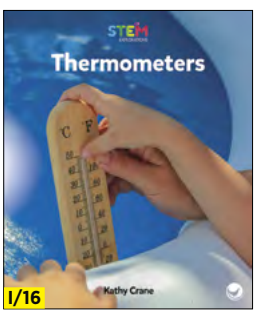

Thermometers

Item # S10232R	**$5.50**
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Thunderstorms

Item # S10237R	**$5.50**
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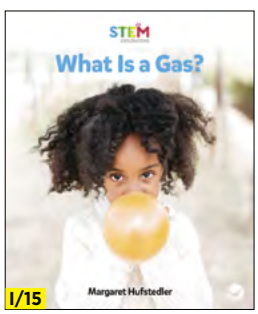
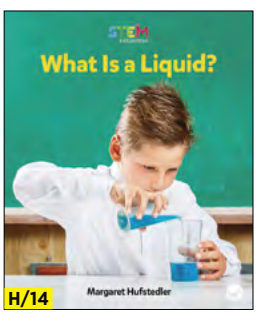
What Are the Five Senses?

Item # S10239R	**$5.50**
6-Pk # P10239R	**$33.00**



What Is a Gas?

Item # S10234R	**$5.50**
6-Pk # P10234R	**$33.00**



What Is a Liquid?

Item # S10235R	**$5.50**
6-Pk # P10235R	**$33.00**

What Is a Solid?

Item # S10236R	**$5.50**
6-Pk # P10236R	**$33.00**

For complete set pricing, go to ***page 121***

MY WORLD COLLECTION

Build Knowledge | Acquire Vocabulary | Pre-K–1

- Interest Level: **Grades Pre-K–1**
- Hameray Levels: **A–F**
- Intervention Levels: **1–9**
- Number of Titles: **60**
- Number of Big Books: **5**
- Available in Spanish: **Yes**
- **Free Teacher's Guide**

My World builds students' knowledge about the world around them with relevant themes like transportation, animals, plants, community, and more! Written for a range of beginning reading abilities (K–1), this series is a terrific way to teach rich content during literacy instruction.

SERIES FEATURES:

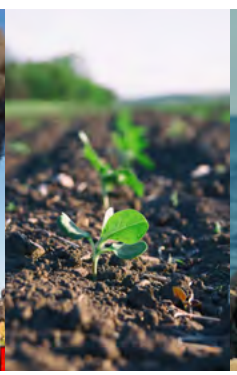
- Books include picture glossary and index
- Two pages of graphic nonfiction features such as maps, diagrams, cutaways, and organizers
- Includes social-emotional theme: *Friends All Around*
- **Free teacher's guide with activity suggestions–see examples on page 129!**

KEY TOPICS AND THEMES FROM THE WORLD OF YOUNG CHILDREN

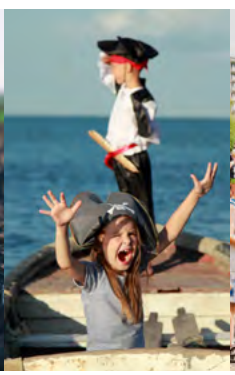
Animals Everywhere

Friends All Around

Going Places



Growing Things

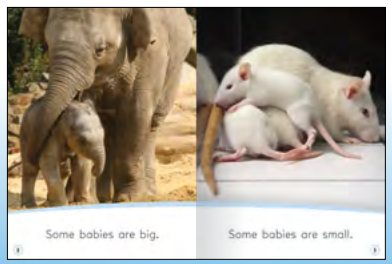


Having Fun

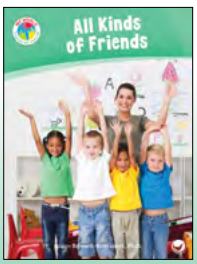
My Community

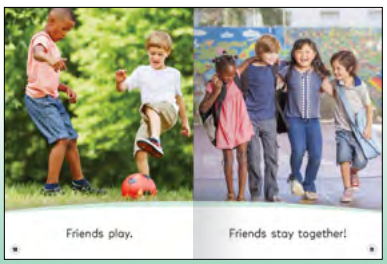
INFORMATIONAL TEXTS
BUILD REAL-WORLD KNOWLEDGE

Science, Social Studies & SEL Themes

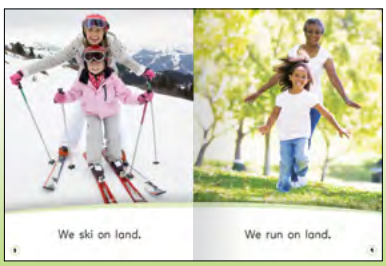


Animals Everywhere

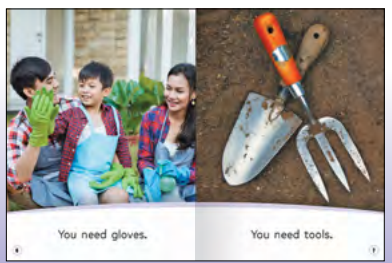




Friends All Around



Going Places

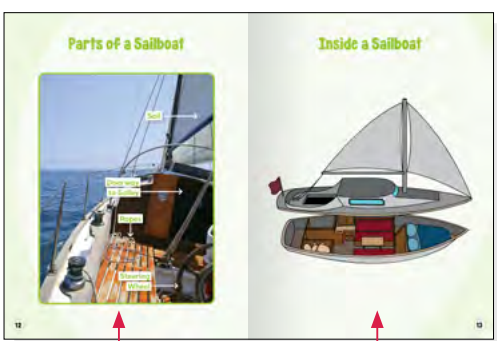


Growing Things

Having Fun

My Community

Sample pages from *Inside a Boat*



Sample pages from *Buildings*

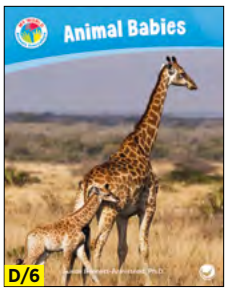
Available in Spanish—see ***pages 193–196***

INFORMATIONAL TEXTS

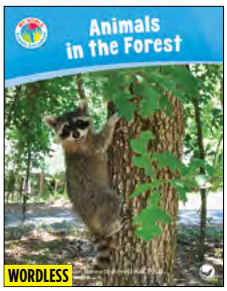
Build Knowledge | Acquire Vocabulary | Pre-K–1

Available in Spanish
See pages 193–196

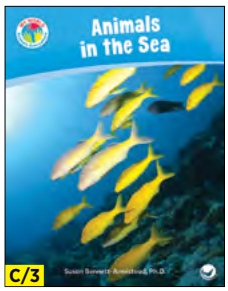
ANIMALS EVERYWHERE THEME



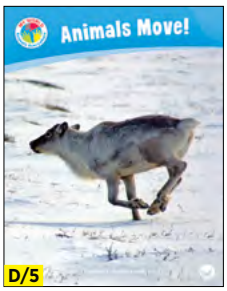
Animal Babies
Item # S5962R **$4.25**
6-Pk # P5962R **$25.50**



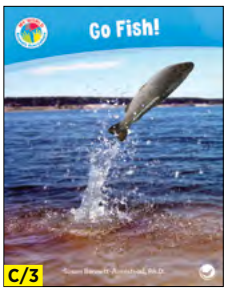
Animals in the Forest
Item # S5979R **$4.25**
6-Pk # P5979R **$25.50**



Animals in the Sea
Item # S5986R **$4.25**
6-Pk # P5986R **$25.50**

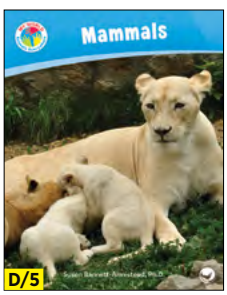


Animals Move!
Item # S5993R **$4.25**
6-Pk # P5993R **$25.50**



Go Fish!
Item # S6006R **$4.25**
6-Pk # P6006R **$25.50**

Insects
Item # S6013R **$4.25**
6-Pk # P6013R **$25.50**



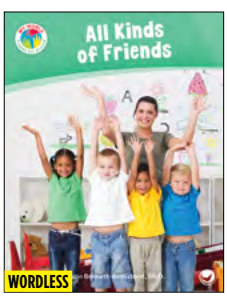
Mammals
Item # S6020R **$4.25**
6-Pk # P6020R **$25.50**

Pets
Item # S6037R **$4.25**
6-Pk # P6037R **$25.50**

Reptiles
Item # S6044R **$4.25**
6-Pk # P6044R **$25.50**

Where Do Animals Live?
Item # S6051R **$4.25**
6-Pk # P6051R **$25.50**

FRIENDS ALL AROUND THEME



All Kinds of Friends
Item # S10355R **$4.25**
6-Pk # P10355R **$25.50**

Animals Are Our Friends
Item # S10356R **$4.25**
6-Pk # P10356R **$25.50**

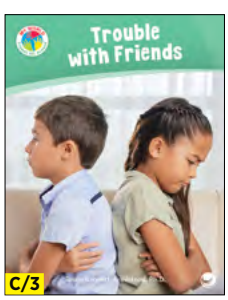
Find a Friend
Item # S10357R **$4.25**
6-Pk # P10357R **$25.50**

Friends Can Be Different
Item # S10358R **$4.25**
6-Pk # P10358R **$25.50**

Fun with Friends
Item # S10359R **$4.25**
6-Pk # P10359R **$25.50**

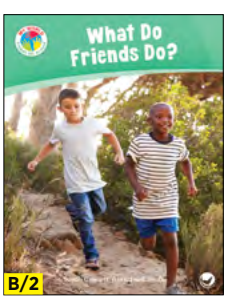
Nature's Friends
Item # S10360R **$4.25**
6-Pk # P10360R **$25.50**

School Friends
Item # S10361R **$4.25**
6-Pk # P10361R **$25.50**



Trouble with Friends
Item # S10362R **$4.25**
6-Pk # P10362R **$25.50**

Understanding Friends
Item # S10363R **$4.25**
6-Pk # P10363R **$25.50**



What Do Friends Do?
Item # S10364R **$4.25**
6-Pk # P10364R **$25.50**

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | Pre-K–1

GOING PLACES THEME

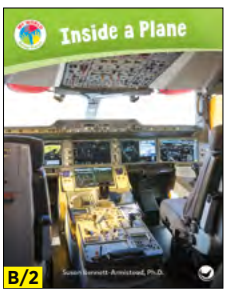
Getting Around in the Air
Item # S6068R **$4.25**
6-Pk # P6068R **$25.50**

Getting Around on Land
Item # S6075R **$4.25**
6-Pk # P6075R **$25.50**

Getting... the Water
Item # S6082R **$4.25**
6-Pk # P6082R **$25.50**

Go Fast! Go Slow!
Item # S6099R **$4.25**
6-Pk # P6099R **$25.50**

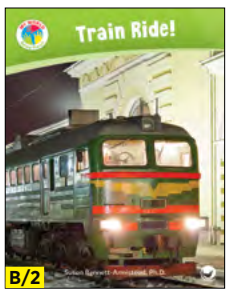
Here We Go!
Item # S6105R **$4.25**
6-Pk # P6105R **$25.50**



Inside a Plane
Item # S6112R **$4.25**
6-Pk # P6112R **$25.50**

Inside a Truck
Item # S6129R **$4.25**
6-Pk # P6129R **$25.50**

On a Boat
Item # S6136R **$4.25**
6-Pk # P6136R **$25.50**



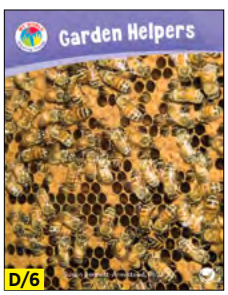
Train Ride!
Item # S6143R **$4.25**
6-Pk # P6143R **$25.50**

Wheels
Item # S6150R **$4.25**
6-Pk # P6150R **$25.50**

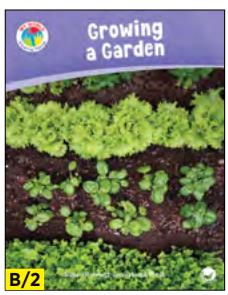
GROWING THINGS THEME

Farmers Grow Food
Item # S6167R **$4.25**
6-Pk # P6167R **$25.50**

From Seeds
Item # S6174R **$4.25**
6-Pk # P6174R **$25.50**



Garden Helpers
Item # S6181R **$4.25**
6-Pk # P6181R **$25.50**



Growing a Garden
Item # S6198R **$4.25**
6-Pk # P6198R **$25.50**

On the Farm
Item # S6204R **$4.25**
6-Pk # P6204R **$25.50**

Planting
Item # S6211R **$4.25**
6-Pk # P6211R **$25.50**

Plants
Item # S6235R **$4.25**
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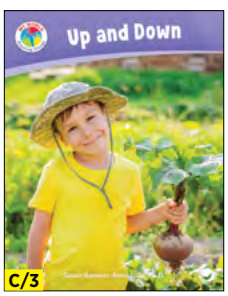


Up and Down
Item # S6242R **$4.25**
6-Pk # P6242R **$25.50**

What Are Plants?
Item # S6228R **$4.25**
6-Pk # P6228R **$25.50**

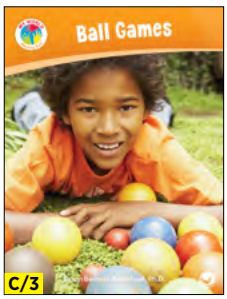
Who Grows Things?
Item # S6259R **$4.25**
6-Pk # P6259R **$25.50**

INFORMATIONAL TEXTS

Build Knowledge | Acquire Vocabulary | Pre-K–1

Available in Spanish
See pages 193–196

HAVING FUN THEME



Ball Games
Item # S6334R $4.25
6-Pk # P6334R $25.50

Friends Are Fun
Item # S6266R $4.25
6-Pk # P6266R $25.50

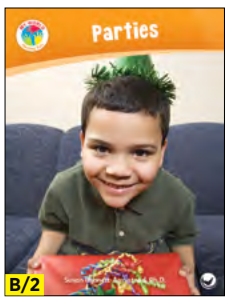
Fun at School
Item # S6273R $4.25
6-Pk # P6273R $25.50

Fun Outside
Item # S6280R $4.25
6-Pk # P6280R $25.50

Happy Campers
Item # S6297R $4.25
6-Pk # P6297R $25.50

Having Fun
Item # S6303R $4.25
6-Pk # P6303R $25.50

Making Art
Item # S6310R $4.25
6-Pk # P6310R $25.50



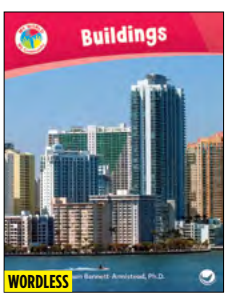
Parties
Item # S6327R $4.25
6-Pk # P6327R $25.50

Pretending
Item # S6341R $4.25
6-Pk # P6341R $25.50

Reading Is Fun
Item # S6358R $4.25
6-Pk # P6358R $25.50

MY COMMUNITY THEME

Animals in My Community
Item # S6365R $4.25
6-Pk # P6365R $25.50



Buildings
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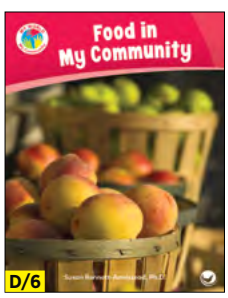
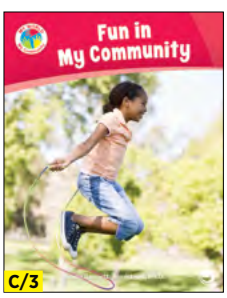
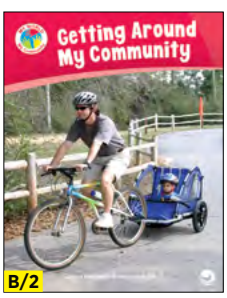


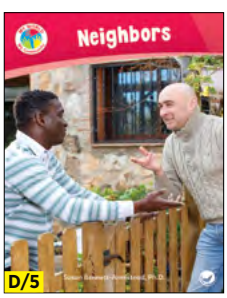
Food in My Community
Item # S6389R $4.25
6-Pk # P6389R $25.50



Fun in My Community
Item # S6396R $4.25
6-Pk # P6396R $25.50



Getting... Community
Item # S6402R $4.25
6-Pk # P6402R $25.50



Neighbors
Item # S6419R $4.25
6-Pk # P6419R $25.50

Stores
Item # S6426R $4.25
6-Pk # P6426R $25.50

Very Important People
Item # S6433R $4.25
6-Pk # P6433R $25.50

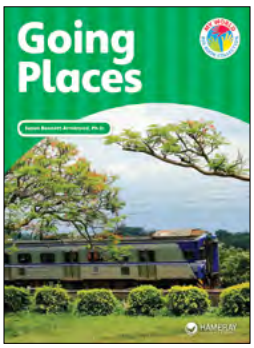
What Is a Community?
Item # S6440R $4.25
6-Pk # P6440R $25.50

Where Do People Live?
Item # S6457R $4.25
6-Pk # P6457R $25.50

NONFICTION BIG BOOKS

Build Knowledge | Acquire Vocabulary | Pre-K–1

Animals Everywhere Big Book
$24.95
Item# B4939R



Going Places Big Book
$24.95
Item# B4946R

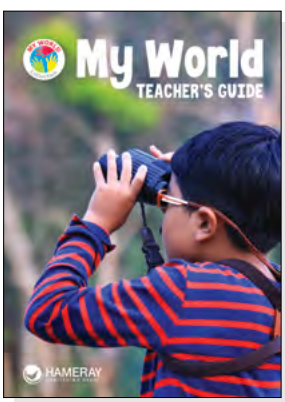
Growing Things Big Book
$24.95
Item# B4953R

Having Fun Big Book
$24.95
Item# B4960R

My Community Big Book
$24.95
Item# B4977R

Each big book (12" x 16") introduces an important theme in ***My World***. They are an ideal way to provide rich background knowledge on the science and social studies topics found in this series.

Extend Literacy Learning & Improve Comprehension



Download Free *My World Teacher's Guide* and Worksheets at **HamerayPublishing.com/TG**

My World Complete Set (60 TITLES)	Item # C162XXR	**$255.00**
My World Complete Set 6-Packs (60 TITLES x 6 COPIES)	Item # GR162XR	SAVE $100 **$1,430.00**
My World Big Book Set (5 TITLES)	Item # BBC498R	**$119.95**
My World Complete Set (60 TITLES) + **Big Books** (5 TITLES)	Item # BB1136R	**$379.75**
My World Complete Set 6-Packs (60 TITLES x 6 COPIES) + **Big Books** (5 TITLES)	Item # BB1137R	SAVE $100 **$1,544.75**

*For pricing by Theme Set, go to **HamerayPublishing.com/MW***

K–4 LEVELED SPANISH

AUTHENTIC SPANISH RESOURCES FOR IMPROVED LITERACY SKILLS

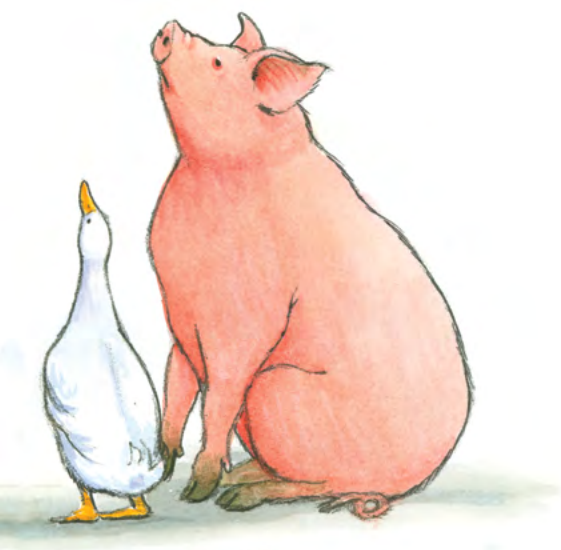
Hameray K–4 leveled Spanish texts are adapted from our popular, classroom-tested English series.

We offer 960 authentic Spanish titles that are perfect for your dual-language program or to simply encourage biliteracy.

Choose from hundreds of fiction and nonfiction titles to ensure your students have access to the best Spanish library possible!

"¡No!". "¡No!". "¡No!",
la señora Lávalo Todo gritó.
"Debemos buscar agua".
"Tienen que bañarse".

Sample text from *La señora Lávalo Todo y el gran baño*



SPANISH TEXTS

PAGES

- NEW! Lecturitas (LEVELS A–D) 256 TITLES | (FIC/NF) 134-151
- Fábulas y el Mundo Real (LEVELS E–K) 120 TITLES | (FIC/NF) 152-159
- Mundo de los Cuentos Mundo Real (LEVELS I–M) 40 TITLES | (FIC/NF) 160-163
- Los Pajaritos de Joy Cowley (LEVELS C–H) 59 TITLES | (FIC) 164-166
- Colección Joy Cowley (LEVELS E–K) 60 TITLES | (FIC) 167-169
- Clásicos de Joy Cowley (LEVELS B–K) 26 TITLES | (FIC) 170-171
- Zoozoo En La Selva (LEVELS B–D) 16 TITLES | (FIC/NF) 172
- Colección Caleidoscopio (LEVELS A–K) 180 TITLES | (FIC/NF) 173-181
- STEM Exploraciones (LEVELS H–K) 26 TITLES | (NF) 182-185
- Zoozoo Mundo Animal (LEVELS A–H) 110 TITLES | (NF) 186-192
- Colección Mi Mundo (LEVELS B–F) 48 TITLES | (NF) 193-196
- NEW! ¡Inspírate! (LEVELS M–P) 19 TITLES | (NF) 197-198

SPANISH LIBRARIES

K–2 FICTION AND NONFICTION TEXTS

Conveniently expand your Spanish book collections with our pre-packaged libraries. **Perfect for K–2 bilingual and dual language classrooms, our titles are adapted into authentic Spanish**. Nonfiction titles cover topics like culture, community, friendship, animals, and weather. Fiction titles include character-driven stories and introduce critical text types like fables and traditional tales.

Spanish Fiction & Nonfiction Sets

SPANISH NONFICTION SET

- Features 492 nonfiction titles adapted into authentic Spanish at reading levels A–M
- Pre-packaged and organized by reading level (includes storage bins)
- Nonfiction topics include animals, weather, transportation, community, sports, and more!

SPANISH FICTION SET

- Features 443 fiction titles adapted into authentic Spanish at reading levels A–M
- Pre-packaged and organized by reading level (includes storage bins)
- Fiction topics include fables, traditional tales, friendship, Mrs. Wishy-Washy, and more!

NEED A CUSTOM SPANISH LIBRARY?
SEE PAGE **13**

FEATURES:

- Features 941 titles at reading levels A–M
- Authentic Spanish adaptations
- A mix of fiction and nonfiction titles to engage young readers
- Pre-packaged and organized by reading level (includes storage bins)
- Dual language sets support bilingual classrooms
- Topics include fables, traditional tales, friendship, Mrs. Wishy-Washy, animals, STEM, and more!

K-2 Complete Spanish Library (941 TITLES)	Item # C472XXR	**$4,483.55**
K-2 Complete Spanish Library 6-Packs (941 TITLES x 6 COPIES)	Item # GR472XR	SAVE $650 **$26,139.99**
K-2 Dual Language Library (1,882 TITLES)	Item # C473XXR	SAVE $300 **$8,665.00**
K-2 Dual Language Library 6-Packs (1,882 TITLES x 6 COPIES)	Item # GR473XR	SAVE $1,999 **$51,585.00**
K–2 Spanish Nonfiction Set (492 TITLES)	Item # C489XXR	**$2,211.00**
K–2 Spanish Nonfiction Set 6-Packs (492 TITLES x 6 COPIES)	Item # GR489XR	SAVE $600 **$12,660.00**
K–2 Spanish Fiction Set (443 TITLES)	Item # C488XXR	**$2,272.55**
K–2 Spanish Fiction Set 6-Packs (443 TITLES x 6 COPIES)	Item # GR488XR	SAVE $600 **$12,925.00**

To learn more, visit ***Hameraypublishing.com/pages/spanish-collections***

LECTURITAS

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

SERIES FEATURES:

- 8 themes: all about me, culture, community, explorations, health, interests, seasons & weather, and social-emotional
- Diverse representation in illustrations and photos
- Settings and situations that children can identify with
- Fiction and nonfiction pairs explore related content at beginning reading levels
- Content areas relate to topics from throughout a kindergarten student's first year in school

- Interest Level: **Grades K–1**
- Hameray Levels: **A–D**
- Intervention Levels: **1–6**
- Number of Titles: **256**

THEMES INCLUDE

- Aprendizaje socioemocional **NEW!**
- El clima y las estaciones
- La comunidad
- Las exploraciones **NEW!**
- Los intereses **NEW!**
- La cultura
- La salud **NEW!**
- Todo sobre mí

To learn more about this series, go to ***HamerayPublishing.com/Lec***

LECTURITAS

PAIRED SPANISH

Build Knowledge | Acquire Vocabulary | K–1

Sample Pages | Paired Spanish Fiction & Nonfiction by Theme

Sample pages from *La comunidad* Theme

Sample pages from *El clima y las estaciones* Theme

Sample pages from *La cultura* Theme

Lecturitas Complete Set* (256 TITLES)	Item # C465XXR	**$1,152.00**
Lecturitas Complete Set 6-Packs* (256 TITLES x 6 COPIES)	Item # GR465XR	**$6,610.00**
Lecturitas Add-On Set* (128 TITLES)	Item # C503XXR	**$576.00**
Lecturitas Add-On Set 6-Packs* (128 TITLES x 6 COPIES)	Item # GR503XR	**$3,456.00**
Lecturitas Nonfiction Set* (128 TITLES)	Item # C466XXR	**$576.00**
Lecturitas Nonfiction Set 6-Packs* (128 TITLES x 6 COPIES)	Item # GR466XR	**$3,456.00**
Lecturitas Fiction Set* (128 TITLES)	Item # C467XXR	**$576.00**
Lecturitas Fiction Set 6-Packs* (128 TITLES x 6 COPIES)	Item # GR467XR	**$3,456.00**
Lecturitas Dual Language Set* (512 TITLES)	Item # C468XXR	**$2,304.00**
Lecturitas Dual Language Set 6-Packs* (512 TITLES x 6 COPIES)	Item # GR468XR	**$13,220.00**

** New Titles Available to Ship February 2024*

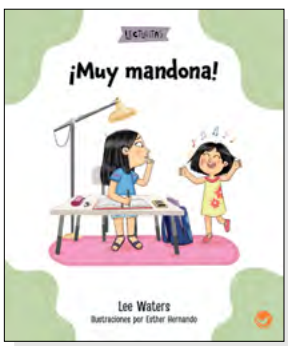
APRENDIZAJE SOCIOEMOCIONAL

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

Have you ever lost a book or been told you are too little to participate? This theme set has stories that offer opportunities to read about students' emotions, challenging experiences, sharing, and being happy for others.

TOPICS INCLUDE

- Feeling Happy
- Working Together
- Being a Good Friend
- Taking Turns
- Putting Things Away
- Cleaning Up
- Saying Thank You
- Calming Down



Sample pages from *¡Muy mandona!*

Sample pages from *Decir lo siento*

Aprendizaje socioemocional Theme Set
(32 TITLES) Item # T10089R **$144.00**

Aprendizaje socioemocional Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10089R **$864.00**

Aquí está nuestro casillero
Item # S11094R **$4.50**
6-Pk # P11094R **$27.00**

Compartimos
Item # S11108R **$4.50**
6-Pk # P11108R **$27.00**

Acurrucarse
Item # S11090R **$4.50**
6-Pk # P11090R **$27.00**

Besos y abrazos
Item # S11102R **$4.50**
6-Pk # P11102R **$27.00**

El libro perdido
Item # S11143R **$4.50**
6-Pk # P11143R **$27.00**

Ponlo en su lugar
Item # S11175R **$4.50**
6-Pk # P11175R **$27.00**

¡Apúrate!
Item # S11092R **$4.50**
6-Pk # P11092R **$27.00**

Manteniedo la calma
Item # S11146R **$4.50**
6-Pk # P11146R **$27.00**

To learn more about this series, go to ***HamerayPublishing.com/Lec***

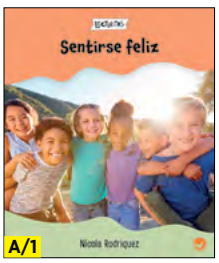
LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS

En el zoológico de la granja
Item # S11123R **$4.50**
6-Pk # P11123R **$27.00**



Sentirse feliz
Item # S11192R **$4.50**
6-Pk # P11192R **$27.00**

Trabajamos juntos
Item # S11203R **$4.50**
6-Pk # P11203R **$27.00**

Somos un equipo
Item # S11195R **$4.50**
6-Pk # P11195R **$27.00**

Yo quiero montar
Item # S11216R **$4.50**
6-Pk # P11216R **$27.00**

Yo me caigo
Item # S11212R **$4.50**
6-Pk # P11212R **$27.00**

¡Gracias!
Item # S11127R **$4.50**
6-Pk # P11127R **$27.00**

¿Qué te hace sonreír?
Item # S11181R **$4.50**
6-Pk # P11181R **$27.00**

¿Qué voy a escoger?
Item # S11183R **$4.50**
6-Pk # P11183R **$27.00**

Yo puedo elegir
Item # S11214R **$4.50**
6-Pk # P11214R **$27.00**

¡Te quiero!
Item # S11199R **$4.50**
6-Pk # P11199R **$27.00**

¿Puedo ayudar?
Item # S11177R **$4.50**
6-Pk # P11177R **$27.00**

El lugar seguro
Item # S11145R **$4.50**
6-Pk # P11145R **$27.00**

Llevarse bien
Item # S11144R **$4.50**
6-Pk # P11144R **$27.00**

¿Quieres jugar?
Item # S11184R **$4.50**
6-Pk # P11184R **$27.00**

Tomar turnos
Item # S11202R **$4.50**
6-Pk # P11202R **$27.00**

Somos amigos
Item # S11194R **$4.50**
6-Pk # P11194R **$27.00**

Los mejores amigos y...
Item # S11150R **$4.50**
6-Pk # P11150R **$27.00**

¡Es hora del postre!
Item # S11125R **$4.50**
6-Pk # P11125R **$27.00**

Decir lo siento
Item # S11115R **$4.50**
6-Pk # P11115R **$27.00**

¡Muy mandona!
Item # S11162R **$4.50**
6-Pk # P11162R **$27.00**

Los hermanos
Item # S11130R **$4.50**
6-Pk # P11130R **$27.00**

Paco es muy pequeño
Item # S11166R **$4.50**
6-Pk # P11166R **$27.00**

Contentos por los demás
Item # S11111R **$4.50**
6-Pk # P11111R **$27.00**

See Complete Set pricing on ***page 135***

EL CLIMA Y LAS ESTACIONES

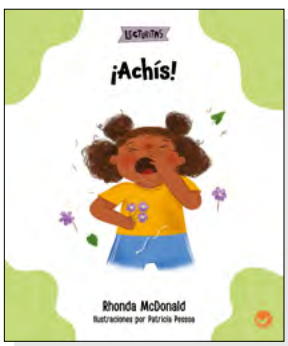
Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

From pollen that makes you sneeze to dripping ice cream treats, learn about activities in all types of weather. *El clima y las estaciones* theme set explores rainbows, wind, thunderstorms, sweat, shadows, puddles, and more!

TOPICS INCLUDE

- Thunderstorms
- Changing Trees
- Snow & Ice
- Flowers
- Summer Heat & Cool Treats
- Rain & Puddles



Sample pages from *¡Achís!*

Sample pages from *Por la nieve*

El clima y las estaciones Theme Set (32 TITLES) Item # T10085R **$144.00**

El clima y las estaciones Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10085R **$864.00**

Bajo la nieve
Item # S10809R **$4.50**
6-Pk # P10809R **$27.00**

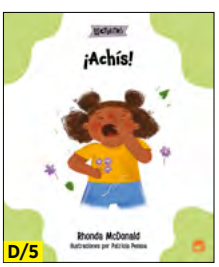
La nieve se derrite
Item # S10885R **$4.50**
6-Pk # P10885R **$27.00**

Este árbol
Item # S10850R **$4.50**
6-Pk # P10850R **$27.00**

Las hojas del otoño
Item # S10863R **$4.50**
6-Pk # P10863R **$27.00**

Un arcoíris de colores
Item # S10807R **$4.50**
6-Pk # P10807R **$27.00**

Mira los arcoíris
Item # S10880R **$4.50**
6-Pk # P10880R **$27.00**

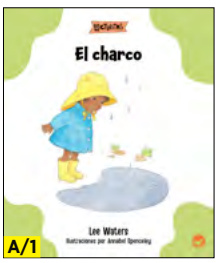


¡Achís!
Item # S10801R **$4.50**
6-Pk # P10801R **$27.00**

El polen
Item # S10895R **$4.50**
6-Pk # P10895R **$27.00**

To learn more about this series, go to ***HamerayPublishing.com/Lec***

FOR EARLY-EMERGENT AND EMERGENT READERS

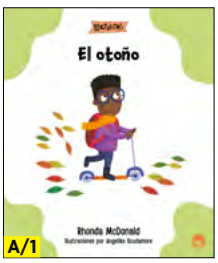


El charco
Item # S10818R **$4.50**
6-Pk # P10818R **$27.00**

Todo mojado
Item # S10912R **$4.50**
6-Pk # P10912R **$27.00**

En la playa
Item # S10845R **$4.50**
6-Pk # P10845R **$27.00**

La tormenta de polvo
Item # S10913R **$4.50**
6-Pk # P10913R **$27.00**



El otoño
Item # S10889R **$4.50**
6-Pk # P10889R **$27.00**

Comida para el invierno
Item # S10824R **$4.50**
6-Pk # P10824R **$27.00**

El helado gotea
Item # S10861R **$4.50**
6-Pk # P10861R **$27.00**

Paletas de hielo
Item # S10891R **$4.50**
6-Pk # P10891R **$27.00**

La nieve cae
Item # S10884R **$4.50**
6-Pk # P10884R **$27.00**

Los carámbanos
Item # S10816R **$4.50**
6-Pk # P10816R **$27.00**

¿Puedo leer aquí?
Item # S10897R **$4.50**
6-Pk # P10897R **$27.00**

Haciendo sombras
Item # S10860R **$4.50**
6-Pk # P10860R **$27.00**

Muy resbalosa
Item # S10882R **$4.50**
6-Pk # P10882R **$27.00**

Por la nieve
Item # S10896R **$4.50**
6-Pk # P10896R **$27.00**

El sol del verano
Item # S10904R **$4.50**
6-Pk # P10904R **$27.00**

Lo que sale en la noche
Item # S10873R **$4.50**
6-Pk # P10873R **$27.00**

La tormenta
Item # S10914R **$4.50**
6-Pk # P10914R **$27.00**

Aquí viene la tormenta
Item # S10806R **$4.50**
6-Pk # P10806R **$27.00**

Amigos de nieve
Item # S10803R **$4.50**
6-Pk # P10803R **$27.00**

El clima del invierno
Item # S10820R **$4.50**
6-Pk # P10820R **$27.00**

Hace mucho calor
Item # S10858R **$4.50**
6-Pk # P10858R **$27.00**

¡Tanto sudor!
Item # S10909R **$4.50**
6-Pk # P10909R **$27.00**

Niño Estrella y el viento frío
Item # S10886R **$4.50**
6-Pk # P10886R **$27.00**

El viento sopla
Item # S10921R **$4.50**
6-Pk # P10921R **$27.00**

See Complete Set pricing on ***page 135***

LA COMUNIDAD

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

What do you see when you walk down your street? Learn about ways to have fun in your community, like performing in a talent show or having a picnic. Discuss being an active community member by planting a garden, cleaning up garbage, or even helping with chores around the house.

TOPICS INCLUDE

- Occupations
- Caring for our Earth
- Helping Community Members
- Trucks & Diggers
- Performing on Stage
- Shops, Parks & the Pool
- 100 Days of School

Sample pages from *¿A quién veo?*

Sample pages from *Lo que podemos ser*

La comunidad Theme Set (32 TITLES) Item # T10083R **$144.00**

La comunidad Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10083R **$864.00**

La ciudad
Item # S10830R **$4.50**
6-Pk # P10830R **$27.00**

En la calle
Item # S10842R **$4.50**
6-Pk # P10842R **$27.00**

La excavadora
Item # S10852R **$4.50**
6-Pk # P10852R **$27.00**

¿Qué pueden hacer las...
Item # S10898R **$4.50**
6-Pk # P10898R **$27.00**

El fuerte de nieve
Item # S10855R **$4.50**
6-Pk # P10855R **$27.00**

Tú puedes ayudar
Item # S10915R **$4.50**
6-Pk # P10915R **$27.00**

Aliméntame
Item # S10802R **$4.50**
6-Pk # P10802R **$27.00**

El lugar perfecto
Item # S10874R **$4.50**
6-Pk # P10874R **$27.00**

To learn more about this series, go to ***HamerayPublishing.com/Lec***

LECTURITAS

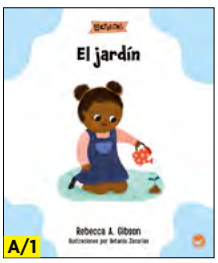
FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS

La fiesta de cumpleaños
Item # S10853R **$4.50**
6-Pk # P10853R **$27.00**

¡Yo horneo!
Item # S10923R **$4.50**
6-Pk # P10923R **$27.00**



El jardín
Item # S10867R **$4.50**
6-Pk # P10867R **$27.00**

Limpiamos
Item # S10871R **$4.50**
6-Pk # P10871R **$27.00**

Vamos a la escuela
Item # S10917R **$4.50**
6-Pk # P10917R **$27.00**

¡Hora de jugar!
Item # S10865R **$4.50**
6-Pk # P10865R **$27.00**

¿A quién veo?
Item # S10798R **$4.50**
6-Pk # P10798R **$27.00**

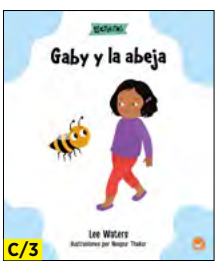
¿Cómo vas a la escuela?
Item # S10826R **$4.50**
6-Pk # P10826R **$27.00**

Un día en la feria
Item # S10834R **$4.50**
6-Pk # P10834R **$27.00**

Diversión en la feria
Item # S10836R **$4.50**
6-Pk # P10836R **$27.00**

La fila del tren
Item # S10854R **$4.50**
6-Pk # P10854R **$27.00**

En la clase
Item # S10844R **$4.50**
6-Pk # P10844R **$27.00**

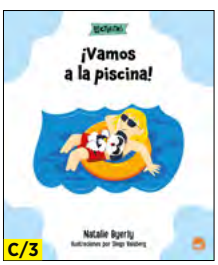


Gaby y la abeja
Item # S10856R **$4.50**
6-Pk # P10856R **$27.00**

Cuenta con las abejas
Item # S10829R **$4.50**
6-Pk # P10829R **$27.00**

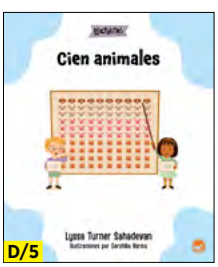
Palear la nieve
Item # S10890R **$4.50**
6-Pk # P10890R **$27.00**

¡Vete nieve!
Item # S10920R **$4.50**
6-Pk # P10920R **$27.00**



¡Vamos a la piscina!
Item # S10918R **$4.50**
6-Pk # P10918R **$27.00**

Reglas en la piscina
Item # S10900R **$4.50**
6-Pk # P10900R **$27.00**



Cien animales
Item # S10819R **$4.50**
6-Pk # P10819R **$27.00**

El centésimo día de clases
Item # S10817R **$4.50**
6-Pk # P10817R **$27.00**

Día de picnic
Item # S10833R **$4.50**
6-Pk # P10833R **$27.00**

Seis patas
Item # S10901R **$4.50**
6-Pk # P10901R **$27.00**

En el escenario
Item # S10839R **$4.50**
6-Pk # P10839R **$27.00**

Lo que podemos ser
Item # S10872R **$4.50**
6-Pk # P10872R **$27.00**

See Complete Set pricing on ***page 135***

LA CULTURA

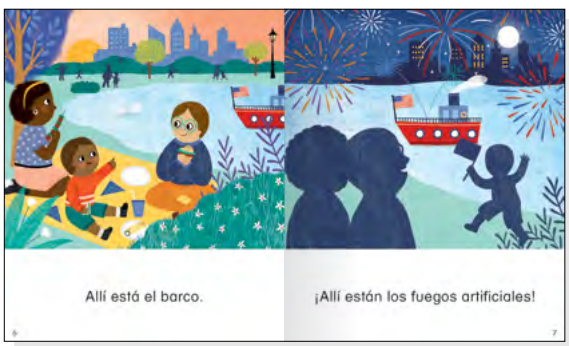
Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

Have you cut open a pumpkin or taken a road trip to the beach? Books in *La cultura* theme set reflect who we are by highlighting unique experiences like a Powwow, a special family meal, or visiting an apple orchard.

TOPICS INCLUDE

- Different Kinds of Food
- Family Time
- Fun with the Seasons
- Harvest
- Events & Celebrations
- Unique Lifestyles
- Recreation



Sample pages from *El cuatro de julio*

Sample pages from *¡Vamos a comer fideos!*

La cultura Theme Set (32 TITLES) Item # T10084R **$144.00**

La cultura Theme Set 6-Packs (32 TITLES x 6 COPIES) Item # L10084R **$864.00**

Aquí están las manzanas
Item # S10805R **$4.50**
6-Pk # P10805R **$27.00**

Comemos juntos
Item # S10822R **$4.50**
6-Pk # P10822R **$27.00**

Envolver el regalo
Item # S10847R **$4.50**
6-Pk # P10847R **$27.00**

Muchos regalos
Item # S10881R **$4.50**
6-Pk # P10881R **$27.00**

Bocadillos de fiesta
Item # S10813R **$4.50**
6-Pk # P10813R **$27.00**

La mesa familiar
Item # S10878R **$4.50**
6-Pk # P10878R **$27.00**

Abrazos calentitos
Item # S10799R **$4.50**
6-Pk # P10799R **$27.00**

¡Vamos a comer fideos!
Item # S10916R **$4.50**
6-Pk # P10916R **$27.00**

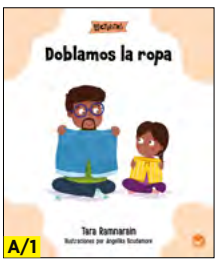
To learn more about this series, go to ***HamerayPublishing.com/Lec***

LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS



Doblamos la ropa
Item # S10837R **$4.50**
6-Pk # P10837R **$27.00**

¡A limpiar!
Item # S10797R **$4.50**
6-Pk # P10797R **$27.00**

El conejito del salón...
Item # S10827R **$4.50**
6-Pk # P10827R **$27.00**

Bañar al perro
Item # S10810R **$4.50**
6-Pk # P10810R **$27.00**

El cuatro de julio
Item # S10828R **$4.50**
6-Pk # P10828R **$27.00**

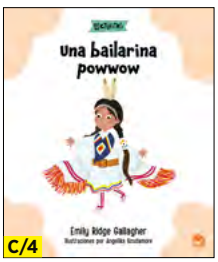
Podemos asar
Item # S10894R **$4.50**
6-Pk # P10894R **$27.00**

¡Mantenerse frescos!
Item # S10875R **$4.50**
6-Pk # P10875R **$27.00**

Bocadillos dulces
Item # S10814R **$4.50**
6-Pk # P10814R **$27.00**

Sorpresa de calabaza
Item # S10907R **$4.50**
6-Pk # P10907R **$27.00**

Las calabazas
Item # S10815R **$4.50**
6-Pk # P10815R **$27.00**



Una bailarina powwow
Item # S10808R **$4.50**
6-Pk # P10808R **$27.00**

En el powwow
Item # S10841R **$4.50**
6-Pk # P10841R **$27.00**

En mi monopatín
Item # S10846R **$4.50**
6-Pk # P10846R **$27.00**

Esto es un monopatín
Item # S10851R **$4.50**
6-Pk # P10851R **$27.00**

Nico y Nana van a la playa
Item # S10883R **$4.50**
6-Pk # P10883R **$27.00**

El sol, el mar y la arena
Item # S10905R **$4.50**
6-Pk # P10905R **$27.00**

Te toca a ti
Item # S10910R **$4.50**
6-Pk # P10910R **$27.00**

Practicar deportes
Item # S10868R **$4.50**
6-Pk # P10868R **$27.00**

En la casa de Jacobo
Item # S10843R **$4.50**
6-Pk # P10843R **$27.00**

Comer comida
Item # S10823R **$4.50**
6-Pk # P10823R **$27.00**

Hacemos artesanías
Item # S10859R **$4.50**
6-Pk # P10859R **$27.00**

El collar nativoamericano
Item # S10821R **$4.50**
6-Pk # P10821R **$27.00**

Yo solita
Item # S10906R **$4.50**
6-Pk # P10906R **$27.00**

Tiempo de cosecha
Item # S10911R **$4.50**
6-Pk # P10911R **$27.00**

See Complete Set pricing on ***page 135***

LAS EXPLORACIONES

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

Students love experiments – like guessing if an object will float or seeing how long they can make a race track. Stories from *Las exploraciones* theme set will inspire students to get curious about their surroundings and explore new ideas.

TOPICS INCLUDE

- Trying new things
- Insects
- Opposites
- Bubbles
- Outdoor Recreation

Sample pages from *¿Qué tan larga?*

Sample pages from *El museo de dinosaurios*

Las exploraciones Theme Set (32 TITLES) Item # T10091R **$144.00**

Las exploraciones Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10091R **$864.00**

Burbujas divertidas
Item # S11105R **$4.50**
6-Pk # P11105R **$27.00**

¿Que puede flotar?
Item # S11179R **$4.50**
6-Pk # P11179R **$27.00**

Un día en el lago
Item # S11118R **$4.50**
6-Pk # P11118R **$27.00**

¡Saltar, brincar, salpicar!
Item # S11189R **$4.50**
6-Pk # P11189R **$27.00**

¡Ay no!
Item # S11097R **$4.50**
6-Pk # P11097R **$27.00**

Sube y baja
Item # S11197R **$4.50**
6-Pk # P11197R **$27.00**

¡La asombrosa mariposa!
Item # S11096R **$4.50**
6-Pk # P11096R **$27.00**

La mariposa se posa en mí
Item # S11147R **$4.50**
6-Pk # P11147R **$27.00**

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LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS

La mosca fastidiosa
Item # S11158R $4.50
6-Pk # P11158R $27.00

Insectos que zumban
Item # S11135R $4.50
6-Pk # P11135R $27.00

Nubes en forma de...
Item # S11165R $4.50
6-Pk # P11165R $27.00

Nubes bonitas
Item # S11164R $4.50
6-Pk # P11164R $27.00

El tren de galletas
Item # S11204R $4.50
6-Pk # P11204R $27.00

Mira las figuras...
Item # S11156R $4.50
6-Pk # P11156R $27.00

Las hojas en el árbol
Item # S11131R $4.50
6-Pk # P11131R $27.00

La planta en una maceta
Item # S11171R $4.50
6-Pk # P11171R $27.00

Mi barco flotador
Item # S11151R $4.50
6-Pk # P11151R $27.00

Sentados en un bote
Item # S11190R $4.50
6-Pk # P11190R $27.00

Muy caliente, muy frío
Item # S11161R $4.50
6-Pk # P11161R $27.00

Verano e invierno
Item # S11209R $4.50
6-Pk # P11209R $27.00

¡Masilla pegajosa!
Item # S11149R $4.50
6-Pk # P11149R $27.00

¡Hora de la masilla!
Item # S11133R $4.50
6-Pk # P11133R $27.00

Un paseo por la naturaleza
Item # S11168R $4.50
6-Pk # P11168R $27.00

Altas y pequeñas
Item # S11091R $4.50
6-Pk # P11091R $27.00

¿Qué tan larga?
Item # S11180R $4.50
6-Pk # P11180R $27.00

Largo y corto
Item # S11141R $4.50
6-Pk # P11141R $27.00

El dinosaurio de Santiago
Item # S11120R $4.50
6-Pk # P11120R $27.00

El museo de dinosaurios
Item # S11160R $4.50
6-Pk # P11160R $27.00

Rápido y lento
Item # S11185R $4.50
6-Pk # P11185R $27.00

¡Vamos a hacer carreras!
Item # S11206R $4.50
6-Pk # P11206R $27.00

Una tarde en la luna
Item # S11198R $4.50
6-Pk # P11198R $27.00

¡Mira hacia arriba!
Item # S11155R $4.50
6-Pk # P11155R $27.00

See Complete Set pricing on ***page 135***

LOS INTERESES

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

What activities do you enjoy? Whether playing a musical instrument, making pottery, or surfing, explore ways to spend your free time with books from *Los intereses* theme set. Students might even discover a new hobby they want to try!

TOPICS INCLUDE

- Music
- Playing Sports
- Art
- Hobbies
- Fishing
- Farm

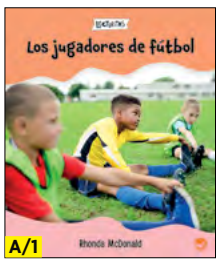
Sample pages from *Jaime toca el ukelele*

Sample pages from *Deportes con pelotas*

Los intereses Theme Set (32 TITLES) Item # T10092R **$144.00**

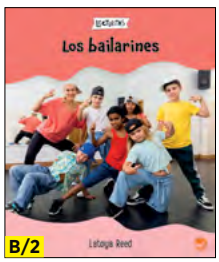
Los intereses Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10092R **$864.00**

¡Gol!
Item # S11126R **$4.50**
6-Pk # P11126R **$27.00**



Los jugadores de fútbol
Item # S11138R **$4.50**
6-Pk # P11138R **$27.00**

¡Bailar, bailar, y bailar!
Item # S11099R **$4.50**
6-Pk # P11099R **$27.00**



Los bailarines
Item # S11100R **$4.50**
6-Pk # P11100R **$27.00**

Diego hace surf
Item # S11119R **$4.50**
6-Pk # P11119R **$27.00**

Diversión en la playa
Item # S11121R **$4.50**
6-Pk # P11121R **$27.00**

¡Un buen día para volar!
Item # S11103R **$4.50**
6-Pk # P11103R **$27.00**

Arte por todos lados
Item # S11095R **$4.50**
6-Pk # P11095R **$27.00**

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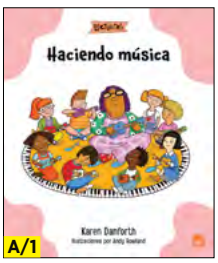
LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS



Haciendo música
Item # S11129R **$4.50**
6-Pk # P11129R **$27.00**

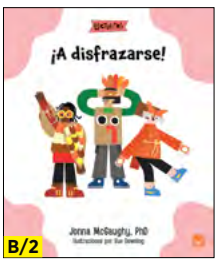
Aquí está la banda
Item # S11093R **$4.50**
6-Pk # P11093R **$27.00**

Mi pescado
Item # S11154R **$4.50**
6-Pk # P11154R **$27.00**

De pesca
Item # S11114R **$4.50**
6-Pk # P11114R **$27.00**

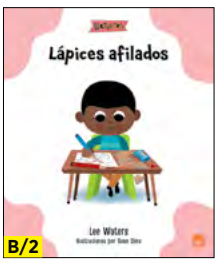
Yo puedo hacer arte
Item # S11215R **$4.50**
6-Pk # P11215R **$27.00**

¡Pintura sucia!
Item # S11170R **$4.50**
6-Pk # P11170R **$27.00**



¡A disfrazarse!
Item # S11089R **$4.50**
6-Pk # P11089R **$27.00**

¿Qué es ella?
Item # S11178R **$4.50**
6-Pk # P11178R **$27.00**



Lápices afilados
Item # S11140R **$4.50**
6-Pk # P11140R **$27.00**

Yo puedo dibujar
Item # S11213R **$4.50**
6-Pk # P11213R **$27.00**

Los sonidos de la granja
Item # S11196R **$4.50**
6-Pk # P11196R **$27.00**

Ayuda en la granja
Item # S11098R **$4.50**
6-Pk # P11098R **$27.00**

Golpea, pega y toca
Item # S11169R **$4.50**
6-Pk # P11169R **$27.00**

Tocando tambores
Item # S11201R **$4.50**
6-Pk # P11201R **$27.00**

Un regalo para papá
Item # S11187R **$4.50**
6-Pk # P11187R **$27.00**

Collages
Item # S11106R **$4.50**
6-Pk # P11106R **$27.00**

¡Vamos, Osas!
Item # S11207R **$4.50**
6-Pk # P11207R **$27.00**

En la cancha
Item # S11124R **$4.50**
6-Pk # P11124R **$27.00**

Jaime toca el ukelele
Item # S11137R **$4.50**
6-Pk # P11137R **$27.00**

Los ukeleles y las guitarras
Item # S11205R **$4.50**
6-Pk # P11205R **$27.00**

El plato hondo de barro
Item # S11172R **$4.50**
6-Pk # P11172R **$27.00**

Los platos de barro
Item # S11173R **$4.50**
6-Pk # P11173R **$27.00**

El rey de cuatro cuadras
Item # S11188R **$4.50**
6-Pk # P11188R **$27.00**

Deportes con pelotas
Item # S11116R **$4.50**
6-Pk # P11116R **$27.00**

See Complete Set pricing on ***page 135***

LA SALUD

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

Help ease anxiety over going to the doctor's office or scraping a knee with positive stories about getting a cast, picking out new glasses, or going to a check-up. Encourage healthy choices, such as eating fruits and vegetables, getting enough sleep, and exercising with *La Salud* theme set.

TOPICS INCLUDE

- Healthy Meals & Snacks
- Doctor Visits
- Staying Active
- Relaxation & Rest
- Self-Care
- Sharing

Sample pages from *¡Váyanse estornudos!*

Sample pages from *Un viaje en ambulancia*

La salud Theme Set (32 TITLES) Item # T10090R **$144.00**

La salud Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10090R **$864.00**

Comida rica
Item # S11107R **$4.50**
6-Pk # P11107R **$27.00**

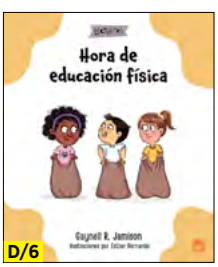
Bueno para mis dientes
Item # S11104R **$4.50**
6-Pk # P11104R **$27.00**

Compartimos en l...
Item # S11174R **$4.50**
6-Pk # P11174R **$27.00**

Para ti
Item # S11167R **$4.50**
6-Pk # P11167R **$27.00**

Julia visita a la doctora
Item # S11139R **$4.50**
6-Pk # P11139R **$27.00**

Instrumentos de los...
Item # S11136R **$4.50**
6-Pk # P11136R **$27.00**



Hora de educación física
Item # S11132R **$4.50**
6-Pk # P11132R **$27.00**

Descansar y leer
Item # S11117R **$4.50**
6-Pk # P11117R **$27.00**

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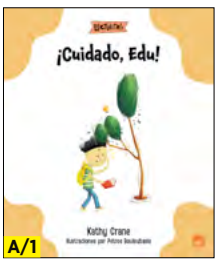
LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS



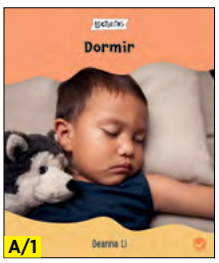
¡Cuidado, Edu!
Item # S11112R **$4.50**
6-Pk # P11112R **$27.00**

Mi cuerpo puede doler
Item # S11153R **$4.50**
6-Pk # P11153R **$27.00**

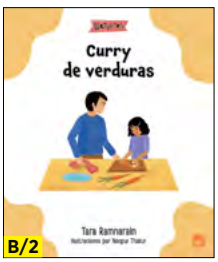
Haciendo batidos
Item # S11128R **$4.50**
6-Pk # P11128R **$27.00**

Compramos fruta
Item # S11109R **$4.50**
6-Pk # P11109R **$27.00**

Mi cama perfecta
Item # S11152R **$4.50**
6-Pk # P11152R **$27.00**



Dormir
Item # S11122R **$4.50**
6-Pk # P11122R **$27.00**



Curry de verduras
Item # S11113R **$4.50**
6-Pk # P11113R **$27.00**

¡Verduras, ñam, ñam!
Item # S11210R **$4.50**
6-Pk # P11210R **$27.00**

Masaje en la cabeza...
Item # S11148R **$4.50**
6-Pk # P11148R **$27.00**

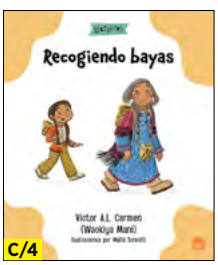
Hora de relajarse
Item # S11134R **$4.50**
6-Pk # P11134R **$27.00**

¡Tengo que ir!
Item # S11200R **$4.50**
6-Pk # P11200R **$27.00**

Lavarme las manos
Item # S11142R **$4.50**
6-Pk # P11142R **$27.00**

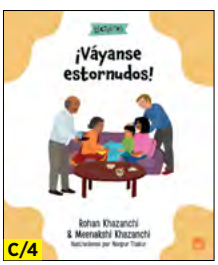
Muévete como un animal
Item # S11159R **$4.50**
6-Pk # P11159R **$27.00**

Posturas de yoga
Item # S11176R **$4.50**
6-Pk # P11176R **$27.00**



Recogiendo bayas
Item # S11186R **$4.50**
6-Pk # P11186R **$27.00**

Bayas de verano
Item # S11101R **$4.50**
6-Pk # P11101R **$27.00**



¡Váyanse estornudos!
Item # S11208R **$4.50**
6-Pk # P11208R **$27.00**

¿Qué van a hacer los...
Item # S11182R **$4.50**
6-Pk # P11182R **$27.00**

Mis lentes nuevos
Item # S11157R **$4.50**
6-Pk # P11157R **$27.00**

Comprar lentes
Item # S11110R **$4.50**
6-Pk # P11110R **$27.00**

Nía necesita una escayola
Item # S11163R **$4.50**
6-Pk # P11163R **$27.00**

Un viaje en ambulancia
Item # S11211R **$4.50**
6-Pk # P11211R **$27.00**

Las sillas de Teo
Item # S11193R **$4.50**
6-Pk # P11193R **$27.00**

Sentarse en clase
Item # S11191R **$4.50**
6-Pk # P11191R **$27.00**

See Complete Set pricing on ***page 135***

TODO SOBRE MÍ

Authentic Spanish Adaptations | Paired Fiction & Nonfiction

LECTURITAS

Dive into self-discovery with stories about trying ice skating for the first time or moving to a new home. *Todo sobre mí* theme set focuses on simple experiences that make us who we are, like helping wash dishes or making plans for the summer.

TOPICS INCLUDE

- Outdoor Fun
- Moving
- Siblings
- Dressing for the Weather
- Family Activities
- Teeth
- Washing Dishes
- School

Sample Pages from *Mi nueva escuela*

Sample Pages from *Ser valiente*

Todo sobre mí Theme Set (32 TITLES) Item # T10082R **$144.00**

Todo sobre mí Theme Set 6-Packs
(32 TITLES x 6 COPIES) Item # L10082R **$864.00**

¡Platos sucios!
Item # S10893R **$4.50**
6-Pk # P10893R **$27.00**

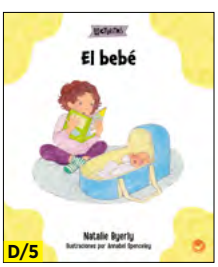
Lavar los platos
Item # S10870R **$4.50**
6-Pk # P10870R **$27.00**

¿Me ayudas?
Item # S10877R **$4.50**
6-Pk # P10877R **$27.00**

Eso es grande
Item # S10848R **$4.50**
6-Pk # P10848R **$27.00**

Gloria y el diente perdido
Item # S10857R **$4.50**
6-Pk # P10857R **$27.00**

Visitando al dentista
Item # S10922R **$4.50**
6-Pk # P10922R **$27.00**



El bebé
Item # S10811R **$4.50**
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Bebés
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LECTURITAS

FICTION + NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

FOR EARLY-EMERGENT AND EMERGENT READERS

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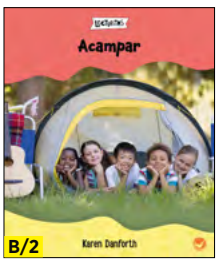

Acampar

Item # S10800R **$4.50**
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6-Pk # P10804R **$27.00**

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6-Pk # P10892R **$27.00**

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Ser valiente

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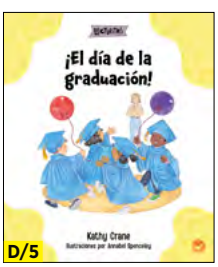

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See Complete Set pricing on ***page 135***

FÁBULAS Y EL MUNDO REAL
AUTHENTIC SPANISH ADAPTATIONS

- Interest Level: **Grades 1–3**
- Hameray Levels: **E–K**
- Intervention Levels: **8–18**
- Number of Fables: **30**
- Number of Nonfiction: **90**
- Spanish Big Books: **10**
- **Free Teacher's Guide**

SERIES FEATURES:

- Thirty fables, each paired with three informational texts that draw elements from the story
- Introduces many informational text features such as table of contents, glossary, and headings
- **Reading fiction & nonfiction text sets improve comprehension**
- Fables model impactful SEL lessons through story
- Pairing nonfiction makes learning more dynamic

Each Theme Pairs 1 Fable with 3 Corresponding Informational Texts

1 Fábula

3 corresponding Mundo Real books

*See Complete Set pricing on **page 159***

Fábulas y el mundo real

SPANISH TEXT SETS

Pairing Fables + Nonfiction | Grades 1–3

La arquera y el arco
Item # S10542R **$7.95**
6-Pk # P10542R **$45.00**

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6-PK # P10543R **$27.00**

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6-PK # P10560R **$27.00**

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Item # S10574R **$4.50**
6-PK # P10574R **$27.00**

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Las aves de rapiña
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6-PK # P10544R **$27.00**

Los conejos...
Item # S10548R **$4.50**
6-PK # P10548R **$27.00**

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6-PK # P10567R **$27.00**

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+ 3 MUNDO REAL 6-PACKS
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Item # S8982R **$7.95**
6-Pk # P8982R **$45.00**

Los animales...
Item # S8968R **$4.50**
6-Pk # P8968R **$27.00**

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Item # S9033R **$4.50**
6-Pk # P9033R **$27.00**

Las montañas
Item # S9125R **$4.50**
6-Pk # P9125R **$27.00**

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Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9668R **$127.00**

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Item # S10549R **$7.95**
6-Pk # P10549R **$45.00**

Roedores
Item # S10571R **$4.50**
6-PK # P10571R **$27.00**

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Item # S10572R **$4.50**
6-PK # P10572R **$27.00**

Todos tienen...
Item # S10577R **$4.50**
6-PK # P10577R **$27.00**

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+ 3 MUNDO REAL 6-PACKS
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6 Pk # P10004R **$45.00**

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Item # L10010R **$127.00**

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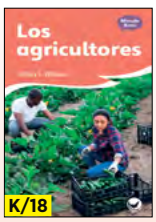
6-Pk # P10554R **$45.00**



Los agricultores
Item # S10539R **$4.50**
6-PK # P10539R **$27.00**

Fracturas
Item # S10553R **$4.50**
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Item # S10062R **$4.50**
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¿Cómo se... pájaros?
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6 Pk # P10064R **$27.00**

¿Puede ser bello...
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Theme 6-Pack Set
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Item # L10011R **$127.00**

El gusano de seda y la araña
Item # S10009R **$7.95**
6 Pk # P10009R **$45.00**

Las arañas
Item # S10054R **$4.50**
6 Pk # P10054R **$27.00**

La seda del gusano...
Item # S10074R **$4.50**
6 Pk # P10074R **$27.00**

Las telarañas
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+ 3 MUNDO REAL TITLES
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Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # L10012R **$127.00**

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Pairing Fables + Nonfiction | Grades 1–3

La hormiga y el chapulín
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6-Pk # P9064R **$45.00**

Los chapulines
Item # S8999R **$4.50**
6-Pk # P8999R **$27.00**

Las hormigas...
Item # S9071R **$4.50**
6-Pk # P9071R **$27.00**

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6-Pk # P9170R **$27.00**

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Theme 6-Pack Set
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+ 3 MUNDO REAL 6-PACKS
Item # GR9675R **$127.00**

El jabalí y el camaleón
Item # S10556R **$7.95**
6-Pk # P10556R **$45.00**

Animales extranos...
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6-PK # P10541R **$27.00**

Los jabalíes
Item # S10557R **$4.50**
6-PK # P10557R **$27.00**

Reptiles que...
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6-PK # P10569R **$27.00**

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+ 3 MUNDO REAL TITLES
Item # T10065R **$21.00**

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Item # L10065R **$127.00**

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Item # S9101R **$7.95**
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Item # C9682R **$21.00**

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1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9682R **$127.00**

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6-Pk # P10558R **$45.00**

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Herramientas ...
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Los leñadores...
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Pairing Fables + Nonfiction | Grades 1–3

Fábulas y el mundo real

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La abeja increíble
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El niño que anunciaba el lobo
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¿Es un lobo o un...
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6-Pk # P9088R **$27.00**

Las ovejas
Item # S9149R **$4.50**
6-Pk # P9149R **$27.00**

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Item # C9699R **$21.00**

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Los pájaros
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La pata y el Viento del Norte
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Las personas...
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Pairing Fables + Nonfiction | Grades 1–3

Pescando la luna
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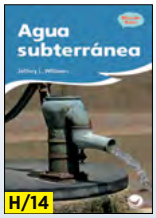

Agua subterránea
Item # S10540R **$4.50**
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El cielo nocturno
Item # S10547R **$4.50**
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La pesca
Item # S10563R **$4.50**
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Item # L10068R **$127.00**

El próximo emperador
Item # S10566R **$7.95**
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El ciclo de vida...
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Decir mentiras
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Los poderes...
Item # S10565R **$4.50**
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Item # T10072R **$21.00**

Theme 6-Pack Set
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+ 3 MUNDO REAL 6-PACKS
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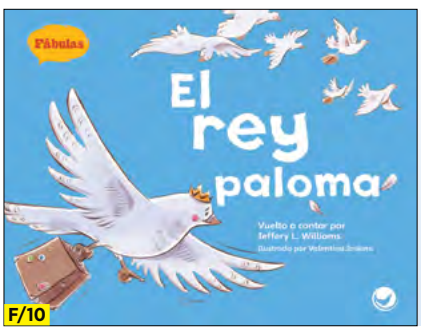

El rey paloma
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Las palomas
Item # S9156R **$4.50**
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Dar a los demás
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6-PK # P10551R **$27.00**

¿Qué es una sequía?
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Todo sobre perlas
Item # S10576R **$4.50**
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1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # T10070R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # L10070R **$127.00**

El tigre desagradecido
Item # S9262R **$7.95**
6-Pk # P9262R **$45.00**

Estar agradecido
Item # S9057R **$4.50**
6-Pk # P9057R **$27.00**

¡Qué raro los búhos!
Item # S9194R **$4.50**
6-Pk # P9194R **$27.00**

Tigres y los leones...
Item # S9279R **$4.50**
6-Pk # P9279R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # C9712R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9712R **$127.00**

To see the English versions, go to ***pages 68–77***

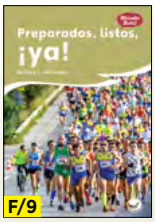
SPANISH TEXT SETS

Pairing Fables + Nonfiction | Grades 1–3

Fábulas y el mundo real

La tortuga y el conejo
Item # S9293R **$7.95**
6-Pk # P9293R **$45.00**

El cuidado de...
Item # S9019R **$4.50**
6-Pk # P9019R **$27.00**



Preparados, listos, ¡ya!
Item # S9163R **$4.50**
6-Pk # P9163R **$27.00**

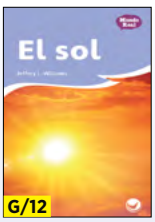
¿Tortuga marina...
Item # S9286R **$4.50**
6-Pk # P9286R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # C9729R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9729R **$127.00**

El viento del norte y el sol
Item # S9323R **$7.95**
6-Pk # P9323R **$45.00**

La energía del sol...
Item # S9026R **$4.50**
6-Pk # P9026R **$27.00**



El sol
Item # S9248R **$4.50**
6-Pk # P9248R **$27.00**

El viento
Item # S9330R **$4.50**
6-Pk # P9330R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # C9736R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9736R **$127.00**

El zorro, el león, y el venado
Item # S9354R **$7.95**
6-Pk # P9354R **$45.00**

Los leones
Item # S9118R **$4.50**
6-Pk # P9118R **$27.00**

¿Pueden hablar...
Item # S9187R **$4.50**
6-Pk # P9187R **$27.00**

Los venados
Item # S9309R **$4.50**
6-Pk # P9309R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # C9750R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9750R **$127.00**

El zorro y el chivito
Item # S9347R **$7.95**
6-Pk # P9347R **$45.00**

Los animales...
Item # S8975R **$4.50**
6-Pk # P8975R **$27.00**

Los chivos se...
Item # S9002R **$4.50**
6-Pk # P9002R **$27.00**

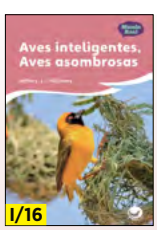
La vida de un zorro
Item # S9316R **$4.50**
6-Pk # P9316R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # C9743R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # GR9743R **$127.00**

El zorro y el cuervo
Item # S10006R **$7.95**
6 Pk # P10006R **$45.00**

Los animales...
Item # S10052R **$4.50**
6 Pk # P10052R **$27.00**



Aves inteligentes...
Item # S10056R **$4.50**
6 Pk # P10056R **$27.00**

Cómo... queso
Item # S10065R **$4.50**
6 Pk # P10065R **$27.00**

Theme Set
1 FÁBULAS TITLE
+ 3 MUNDO REAL TITLES
Item # T10017R **$21.00**

Theme 6-Pack Set
1 FÁBULAS 6-PACK
+ 3 MUNDO REAL 6-PACKS
Item # L10017R **$127.00**

SPANISH TEXT SETS

Pairing Fables + Nonfiction | Grades 1–3

El granjero que decia quizás Theme Set

Sample pages from *El granjero que decia quizás*

Sample pages from *Todo sobre los caballos*

Sample pages from *Los agricultores*

Sample pages from *Fracturas*

Fábulas y el Mundo Real Complete Set
(30 FÁBULAS + 90 MUNDO REAL TITLES) Item # C285XXR **$643.50**

Fábulas y el Mundo Real Complete Set 6-Packs
(30 FÁBULAS x 6 COPIES + 90 MUNDO REAL x 6 COPIES) Item # GR285XR SAVE $200 **$3,650.00**

Fábulas y el Mundo Real Dual Language Set
(120 ENGLISH TITLES + 120 SPANISH TITLES) Item # C286XXR **$1,287.00**

Fábulas y el Mundo Real Dual Language Set 6-Packs
(120 ENGLISH 6-PK + 120 SPANISH 6-PK) Item # GR286XR SAVE $400 **$7,300.00**

Learn more about this series at ***HamerayPublishing.com/FAB***

MUNDO DE LOS CUENTOS MUNDO REAL

AUTHENTIC SPANISH ADAPTATIONS

- Interest Level: **Grades 1–3**
- Hameray Levels: **I–M**
- Intervention Levels: **16–20**
- Number of Traditional Tales: **10**
- Number of Nonfiction: **30**
- **Free Teacher's Guide**

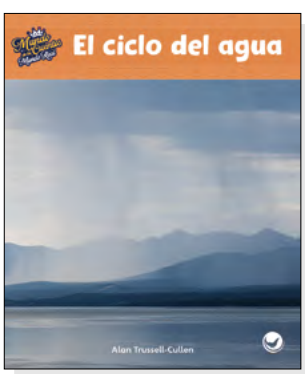
SERIES FEATURES:

- Ten traditional tales, each paired with three nonfiction texts that draw elements from the story
- Introduce informational text features such as table of contents, glossary, and headings
- **Reading fiction & nonfiction text sets improve comprehension**
- Whimsical illustrations and informative photos
- Lesson ideas available in free downloadable teacher's guide

Mundo de los Cuentos Mundo Real is the Spanish adaptation of ***Story World Real World*** *(see* ***pages 78–81****)*, a forty-book series for the K–2 classroom that bridges traditional texts to nonfiction texts. In this series comprising ten traditional tales like *El cuervo y el barril de agua* and thirty nonfiction texts, each of the traditional stories is paired with three nonfiction books that offer fun and interesting real-world facts relating to specific elements from the narrative text. **Reading Levels I–M.**

EACH THEME PAIRS 1 TRADITIONAL TALE WITH 3 CORRESPONDING INFORMATIONAL TEXTS

1 Traditional Tale



3 Informational Texts

To see these books in English, go to ***pages 78–81***

SPANISH TEXT SETS

Pairing Traditional Tales + Nonfiction | Grades 1–3

Caperucita Roja
Item # S6056R $7.95
6-Pk # P6056R $45.00

Lobos salvajes
Item # S6346R $4.50
6-Pk # P6346R $27.00

¡Madera... construir!
Item # S6339R $4.50
6-Pk # P6339R $27.00

Mantenerse seguro
Item # S6353R $4.50
6-Pk # P6353R $27.00

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6605R $21.00

Theme 6-Pack Set
1 NARR. 6PK
+ 3 INFO TEXT 6PK)
Item # GR6605R $127.00

Cenicienta
Item # S5998R $7.95
6-Pk # P5998R $45.00

¿Por qué... zapatos
Item # S6162W $4.50
6-Pk # P6162R $27.00

¿Qué hora es?
Item # S6155R $4.50
6-Pk # P6155R $27.00

Vamos a bailar
Item # S6179R $4.50
6-Pk # P6179R $27.00

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6544R $21.00

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6544R $127.00

El cuervo y el barril de agua
Item # S6049R $7.95
6-Pk # P6049R $45.00

Cuervos inteligentes
Item # S6322R $4.50
6-Pk # P6322R $27.00

El ciclo del agua
Item # S6308R $4.50
6-Pk # P6308R $27.00

¿Quién... agua?
Item # S6315R $4.50
6-Pk # P6315R $27.00

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6599R $21.00

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6599R $127.00

El Hombre Galleta de Jengibre
Item # S6025R $7.95
6-Pk # P6025R $45.00

¡Corre! ... puedas!
Item # S6254R $4.50
6-Pk # P6254R $27.00

Jugando... alimentos
Item # S6247R $4.50
6-Pk # P6247R $27.00

Niños... jengibre
Item # S6261R $4.50
6-Pk # P6261R $27.00

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6599R $21.00

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6599R $127.00

El león y el ratón
Item # S6001R $7.95
6-Pk # P6001R $45.00

Dientes estupendos
Item # S6186R $4.50
6-Pk # P6186R $27.00

El ratón... mascota
Item # S6193R $4.50
6-Pk # P6193R $27.00

Leones
Item # S6209R $4.50
6-Pk # P6209R $27.00

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6551R $21.00

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6551R $127.00

To see sample pages from this series, go to ***HamerayPublishing.com/MCMR***

SPANISH TEXT SETS

Pairing Traditional Tales + Nonfiction | Grades 1–3

El perro glotón y el gran hueso
Item # S6032R **$7.95**
6-Pk # P6032R **$45.00**

Huesos
Item # S6292R **$4.50**
6-Pk # P6292R **$27.00**

La magia del espejo
Item # S6285R **$4.50**
6-Pk # P6285R **$27.00**

Perros trabajadores
Item # S6278R **$4.50**
6-Pk # P6278R **$27.00**

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6582R **$21.00**

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6582R **$127.00**

La gallinita roja
Item # S5974R **$7.95**
6-Pk # P4705R **$45.00**

Diferentes... de pan
Item # S6094R **$4.50**
6-Pk # P6094R **$27.00**

Granos estupendos
Item # S6117R **$4.50**
6-Pk # P6117R **$27.00**

¿Quién... desayuno?
Item # S6100R **$4.50**
6-Pk # P6100R **$27.00**

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6520R **$21.00**

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6520R **$127.00**

La princesa y el sapo
Item # S6018R **$7.95**
6-Pk # P6018R **$45.00**

Castillos
Item # S6230R **$4.50**
6-Pk # P6230R **$27.00**

Jugar a la pelota
Item # S6223R **$4.50**
6-Pk # P6223R **$27.00**

Sapos fantásticos
Item # S6216R **$4.50**
6-Pk # P6216R **$27.00**

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6568R **$21.00**

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6568R **$127.00**

Los tres cerditos
Item # S5981R **$7.95**
6-Pk # P5981R **$45.00**

¿Dónde te... vivir?
Item # S6131R **$4.50**
6-Pk # P6131R **$27.00**

Nuestra casa nueva
Item # S6124R **$4.50**
6-Pk # P6124R **$27.00**

Todo sobre... cerdos
Item # S6148R **$4.50**
6-Pk # P6148R **$27.00**

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6537R **$21.00**

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6537R **$127.00**

Ricitos de Oro y los tres osos
Item # S5967R **$7.95**
6-Pk # P5967R **$45.00**

Desayunos... mundo
Item # S6070R **$4.50**
6-Pk # P6070R **$27.00**

¡Muy... ¡Perfecto!
Item # S6087R **$4.50**
6-Pk # P6087R **$27.00**

Osos
Item # S6063R **$4.50**
6-Pk # P6063R **$27.00**

Theme Set
1 NARR.
+ 3 INFO TEXT
Item # C6513R **$21.00**

Theme 6-Pack Set
1 NARR.
+ 3 INFO TEXT 6-PK
Item # GR6513R **$127.00**

To see these books in English, go to ***pages 78–81***

Caperucita roja Theme Set with Connections to Real Life

Sample pages from *Caperucita roja*

Sample pages from *Lobos salvajes*

Sample pages from *¡Madera para construir!*

Sample pages from *Mantenerse seguro*

ALSO AVAILABLE IN ENGLISH—SEE PAGES 78-81

Mundo de los Cuentos Mundo Real Complete Set (10 MDLC TITLES + 30 MR TITLES)	Item # C6483R	**$204.99**
Mundo de los Cuentos Mundo Real Complete Set 6-Packs (10 MDLC TITLES x 6PK + 30 MR TITLES x 6PK)	Item # GR6483R	**$1,199.99**
Mundo de los Cuentos Mundo Real Dual Language Set (40 SPANISH + 40 MATCHING ENGLISH)	Item # C1934R	**$409.98**
Mundo de los Cuentos Mundo Real Dual Language Set 6-Packs (40 SPANISH/40 ENGLISH x 6 COPIES EACH)	Item # GR1934R	**$2,399.98**

- Interest Level: **Grades K–1**
- Hameray Levels: **C–H**
- Intervention Levels: **3–13**
- Number of Titles: **59**

LOS PAJARITOS DE JOY COWLEY

Authentic Adaptations | Develop a Joy of Reading

Los Pajaritos de Joy Cowley offers 59 Spanish adaptations featuring the humorous tales of Mrs. Wishy-Washy and Little Rabbit from ***Joy Cowley Early Birds*** *(see* ***pages 93–97****)*! These delightful narrative texts are excellent for beginning readers in any K–1 bilingual or dual-language classroom.

Sample Pages from Los Pajaritos de Joy Cowley

Sample pages from *El espejo Lávalo Todo*

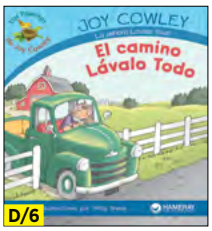
Sample pages from *La camisa nueva del Sr. Conejo*

Los Pajaritos de Joy Cowley Complete Set (59 TITLES)	Item # C288XXR	**$319.55**
Los Pajaritos de Joy Cowley Complete Set 6-Packs (59 TITLES X 6 COPIES)	Item # GR288XR	SAVE **$1,890.00**
Los Pajaritos de Joy Cowley Dual Language Set (118 TITLES)	Item # C289XXR	**$639.10**
Los Pajaritos de Joy Cowley Dual Language Set 6-Packs (118 TITLES x 6 COPIES)	Item # GR289XR	**$3,775.00**

To learn more about this series, go to ***HamerayPublishing.com/LPJC***

SPANISH FICTION

Señora Lávalo Todo + Conejito



D/6

El camino Lávalo Todo
Item # S10470R **$5.25**
6-Pk # P10470R **$31.50**

F/10

La carta Lávalo Todo
Item # S10471R **$5.25**
6-Pk # P10471R **$31.50**

D/6

La casa Lávalo Todo
Item # S10472R **$5.25**
6-Pk # P10472R **$31.50**

G/10

El espejo Lávalo Todo
Item # S10473R **$5.25**
6-Pk # P10473R **$31.50**

F/10

El gato Lávalo Todo
Item # S10474R **$5.25**
6-Pk # P10474R **$31.50**

C/3

El helado Lávalo Todo
Item # S10475R **$5.25**
6-Pk # P10475R **$31.50**

F/10

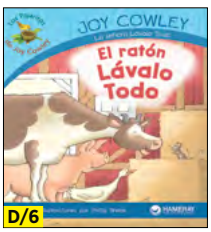
El jardín Lávalo Todo
Item # S10476R **$5.25**
6-Pk # P10476R **$31.50**

G/12

El maíz Lávalo Todo
Item # S10477R **$5.25**
6-Pk # P10477R **$31.50**

F/10

La música Lávalo Todo
Item # S10478R **$5.25**
6-Pk # P10478R **$31.50**



D/6

El ratón Lávalo Todo
Item # S10479R **$5.25**
6-Pk # P10479R **$31.50**

F/4

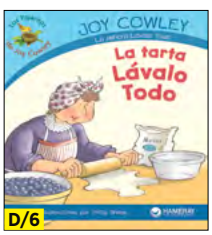
La ropa Lávalo Todo
Item # S10480R **$5.25**
6-Pk # P10480R **$31.50**

D/12

El sueno Lávalo Todo
Item # S10481R **$5.25**
6-Pk # P10481R **$31.50**

E/8

La tarjeta Lávalo Todo
Item # S10482R **$5.25**
6-Pk # P10482R **$31.50**



D/6

La tarta Lávalo Todo
Item # S10483R **$5.25**
6-Pk # P10483R **$31.50**

G/12

El tractor Lávalo Todo
Item # S10484R **$5.25**
6-Pk # P10484R **$31.50**

D/5

La camisa nueva...
Item # S10455R **$5.25**
6-Pk # P10455R **$31.50**

D/6

Los carritos de Conejito
Item # S10456R **$5.25**
6-Pk # P10456R **$31.50**

C/3

El cuento de Conejito
Item # S10457R **$5.25**
6-Pk # P10457R **$31.50**

D/6

Decir la hora
Item # S10458R **$5.25**
6-Pk # P10458R **$31.50**

D/6

Un día de vuelo
Item # S10459R **$5.25**
6-Pk # P10459R **$31.50**

D/5

La hora de dormir...
Item # S10460R **$5.25**
6-Pk # P10460R **$31.50**

C/3

Juegos olímpicos
Item # S10461R **$5.25**
6-Pk # P10461R **$31.50**

D/5

La olla de Sra. Coneja
Item # S10462R **$5.25**
6-Pk # P10462R **$31.50**

D/5

La pata de Conejito
Item # S10463R **$5.25**
6-Pk # P10463R **$31.50**

D/5

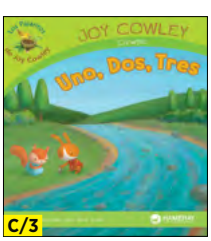
¿Qué es una vaca?
Item # S10464R **$5.25**
6-Pk # P10464R **$31.50**

D/6

¿Quién es el más grande?
Item # S10465R **$5.25**
6-Pk # P10465R **$31.50**

D/5

La risa de Conejito
Item # S10466R **$5.25**
6-Pk # P10466R **$31.50**

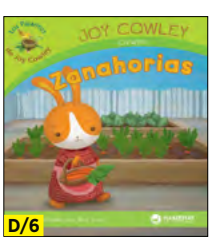


C/3

Sonríe
Item # S10468R **$5.25**
6-Pk # P10468R **$31.50**

D/5

Uno, Dos, Tres
Item # S10467R **$5.25**
6-Pk # P10467R **$31.50**



D/6

Zanahorias
Item # S10469R **$5.25**
6-Pk # P10469R **$31.50**

To see the matching titles in English, go to ***pages 93–97***

SPANISH FICTION

Primeros Lectores + Principiante

El camión viejo
Item # S10770R **$5.25**
6-PK # P10770R **$31.50**

¿Dónde está mi mamá?
Item # S10774R **$5.25**
6-PK # P10774R **$31.50**

El gigante
Item # S10777R **$5.25**
6-PK # P10777R **$31.50**

Guantes
Item # S10779R **$5.25**
6-PK # P10779R **$31.50**

Un insecto en la alfombra
Item # S10780R **$5.25**
6-PK # P10780R **$31.50**

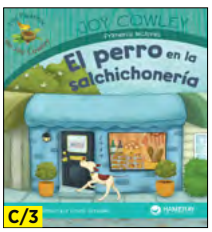
Me duele la cabeza
Item # S10783R **$5.25**
6-PK # P10783R **$31.50**

Pasar lista
Item # S10785R **$5.25**
6-PK # P10785R **$31.50**

El paseo de los monos
Item # S10786R **$5.25**
6-PK # P10786R **$31.50**

Patas bailadoras
Item # S10787R **$5.25**
6-PK # P10787R **$31.50**

El pececito
Item # S10788R **$5.25**
6-PK # P10788R **$31.50**



El perro en la...
Item # S10789R **$5.25**
6-PK # P10789R **$31.50**

¡Ruge, Ruge, Ruge!
Item # S10790R **$5.25**
6-PK # P10790R **$31.50**

¡Te tengo!
Item # S10793R **$5.25**
6-PK # P10793R **$31.50**

La tormenta... caracoles
Item # S10794R **$5.25**
6-PK # P10794R **$31.50**

La vida de una mariposa
Item # S10796R **$5.25**
6-PK # P10796R **$31.50**

El amigo del dragón
Item # S10768R **$5.95**
6-PK # P10768R **$35.70**

¡Bzzz! ¡Bzzz! ¡Bzzz!
Item # S10769R **$5.95**
6-PK # P10769R **$35.70**

La carrera de José
Item # S10771R **$5.95**
6-PK # P10771R **$35.70**

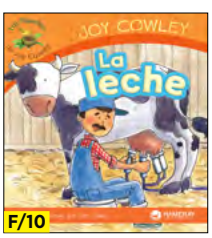
La casa embrujada
Item # S10772R **$5.95**
6-PK # P10772R **$35.70**

La comida de Bebé
Item # S10773R **$5.95**
6-PK # P10773R **$35.70**

La fiesta de la señorita...
Item # S10775R **$5.95**
6-PK # P10775R **$35.70**

Gato y Rata
Item # S10776R **$5.95**
6-PK # P10776R **$35.70**

Globos
Item # S10778R **$5.95**
6-PK # P10778R **$35.70**

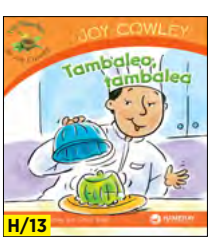


La leche
Item # S10781R **$5.95**
6-PK # P10781R **$35.70**

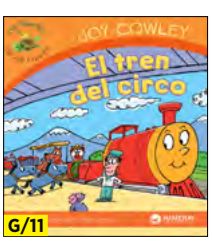
El libro del zoológico
Item # S10782R **$5.95**
6-PK # P10782R **$35.70**

La nueva carretera
Item # S10784R **$5.95**
6-PK # P10784R **$35.70**

El sombrero de Bobo
Item # S10791R **$5.95**
6-PK # P10791R **$35.70**



Tambaleo, tambalea
Item # S10792R **$5.95**
6-PK # P10792R **$35.70**

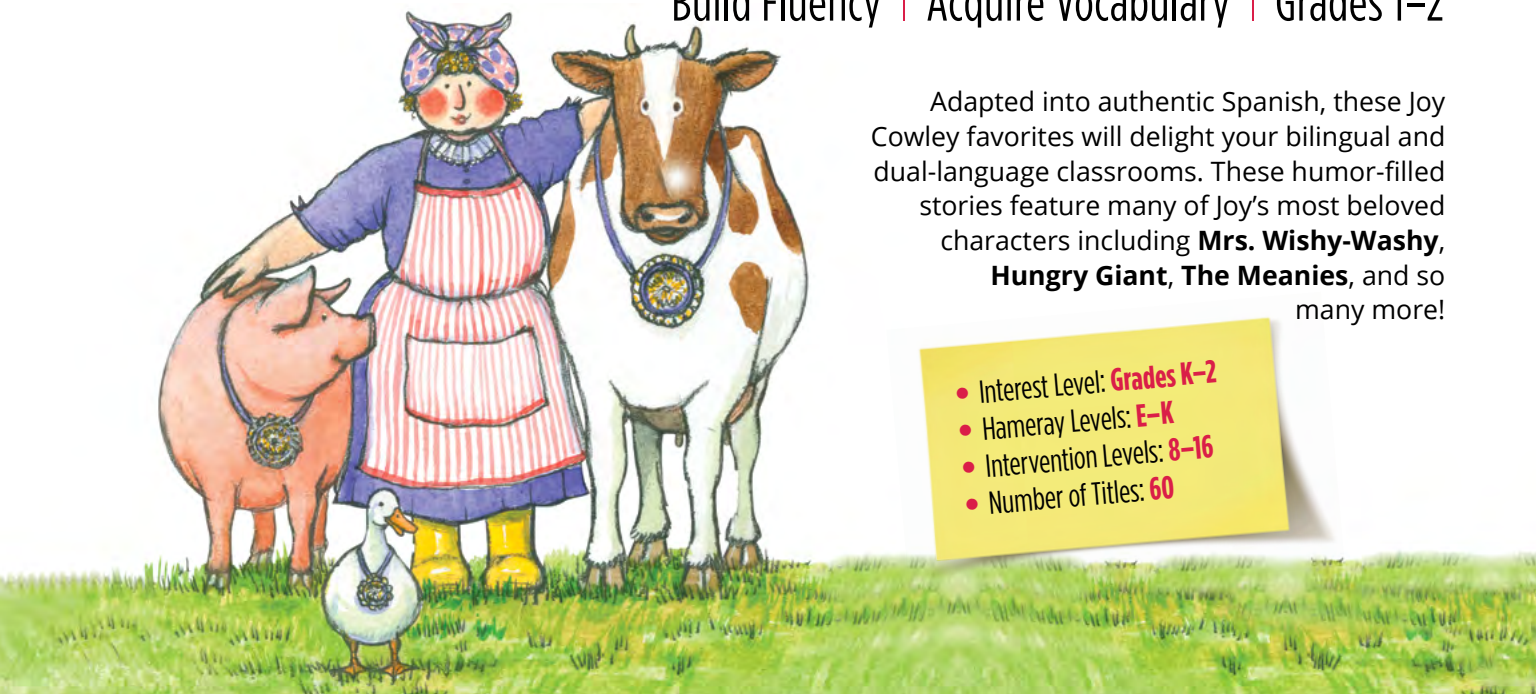


El tren del circo
Item # S10795R **$5.95**
6-PK # P10795R **$35.70**

To see the matching titles in English, go to ***pages 93–97***

COLECCIÓN JOY COWLEY

Build Fluency | Acquire Vocabulary | Grades 1–2



Adapted into authentic Spanish, these Joy Cowley favorites will delight your bilingual and dual-language classrooms. These humor-filled stories feature many of Joy's most beloved characters including **Mrs. Wishy-Washy**, **Hungry Giant**, **The Meanies**, and so many more!

- Interest Level: **Grades K–2**
- Hameray Levels: **E–K**
- Intervention Levels: **8–16**
- Number of Titles: **60**

Sample pages from *La señora Lávalo Todo y el gran baño*

Sample pages from *Tigre Desordenado lava el piso*

Sample pages from *¡Ve a dormir, Óscar!*

Sample pages from *Un libro para perros mascota*

Colección Joy Cowley Complete Set (60 TITLES)	C296XXR	**$340.00**
Colección Joy Cowley Complete Set 6-Packs (60 TITLES)	GR296XR	SAVE **$1,999.99**
Colección Joy Cowley Dual Language Set (120 TITLES)	C297XXR	**$680.00**
Colección Joy Cowley Dual Language Set 6-Packs (120 TITLES X 6 COPIES)	GR297XR	SAVE $300 **$3,999.98**

SPANISH FICTION

Verde | Grades 1–2

Colección Joy Cowley

La bebé del Gigante Hambriento
Item # S3555R **$5.95**
6-Pk # P3555R **$35.70**

Daniel perdió su casco volador
Item # S3524R **$5.95**
6-Pk # P3524R **$35.70**

Daniel y el loro
Item # S3531R **$5.95**
6-Pk # P3531R **$35.70**

Esos pillos asquerosos
Item # S3579R **$5.95**
6-Pk # P3579R **$35.70**

El Payaso... perdió sus pantalones
Item # S3616R **$5.95**
6-Pk # P3616R **$35.70**

El Payaso... y el circo
Item # S3609R **$5.95**
6-Pk # P3609R **$35.70**

El Payaso ... de variedades
Item # S3623R **$5.95**
6-Pk # P3623R **$35.70**

El pequeño Daniel
Item # S3517R **$5.95**
6-Pk # P3517R **$35.70**

Pillos en la casa
Item # S3593R **$5.95**
6-Pk # P3593R **$35.70**

Los pillos salen de noche
Item # S3586R **$5.95**
6-Pk # P3586R **$35.70**

El pobre Gigante... adolorido
Item # S3548R **$5.95**
6-Pk # P3548R **$35.70**

La señora Lávalo... y el gran baño
Item # S3487R **$5.95**
6-Pk # P3487R **$35.70**

La señora Lávalo... y la gran bañera
Item # S3494R **$5.95**
6-Pk # P3494R **$35.70**

La señora Lávalo... feria en la granja
Item # S3500R **$5.95**
6-Pk # P3500R **$35.70**

El zapato del Gigante Hambriento
Item # S3562R **$5.95**
6-Pk # P3562R **$35.70**

Colección Joy Cowley Verde Set (15 TITLES) Item # C3630R **$85.00**

Colección Joy Cowley Verde Set 6-Packs (15 TITLES x 6 COPIES) Item # CL3630R **$510.00**

Rojo | Grade 1

Colección Joy Cowley

El abrazo de Huggles
Item # S10723R **$5.95**
6-Pk # P10723R **$35.70**

El cumpleaños de la señora Lávalo...
Item # S10732R **$5.95**
6-Pk # P10732R **$35.70**

Huggles en la escuela
Item # S10736R **$5.95**
6-Pk # P10736R **$35.70**

Los oídos adoloridos del...
Item # S10743R **$5.95**
6-Pk # P10743R **$35.70**

Oso Peludo arregla todo
Item # S10746R **$5.95**
6-Pk # P10746R **$35.70**

Oso Peludo en el techo
Item # S10747R **$5.95**
6-Pk # P10747R **$35.70**

Oso Peludo y la puerta
Item # S10748R **$5.95**
6-Pk # P10748R **$35.70**

El picnic de Tigre Desordenado
Item # S10733R **$5.95**
6-Pk # P10733R **$35.70**

El resfrío de Huggles
Item # S10756R **$5.95**
6-Pk # P10756R **$35.70**

El señor Susurro y el gran ruido
Item # S10757R **$5.95**
6-Pk # P10757R **$35.70**

El señor Susurro y la señorita Dulce
Item # S10758R **$5.95**
6-Pk # P10758R **$35.70**

La señora Lávalo Todo sale en la...
Item # S10759R **$5.95**
6-Pk # P10759R **$35.70**

Tigre Desordenado en el autobús
Item # S10763R **$5.95**
6-Pk # P10763R **$35.70**

Tigre Desordenado lava el piso
Item # S10764R **$5.95**
6-Pk # P10764R **$35.70**

¡Ups, señor Lávalo Todo!
Item # S10766R **$5.95**
6-Pk # P10766R **$35.70**

Colección Joy Cowley Rojo Set (15 TITLES) Item # C293XXR **$85.00**

Colección Joy Cowley Rojo Set 6-Packs (15 TITLES x 6 COPIES) Item # GR293XR **$510.00**

For series information and complete set pricing, see ***page 167***

SPANISH FICTION

Anaranjado | Grade 1

Colección Joy Cowley

El abrigo de Barbarita
Item # S10724R **$5.95**
6-Pk # P10724R **$35.70**

Barbarita la corderita salvaje
Item # S10725R **$5.95**
6-Pk # P10725R **$35.70**

Barbarita y el día de las mascotas
Item # S10726R **$5.95**
6-Pk # P10726R **$35.70**

¡Bien hecho, Óscar!
Item # S10727R **$5.95**
6-Pk # P10727R **$35.70**

La canción de los Monstruo
Item # S10729R **$5.95**
6-Pk # P10729R **$35.70**

La casa de los espejos
Item # S10730R **$5.95**
6-Pk # P10730R **$35.70**

La casa de los Monstruo
Item # S10731R **$5.95**
6-Pk # P10731R **$35.70**

Dubi, dubi
Item # S10734R **$5.95**
6-Pk # P10734R **$35.70**

El Halloween de los Monstruo
Item # S10735R **$5.95**
6-Pk # P10735R **$35.70**

Juegos de papel
Item # S10737R **$5.95**
6-Pk # P10737R **$35.70**

¡Lo hizo Óscar!
Item # S10741R **$5.95**
6-Pk # P10741R **$35.70**

La montaña rusa
Item # S10742R **$5.95**
6-Pk # P10742R **$35.70**

La pluma nueva
Item # S10753R **$5.95**
6-Pk # P10753R **$35.70**

El tren fantasma
Item # S10765R **$5.95**
6-Pk # P10765R **$35.70**

¡Ve a dormir, Óscar!
Item # S10767R **$5.95**
6-Pk # P10767R **$35.70**

Colección Joy Cowley Anaranjado Set (15 TITLES) Item # C294XXR **$85.00**

Colección Joy Cowley Anaranjado Set 6-Packs (15 TITLES x 6 COPIES) Item # GR294XR **$510.00**

Colección Joy Cowley

Azul | Grade 1

Boliche
Item # S10728R **$5.95**
6-Pk # P10728R **$35.70**

Un libro para gatos mascota
Item # S10738R **$5.95**
6-Pk # P10738R **$35.70**

Un libro para loros mascota
Item # S10739R **$5.95**
6-Pk # P10739R **$35.70**

Un libro para perros mascota
Item # S10740R **$5.95**
6-Pk # P10740R **$35.70**

Osa Rosa
Item # S10744R **$5.95**
6-Pk # P10744R **$35.70**

Osito Betito
Item # S10745R **$5.95**
6-Pk # P10745R **$35.70**

Oso Tobías
Item # S10749R **$5.95**
6-Pk # P10749R **$35.70**

Pequeñín en peligro
Item # S10750R **$5.95**
6-Pk # P10750R **$35.70**

Pequeñín quiere viajar
Item # S10751R **$5.95**
6-Pk # P10751R **$35.70**

Pequeñín y el pastel
Item # S10752R **$5.95**
6-Pk # P10752R **$35.70**

El regreso de Computadora
Item # S10754R **$5.95**
6-Pk # P10754R **$35.70**

La reina de la mesa
Item # S10755R **$5.95**
6-Pk # P10755R **$35.70**

El taxi del Sr. Tang en el mar
Item # S10760R **$5.95**
6-Pk # P10760R **$35.70**

El taxi del Sr. Tang en el zoológico
Item # S10761R **$5.95**
6-Pk # P10761R **$35.70**

El Taxi del Sr. Tang en la nieve
Item # S10762R **$5.95**
6-Pk # P10762R **$35.70**

Colección Joy Cowley Azul Set (15 TITLES) Item # C295XXR **$85.00**

Colección Joy Cowley Azul Set 6-Packs (15 TITLES x 6 COPIES) Item # GR295XR **$510.00**

For the matching English set, go to ***pages 86–89***

CLÁSICOS DE JOY COWLEY

Build Fluency | Acquire Vocabulary | Grades 1–2

Clásicos de Joy Cowley features 26 charming titles that follow the adventures of **Mrs. Wishy-Washy**, **Greedy Cat**, and other beloved characters. Students will enjoy these humor-filled classics that have been adapted into Spanish for beginning readers.

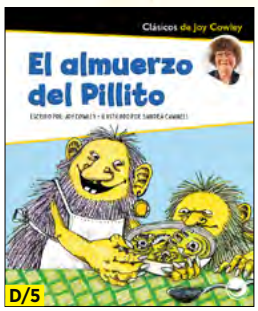
- Interest Level: **Grades K–2**
- Hameray Levels: **B–K**
- Intervention Levels: **2–18**
- Number of Titles: **26**

El almuerzo del Gato Goloso

Item # S10490R	**$5.75**
6-Pk # P10490R	**$34.50**

El almuerzo del Gigante...

Item # S10707R	**$5.75**
6-Pk # P10707R	**$34.50**

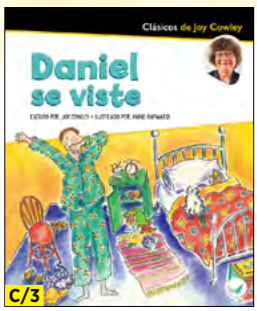


El almuerzo del Pillito

Item # S10708R	**$5.75**
6-Pk # P10708R	**$34.50**

La cena del Gato Goloso

Item # S10486R	**$5.75**
6-Pk # P10486R	**$34.50**



Daniel se viste

Item # S10709R	**$5.75**
6-Pk # P10709R	**$34.50**

La gansa chismosa

Item # S10710R	**$5.75**
6-Pk # P10710R	**$34.50**

El Gato Goloso en el mercado

Item # S10488R	**$5.75**
6-Pk # P10488R	**$34.50**

El Gato Goloso tiene hambre

Item # S10485R	**$5.75**
6-Pk # P10485R	**$34.50**

El Gato Goloso y el veterinario

Item # S10492R	**$5.75**
6-Pk # P10492R	**$34.50**

El Gato Goloso y el visitante

Item # S10491R	**$5.75**
6-Pk # P10491R	**$34.50**

Clásicos de Joy Cowley Complete Set (26 TITLES)	Item # C298XXR	**$149.50**
Clásicos de Joy Cowley Complete Set 6-Packs (26 TITLES x 6 COPIES)	Item # GR298XR	**$875.00**
Clásicos de Joy Cowley Dual Language Set (52 TITLES)	Item # C299XXR	**$299.00**
Clásicos de Joy Cowley Dual Language Set 6-Packs (52 TITLES x 6 COPIES)	Item # GR299XR	SAVE $100 **$1,650.00**

*To see sample spreads, go to **HamerayPublishing.com/CDJC**. To see matching titles in English, go to **pages 90-92***

El Gato Goloso y las gallinas

Item # S10493R	**$5.75**
6-Pk # P10493R	**$34.50**

El gato nuevo

Item # S10489R	**$5.75**
6-Pk # P10489R	**$34.50**

Me encantan las gallinas

Item # S10711R	**$5.75**
6-Pk # P10711R	**$34.50**

Palito de paleta

Item # S10712R	**$5.75**
6-Pk # P10712R	**$34.50**

El paseo lodoso

Item # S10713R	**$5.75**
6-Pk # P10713R	**$34.50**

Patinando

Item # S10714R	**$5.75**
6-Pk # P10714R	**$34.50**

Los patitos

Item # S10715R	**$5.75**
6-Pk # P10715R	**$34.50**

La payasa en el pozo

Item # S10716R	**$5.75**
6-Pk # P10716R	**$34.50**

El picnic de los osos

Item # S10717R	**$5.75**
6-Pk # P10717R	**$34.50**

El puente

Item # S10718R	**$5.75**
6-Pk # P10718R	**$34.50**

La puerta del Gato Goloso

Item # S10487R	**$5.75**
6-Pk # P10487R	**$34.50**

¿Qué pueden hacer los chigarís?

Item # S10719R	**$5.75**
6-Pk # P10719R	**$34.50**

¡Ten cuidado Daniel!

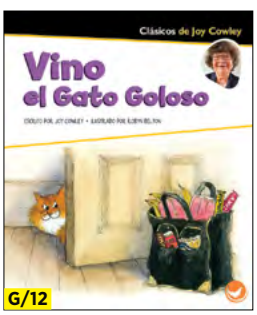
Item # S10720R	**$5.75**
6-Pk # P10720R	**$34.50**

La tienda de mascotas

Item # S10721R	**$5.75**
6-Pk # P10721R	**$34.50**

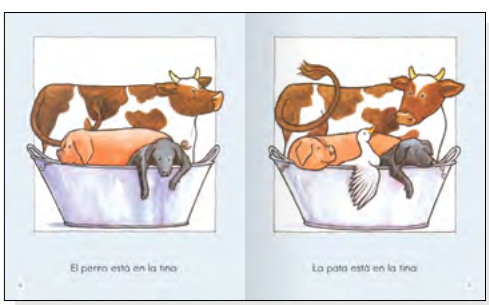
La tina de la señora Lávalo Todo

Item # S10722R	**$5.75**
6-Pk # P10722R	**$34.50**



Vino el Gato Goloso

Item # S10494R	**$5.75**
6-Pk # P10494R	**$34.50**



Sample pages from
La tina de la señora Lávalo Todo

Sample pages from
El almuerzo del Gigante Hambriento

ZOOZOO EN LA SELVA

Build Knowledge | Fiction + Nonfiction | K–1

Adapted from our popular ***Zoozoo Into the Wild*** books, ***En la selva No Ficción*** features stunning photographs that capture the lives of eight beautiful animals in the wild. ***En la selva Ficción*** uses hilarious illustrations to tell humorous stories using repetitive, controlled sentences. Reading Levels B–D.

Las cebras
Item # S1977R **$4.25**
6-PK # P1977R **$25.50**

Los elefantes
Item # S1908R **$4.25**
6-PK # P1908R **$25.50**

Los hipopótamos
Item # S1939R **$4.25**
6-PK # P1939R **$25.50**

Los leones
Item # S1946R **$4.25**
6-PK # P1946R **$25.50**

Sample pages from *Los leones*

Las jirafas
Item # S1922R **$4.25**
6-PK # P1922R **$25.50**

Los orangutanes
Item # S1953R **$4.25**
6-PK # P1953R **$25.50**

Las ranas
Item # S1915R **$4.25**
6-PK # P1915R **$25.50**

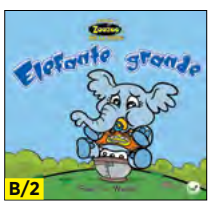
Los tigres
Item # S1960R **$4.25**
6-PK # P1960R **$25.50**

Sample pages from *Los tigres*

¡Ah, cebra!
Item # S2028R **$4.25**
6-PK # P2028R **$25.50**

En el árbol
Item # S2011R **$4.25**
6-PK # P2011R **$25.50**

El león ruge
Item # S2059R **$4.25**
6-PK # P2059R **$25.50**

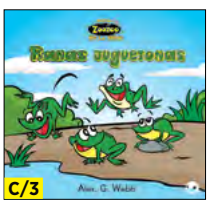


Elefante grande
Item # S1984R **$4.25**
6-PK # P1984R **$25.50**

Sample pages from *Elefante grande*

Hipopótamo mugroso
Item # S1991R **$4.25**
6-PK # P1991R **$25.50**

Jirafa alta
Item # S2042R **$4.25**
6-PK # P2042R **$25.50**



Ranas juguetonas
Item # S2004R **$4.25**
6-PK # P2004R **$25.50**

Veo un tigre
Item # S2035R **$4.25**
6-PK # P2035R **$25.50**

Sample pages from *Veo un tigre*

Zoozoo En La Selva Complete Set (16 TITLES)	Item # C2226R	**$68.00**
Zoozoo En La Selva Complete Set 6-Packs (16 TITLES x 6 COPIES)	Item # CL2219R	SAVE 5% **$390.00**
Zoozoo En La Selva No Ficción Set (8 TITLES)	Item # C1094R	**$34.00**
Zoozoo En La Selva No Ficción Set 6-Packs (8 TITLES x 6 COPIES)	Item # CL2233R	**$195.00**
Zoozoo En La Selva Ficción Set (8 TITLES)	Item # C1093R	**$34.00**
Zoozoo En La Selva Ficción Set 6-Packs (8 TITLES x 6 COPIES)	Item # CL2240R	**$195.00**

*See matching titles in English on **pages 82-83***

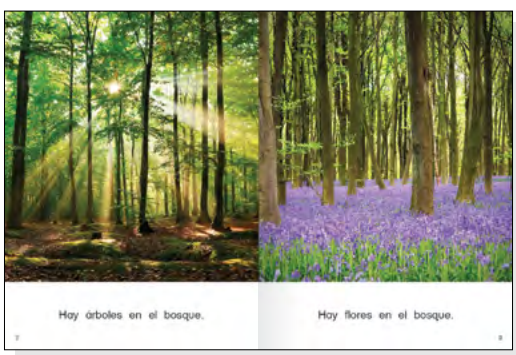
COLECCIÓN CALEIDOSCOPIO

Build Fluency | Fiction + Nonfiction | K–1

- Interest Level: **Grades K–3**
- Hameray Levels: **A–K**
- Intervention Levels: **1–18**
- Number of Nonfiction Texts: **58**
- Number of Fiction Texts: **122**
- Spanish Big Books: **30**

Colección Caleidoscopio is a series of 180 books that are Spanish adaptations of the *Kaleidoscope Collection* (see pages 102–112). **These Spanish leveled readers provide students access to authentic Spanish language**. The mix of engaging informational and fiction texts is easy to incorporate in any bilingual or dual language classroom.

Sample pages from *El pato y el conejo salen a pescar*



Sample pages from *En el bosque*

Colección Caleidoscopio Complete Set (180 TITLES)	Item # C155XXR	**$765.00**
Colección Caleidoscopio Complete Set 6-Packs (180 TITLES x 6 COPIES)	Item # GR155XR	SAVE $250 **$4,339.99**
Dual Language Complete Set (180 ENGLISH TITLES + 180 SPANISH TITLES)	Item # C156XXR	**$1,530.00**
Dual Language Complete Set 6-Packs (360 TITLES x 6 COPIES)	Item # GR156XR	SAVE $500 **$8,679.98**

To learn more about Colección Caleidoscopio, go to ***HamerayPublishing.com/CC***

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels A–C

COLECCIÓN CALEIDOSCOPIO

La bicicleta
Item # S10129R **$4.25**
6-Pk # P10129R **$25.50**

¡La cena!
Item # S10141R **$4.25**
6-Pk # P10141R **$25.50**

Me gusta comer
Item # S10174R **$4.25**
6-Pk # P10174R **$25.50**

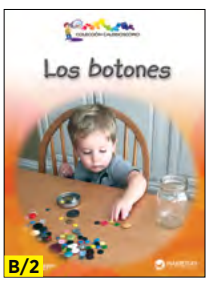
Me gusta el desayuno
Item # S10175R **$4.25**
6-Pk # P10175R **$25.50**

¡Mi cumpleaños!
Item # S10179R **$4.25**
6-Pk # P10179R **$25.50**

El vaquero
Item # S10207R **$4.25**
6-Pk # P10207R **$25.50**

¡Yo sí puedo!
Item # S5121R **$4.25**
6-Pk # P5121R **$25.50**

¿A quién le gusta nadar?
Item # S10120R **$4.25**
6-Pk # P10120R **$25.50**



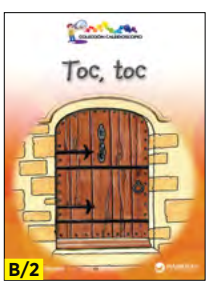
Los botones
Item # S10130R **$4.25**
6-Pk # P10130R **$25.50**

Chicha la ardilla
Item # S10142R **$4.25**
6-Pk # P10142R **$25.50**

¿Qué hay en el zoológico?
Item # S10194R **$4.25**
6-Pk # P10194R **$25.50**

Sopa de lodo
Item # S4964R **$4.25**
6-Pk # P4964R **$25.50**

Subir y bajar
Item # S10203R **$4.25**
6-Pk # P10203R **$25.50**



Toc, toc
Item # S10206R **$4.25**
6-Pk # P10206R **$25.50**

Una sorpresa
Item # S10202R **$4.25**
6-Pk # P10202R **$25.50**

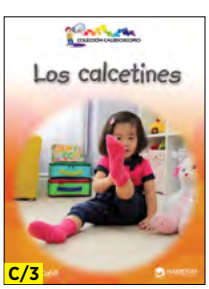
Yo puedo escribir
Item # S10209R **$4.25**
6-Pk # P10209R **$25.50**

Yo puedo leer
Item # S4872R **$4.25**
6-Pk # P4872R **$25.50**

La bebita
Item # S10126R **$4.25**
6-Pk # P10126R **$25.50**

Benito y Rosita
Item # S10127R **$4.25**
6-Pk # P10127R **$25.50**

Benito, el hermano...
Item # S10128R **$4.25**
6-Pk # P10128R **$25.50**



Los calcetines
Item # S10135R **$4.25**
6-Pk # P10135R **$25.50**

¡Cuidado!
Item # S10146R **$4.25**
6-Pk # P10146R **$25.50**

¡Despegue!
Item # S10149R **$4.25**
6-Pk # P10149R **$25.50**

La gallina Hilda
Item # S10160R **$4.25**
6-Pk # P10160R **$25.50**

To see sample pages for Colección Caleidoscopio, go to ***HamerayPublishing.com/CC***

Available in English
See pages **102–112**

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels C–D

Jugando juntos
Item # S5015R **$4.25**
6-Pk # P5015R **$25.50**

Mi diente flojo
Item # S4971R **$4.25**
6-Pk # P4971R **$25.50**

Mojados, mojados...
Item # S10180R **$4.25**
6-Pk # P10180R **$25.50**

¿Qué hace la maestra?
Item # S10193R **$4.25**
6-Pk # P10193R **$25.50**

¡Yo juego t-bol!
Item # S10208R **$4.25**
6-Pk # P10208R **$25.50**

A Roberto le gusta jugar
Item # S10121R **$4.25**
6-Pk # P10121R **$25.50**

Ayudando a mamá
Item # S4858R **$4.25**
6-Pk # P4858R **$25.50**

La caja grande
Item # S10134R **$4.25**
6-Pk # P10134R **$25.50**

El carro bien limpio
Item # S10138R **$4.25**
6-Pk # P10138R **$25.50**

La cena del día de...
Item # S10242R **$4.25**
6-Pk # P10242R **$25.50**

¡Corre, Elena, corre!
Item # S10144R **$4.25**
6-Pk # P10144R **$25.50**

¿Dónde puedo leer?
Item # S10150R **$4.25**
6-Pk # P10150R **$25.50**

En el jardín
Item # S10154R **$4.25**
6-Pk # P10154R **$25.50**

En la noche de Halloween
Item # S4841R **$4.25**
6-Pk # P4841R **$25.50**

En mi columpio
Item # S10177R **$4.25**
6-Pk # P10177R **$25.50**

Fede y Henri tienen...
Item # S10157R **$4.25**
6-Pk # P10157R **$25.50**

¡Fuera de aquí, mosca!
Item # S10159R **$4.25**
6-Pk # P10159R **$25.50**

La gran garza azul
Item # S10161R **$4.25**
6-Pk # P10161R **$25.50**

Grande y pequeño
Item # S10162R **$4.25**
6-Pk # P10162R **$25.50**

¡Heno!
Item # S10163R **$4.25**
6-Pk # P10163R **$25.50**

La hora de la merienda
Item # S10165R **$4.25**
6-Pk # P10165R **$25.50**

La hora del recreo
Item # S10166R **$4.25**
6-Pk # P10166R **$25.50**

Sample pages from *La gran garza azul*

For complete set pricing and dual language set pricing, go to ***page 173***

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels D–E

COLECCIÓN CALEIDOSCOPIO

Jorge, el mago
Item # S10167R **$4.25**
6-Pk # P10167R **$25.50**

Jugar al escondite
Item # S10168R **$4.25**
6-Pk # P10168R **$25.50**

¡Limpia tu cuarto, Nico!
Item # S10169R **$4.25**
6-Pk # P10169R **$25.50**

Max, nuestro perro escolar
Item # S10173R **$4.25**
6-Pk # P10173R **$25.50**

Me gusta el fútbol
Item # S4889R **$4.25**
6-Pk # P4889R **$25.50**

Mi casa ruidosa
Item # S10176R **$4.25**
6-Pk # P10176R **$25.50**

Mi cuarto desordenado
Item # S10178R **$4.25**
6-Pk # P10178R **$25.50**

El muñeco de nieve
Item # S10183R **$4.25**
6-Pk # P10183R **$25.50**

No soy un pez
Item # S10184R **$4.25**
6-Pk # P10184R **$25.50**

El parque de juegos
Item # S10186R **$4.25**
6-Pk # P10186R **$25.50**

El pato y el conejo...
Item # S10187R **$4.25**
6-Pk # P10187R **$25.50**

¿Qué quieres comer?
Item # S10196R **$4.25**
6-Pk # P10196R **$25.50**

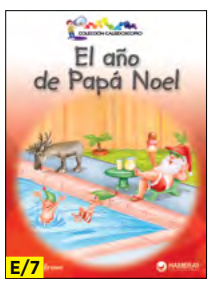
¿Quién es pequeño?
Item # S10197R **$4.25**
6-Pk # P10197R **$25.50**

¿Quién es un amigo?
Item # S10198R **$4.25**
6-Pk # P10198R **$25.50**

René y el abuelo
Item # S10199R **$4.25**
6-Pk # P10199R **$25.50**

Los sombreros de Noah
Item # S10200R **$4.25**
6-Pk # P10200R **$25.50**

Un día sin reglas
Item # S4995R **$4.25**
6-Pk # P4995R **$25.50**

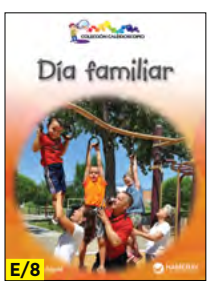


El año de Papá Noel
Item # S10122R **$4.25**
6-Pk # P10122R **$25.50**

Los charcos
Item # S10245R **$4.25**
6-Pk # P10245R **$25.50**

El chicle de bomba
Item # S4773R **$4.25**
6-Pk # P4773R **$25.50**

El chirriador
Item # S10143R **$4.25**
6-Pk # P10143R **$25.50**



Día familiar
Item # S10252R **$4.25**
6-Pk # P10252R **$25.50**

¿Dónde está Sammy?
Item # S10255R **$4.25**
6-Pk # P10255R **$25.50**

Hay una víbora en el...
Item # S5046R **$4.25**
6-Pk # P5046R **$25.50**

For Colección Caleidoscopio (nonfiction), go to ***pages 179-181***

Available in English
See pages **102–112**

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels E–F

Lanzando piedras
Item # S10265R **$4.25**
6-Pk # P10265R **$25.50**

Mi hermana mayor
Item # S10267R **$4.25**
6-Pk # P10267R **$25.50**

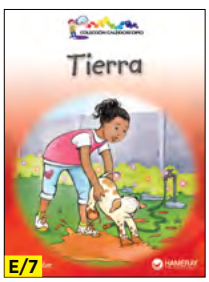
El monstruo de lona
Item # S10270R **$4.25**
6-Pk # P10270R **$25.50**

¡Mucho trabajo!
Item # S10181R **$4.25**
6-Pk # P10181R **$25.50**

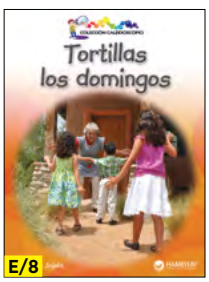
¡Muchos dulces!
Item # S10182R **$4.25**
6-Pk # P10182R **$25.50**

Nuestro árbol
Item # S10271R **$4.25**
6-Pk # P10271R **$25.50**

El tanque de agua
Item # S10204R **$4.25**
6-Pk # P10204R **$25.50**



Tierra
Item # S10284R **$4.25**
6-Pk # P10284R **$25.50**



Tortillas los domingos
Item # S5060R **$4.25**
6-Pk # P5060R **$25.50**

Beto y su patineta
Item # S10240R **$4.25**
6-Pk # P10240R **$25.50**

La bicicleta de Linda
Item # S10241R **$4.25**
6-Pk # P10241R **$25.50**

La cosota grandota
Item # S10247R **$4.25**
6-Pk # P10247R **$25.50**

El cumpleaños de Sam
Item # S10248R **$4.25**
6-Pk # P10248R **$25.50**

Un día pesado
Item # S10253R **$4.25**
6-Pk # P10253R **$25.50**

Muchas gaviotas
Item # S10201R **$4.25**
6-Pk # P10201R **$25.50**

La pelota de Duque
Item # S10273R **$4.25**
6-Pk # P10273R **$25.50**

Las púas
Item # S10279R **$4.25**
6-Pk # P10279R **$25.50**

Una sorpresa para Mía
Item # S10283R **$4.25**
6-Pk # P10283R **$25.50**

La trampa de mascota
Item # S10286R **$4.25**
6-Pk # P10286R **$25.50**

Una casa para mí
Item # S10140R **$4.25**
6-Pk # P10140R **$25.50**

Vistiéndome
Item # S10288R **$4.25**
6-Pk # P10288R **$25.50**

Los zapatos vienen...
Item # S10289R **$4.25**
6-Pk # P10289R **$25.50**

Sample pages from *¡Mucho trabajo!*

For complete set pricing and dual language set pricing, go to ***page 173***

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels G–H

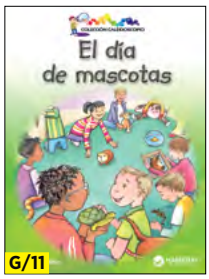
COLECCIÓN CALEIDOSCOPIO

¡Cepilla! ¡Cepilla!...
Item # S10243R **$4.25**
6-Pk # P10243R **$25.50**

La chamarra de Josué
Item # S10244R **$4.25**
6-Pk # P10244R **$25.50**

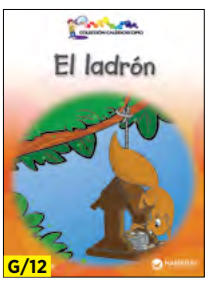
¿De quién es esta...
Item # S10249R **$4.25**
6-Pk # P10249R **$25.50**

El día de locuras
Item # S10250R **$4.25**
6-Pk # P10250R **$25.50**

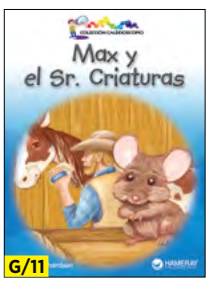


El día de mascotas
Item # S10251R **$4.25**
6-Pk # P10251R **$25.50**

El hombre que le...
Item # S4957R **$4.25**
6-Pk # P4957R **$25.50**



El ladrón
Item # S10263R **$4.25**
6-Pk # P10263R **$25.50**



Max y el Sr. Criaturas
Item # S10266R **$4.25**
6-Pk # P10266R **$25.50**

Mirando las estrellas
Item # S10268R **$4.25**
6-Pk # P10268R **$25.50**

Oscar y el huracán
Item # S4865R **$4.25**
6-Pk # P4865R **$25.50**

El pollito
Item # S10277R **$4.25**
6-Pk # P10277R **$25.50**

¿Qué es ese olor?
Item # S10281R **$4.25**
6-Pk # P10281R **$25.50**

El sándwich de araña
Item # S10282R **$4.25**
6-Pk # P10282R **$25.50**

Tarde a la escuela
Item # S10205R **$4.25**
6-Pk # P10205R **$25.50**

Los ciervos de cola blanca
Item # S10287R **$4.25**
6-Pk # P10287R **$25.50**

La chinche apestosa
Item # S5084R **$4.25**
6-Pk # P5084R **$25.50**

Disfrutando arándanos...
Item # S10254R **$4.25**
6-Pk # P10254R **$25.50**

Esquiando a campo...
Item # S10257R **$4.25**
6-Pk # P10257R **$25.50**

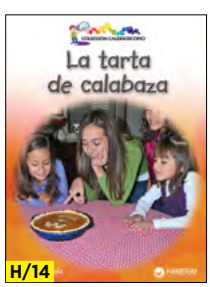
El guante
Item # S10259R **$4.25**
6-Pk # P10259R **$25.50**

Lagartijita rojiza
Item # S10264R **$4.25**
6-Pk # P10264R **$25.50**

El monstruo de la coladera
Item # S10269R **$4.25**
6-Pk # P10269R **$25.50**

Pescando sobre el hielo
Item # S10275R **$4.25**
6-Pk # P10275R **$25.50**

Sofía y la nueva escuela
Item # S5053R **$4.25**
6-Pk # P5053R **$25.50**



La tarta de calabaza
Item # S4926R **$4.25**
6-Pk # P4926R **$25.50**

For English versions of Colección Caleidoscopio, go to ***pages 102-112***

Available in English
See pages **102–112**

SPANISH FICTION

Build Fluency | Acquire Vocabulary | Levels I–K

¿Eres un abusón?
Item # S10256R **$4.25**
6-Pk # P10256R **$25.50**

El granjero y la marmota
Item # S10258R **$4.25**
6-Pk # P10258R **$25.50**

¡Llama a mamá!
Item # S4834R **$4.25**
6-Pk # P4834R **$25.50**

La primera nevada de Max
Item # S10278R **$4.25**
6-Pk # P10278R **$25.50**

El hospital puede ser...
Item # S10260R **$4.25**
6-Pk # P10260R **$25.50**

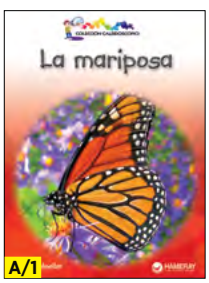
La concha de la amistad
Item # S4810R **$4.25**
6-Pk # P4810R **$25.50**

*To view pricing for complete collections and 6-pack sets, go to **page 173**.*
*For English versions of Colección Caleidoscopio, go to **page 102-112**.*

SPANISH NONFICTION

Build Fluency | Acquire Vocabulary | Levels A–B

En el bosque
Item # S10152R **$4.25**
6-Pk # P10152R **$25.50**



La mariposa
Item # S4797R **$4.25**
6-Pk # P4797R **$25.50**

Los perros
Item # S4803R **$4.25**
6-Pk # P4803R **$25.50**

¿Qué comen?
Item # S10191R **$4.25**
6-Pk # P10191R **$25.50**

¡Ayuda!
Item # S10124R **$4.25**
6-Pk # P10124R **$25.50**

¡Los buenos amigos!
Item # S10132R **$4.25**
6-Pk # P10132R **$25.50**

En el bosque tropical
Item # S10153R **$4.25**
6-Pk # P10153R **$25.50**

Es un reptil
Item # S4919R **$4.25**
6-Pk # P4919R **$25.50**

¡Esta soy yo!
Item # S10156R **$4.25**
6-Pk # P10156R **$25.50**

Las manos
Item # S10172R **$4.25**
6-Pk # P10172R **$25.50**

Sample pages from *En el bosque tropical*

*To see sample pages for Colección Caleidoscopio, go to **HamerayPublishing.com/CC***

SPANISH NONFICTION

Build Fluency | Acquire Vocabulary | Levels B–D

COLECCIÓN CALEIDOSCOPIO

¿Puedes hacer esto?
Item # S10190R **$4.25**
6-Pk # P10190R **$25.50**

¿Qué es una mascota?
Item # S10192R **$4.25**
6-Pk # P10192R **$25.50**

¿Qué puede andar?
Item # S10195R **$4.25**
6-Pk # P10195R **$25.50**

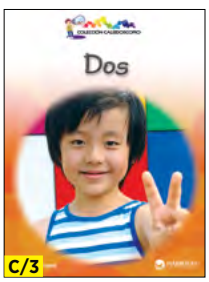
Los ayudantes
Item # S10125R **$4.25**
6-Pk # P10125R **$25.50**

Buena comida
Item # S10131R **$4.25**
6-Pk # P10131R **$25.50**

Los camiones
Item # S10137R **$4.25**
6-Pk # P10137R **$25.50**

¡Camiones, camiones...
Item # S5077R **$4.25**
6-Pk # P5077R **$25.50**

Los deportes
Item # S10148R **$4.25**
6-Pk # P10148R **$25.50**



Dos
Item # S10151R **$4.25**
6-Pk # P10151R **$25.50**

¿Es redonda o no?
Item # S10155R **$4.25**
6-Pk # P10155R **$25.50**

Es un insecto
Item # S4902R **$4.25**
6-Pk # P4902R **$25.50**

Las piedras
Item # S10188R **$4.25**
6-Pk # P10188R **$25.50**

Las ranas crecen
Item # S4827R **$4.25**
6-Pk # P4827R **$25.50**

Todo sobre los...
Item # S4735R **$4.25**
6-Pk # P4735R **$25.50**

Calor y frío
Item # S10136R **$4.25**
6-Pk # P10136R **$25.50**

Los carros chocados
Item # S10139R **$4.25**
6-Pk # P10139R **$25.50**

Las cuatro estaciones
Item # S10145R **$4.25**
6-Pk # P10145R **$25.50**

¿De dónde viene?
Item # S10147R **$4.25**
6-Pk # P10147R **$25.50**

¿Dónde vive?
Item # S5091R **$4.25**
6-Pk # P5091R **$25.50**

Las figuras del campo...
Item # S10158R **$4.25**
6-Pk # P10158R **$25.50**

Las longhorns
Item # S10170R **$4.25**
6-Pk # P10170R **$25.50**

El maíz
Item # S10171R **$4.25**
6-Pk # P10171R **$25.50**

Nosotros reciclamos
Item # S10185R **$4.25**
6-Pk # P10185R **$25.50**

Los planetas
Item # S10189R **$4.25**
6-Pk # P10189R **$25.50**

For Colección Caleidoscopio (fiction), go to ***pages 174-179***

Available in English
See pages **102–112**

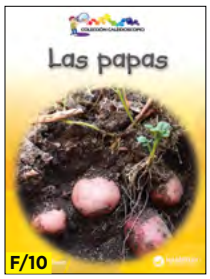
SPANISH NONFICTION

Build Fluency | Acquire Vocabulary | Levels E–J

Las ardillas
Item # S10123R **$4.25**
6-Pk # P10123R **$25.50**

La caja de herramienta...
Item # S10133R **$4.25**
6-Pk # P10133R **$25.50**

Las herramientas
Item # S10164R **$4.25**
6-Pk # P10164R **$25.50**



Las papas
Item # S10272R **$4.25**
6-Pk # P10272R **$25.50**

Puedo usar la tecnología
Item # S10280R **$4.25**
6-Pk # P10280R **$25.50**

La computadora
Item # S10246R **$4.25**
6-Pk # P10246R **$25.50**

Planificando tu fiesta
Item # S10276R **$4.25**
6-Pk # P10276R **$25.50**

Ruedas grandes en la...
Item # S4766R **$4.25**
6-Pk # P4766R **$25.50**

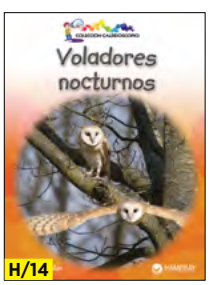
Los caballos de trabajo
Item # S5114R **$4.25**
6-Pk # P5114R **$25.50**

Carrera de carros...
Item # S4780R **$4.25**
6-Pk # P4780R **$25.50**

Los perros de servicio
Item # S10274R **$4.25**
6-Pk # P10274R **$25.50**

Ruedas grandes en el...
Item # S4759R **$4.25**
6-Pk # P4759R **$25.50**

Las semillas
Item # S5039R **$4.25**
6-Pk # P5039R **$25.50**



Voladores nocturnos
Item # S4988R **$4.25**
6-Pk # P4988R **$25.50**

El jorobado tiene dos...
Item # S10261R **$4.25**
6-Pk # P10261R **$25.50**

Los juegos olímpicos...
Item # S10262R **$4.25**
6-Pk # P10262R **$25.50**

Quiero aprender a bucear
Item # S4896R **$4.25**
6-Pk # P4896R **$25.50**

La ballena blanca
Item # S5107R **$4.25**
6-Pk # P5107R **$25.50**

Los lagartos
Item # S4940R **$4.25**
6-Pk # P4940R **$25.50**

Nuestra escuela nueva
Item # S5008R **$4.25**
6-Pk # P5008R **$25.50**

Los osos polares
Item # S5022R **$4.25**
6-Pk # P5022R **$25.50**

Pequeños pingüinos...
Item # S4933R **$4.25**
6-Pk # P4933R **$25.50**

Nutrias asombrosas
Item # S4742R **$4.25**
6-Pk # P4742R **$25.50**

La torre de reloj de Berne
Item # S10285R **$4.25**
6-Pk # P10285R **$25.50**

For complete set pricing and dual language set pricing, go to ***page 173***

NEW SPANISH SCIENCE SERIES

STEM EXPLORACIONES

- Interest Level: Grades 1–3
- Hameray Levels: H–K
- Intervention Levels: 14–18
- Number of Titles: 26

STEM EXPLORACIONES
SPANISH NONFICTION FOR GRADES 1–3

SUPPORT CROSS-CURRICULAR LEARNING WITH STEM
~ 26 INFORMATIONAL TEXTS FOR BILINGUAL STUDENTS ~

STEM Exploraciones makes science-content learning in Spanish fun and easy. Explore the five senses, light energy, sound waves, and computers. **Dive into details of the water cycle, how the Earth rotates around the Sun, and the three states of matter**. Practice telling time and dividing objects into fractions.

CIENCIA

TECNOLOGÍA

INGENIERÍA

MATEMÁTICAS

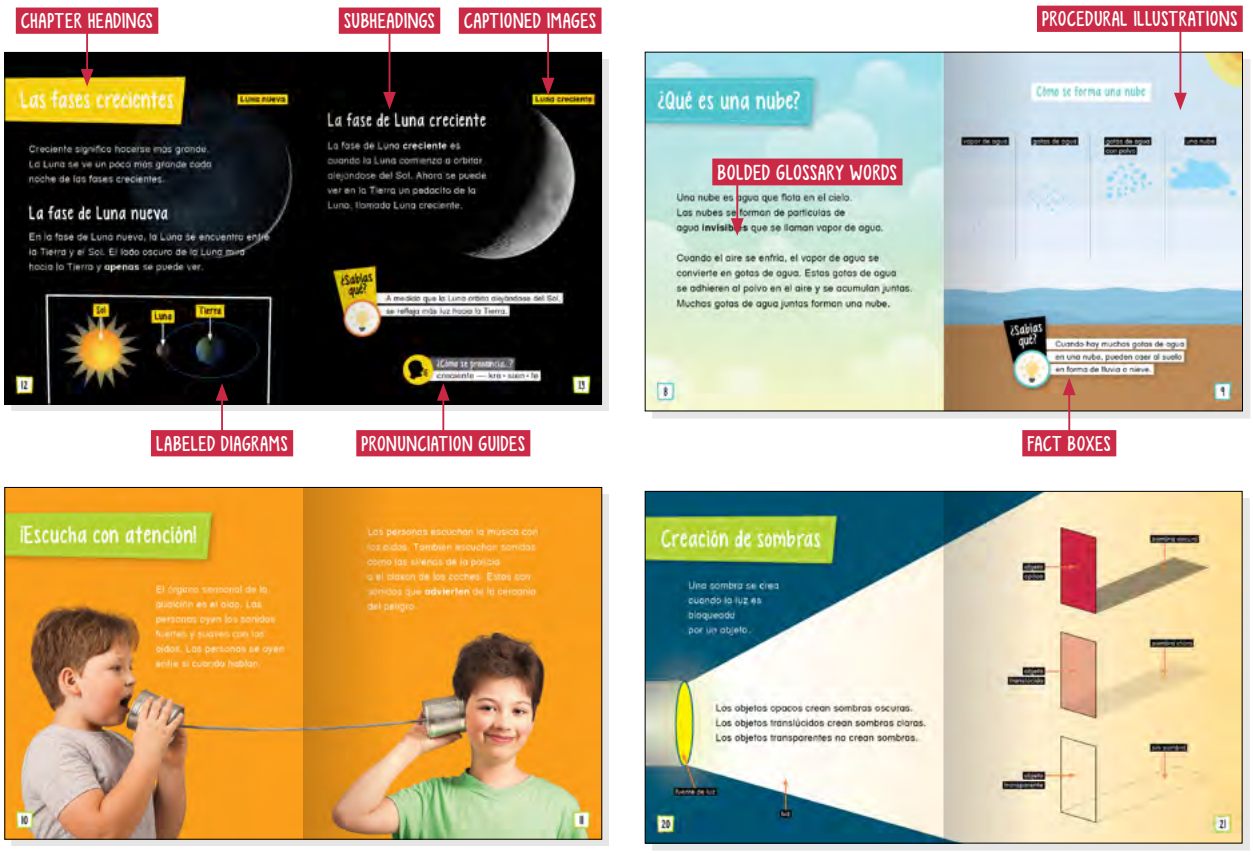
*To see matching titles in English, go to **pages 120–123***

STEM EXPLORACIONES

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | Grades 1–3

Enhance Comprehension with Nonfiction Text Features



SERIES FEATURES:

- Aligned to Next Generation Science Standards (NGSS)
- 26 leveled readers for Grades 1–2 (Levels H–K)
- Informational text features help students develop important reading skills
- Interrelated topics offer deep content learning across the series
- Objective scientific writing
- Stunning visuals and rich text-to-picture correlation

NONFICTION TEXT FEATURES:

- Table of contents, glossary, and index
- Chapter headings and sub-headings
- Clearly labeled, easy-to-follow diagrams, and well-captioned images
- Helpful pronunciation guides
- Fact boxes and callouts highlight special information

STEM Exploraciones Complete Set (26 TITLES)	Item # C384XXR	**$143.00**
STEM Exploraciones Complete Set 6-Packs (26 TITLES x 6 COPIES)	Item # GR384XR	**$858.00**
STEM Exploraciones Dual Language Set (26 SPANISH + 26 MATCHING ENGLISH)	Item # C385XXR	**$286.00**
STEM Exploraciones Dual Language Set 6-Packs (26 SPANISH 6-PKS + 26 MATCHING ENGLISH 6-PKS)	Item # GR385XR	**$1,716.00**

To see more details about the series, go to ***HamerayPublishing.com/Collections/STEM-Exploraciones***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | Grades 1–3

El ciclo de las estaciones

Item # S10925R	**$5.50**
6-Pk # P10925R	**$33.00**

Sample pages from *El ciclo de las estaciones*

Sample pages from *El ciclo de las estaciones*

Cómo viaja la luz

Item # S10926R	**$5.50**
6-Pk # P10926R	**$33.00**

Computadoras antes y ahora

Item # S10927R	**$5.50**
6-Pk # P10927R	**$33.00**

Computadoras por todas...

Item # S10928R	**$5.50**
6-Pk # P10928R	**$33.00**

Construir con rocas

Item # S10929R	**$5.50**
6-Pk # P10929R	**$33.00**

Diciendo la hora

Item # S10930R	**$5.50**
6-Pk # P10930R	**$33.00**

La energía del Sol

Item # S10931R	**$5.50**
6-Pk # P10931R	**$33.00**

Energía luminosa

Item # S10932R	**$5.50**
6-Pk # P10932R	**$33.00**

Las fases de la Luna

Item # S10933R	**$5.50**
6-Pk # P10933R	**$33.00**

Formas por todas partes

Item # S10934R	**$5.50**
6-Pk # P10934R	**$33.00**

Hecho de madera

Item # S10935R	**$5.50**
6-Pk # P10935R	**$33.00**

To learn more about series features series, go to ***pages 182–183***

Las herramientas adecuadas

Item # S10936R **$5.50**
6-Pk # P10936R **$33.00**

Mitades y cuartos

Item # S10937R **$5.50**
6-Pk # P10937R **$33.00**

Las nubes y el tiempo

Item # S10938R **$5.50**
6-Pk # P10938R **$33.00**

Ondas sonoras

Item # S10939R **$5.50**
6-Pk # P10939

¿Qué es un gas?

Item # S10940R **$5.50**
6-Pk # P10940R **$33.00**

¿Qué es un líquido?

Item # S10941R **$5.50**
6-Pk # P10941R **$33.00**

¿Qué es un sólido?

Item # S10942R **$5.50**
6-Pk # P10942R **$33.00**

¿Qué son los cinco sentidos?

Item # S10943R **$5.50**
6-Pk # P10943R **$33.00**

El Sol cambiante

Item # S10944R **$5.50**
6-Pk # P10944R **$33.00**

Los sonidos y la comunicación

Item # S10945R **$5.50**
6-Pk # P10945R **$33.00**

Termómetros

Item # S10946R **$5.50**
6-Pk # P10946R **$33.00**

Todo sobre la lluvia

Item # S10947R **$5.50**
6-Pk # P10947R **$33.00**

Todo sobre la nieve

Item # S10948R **$5.50**
6-Pk # P10948R **$33.00**

Todo sobre los puentes

Item # S10949R **$5.50**
6-Pk # P10949R **$33.00**

Las tormentas eléctricas

Item # S10950R **$5.50**
6-Pk # P10950R **$33.00**

To see more details about the series, go to ***HamerayPublishing.com/Collections/STEM-Exploraciones***

ZOOZOO MUNDO ANIMAL

Build Knowledge | Acquire Vocabulary | Grades K–2

- Interest Level: **Grades K–2**
- Hameray Levels: **A–H**
- Intervention Levels: **1–13**
- Number of Titles: **110**
- **Free Teacher's Guide**

***Zoozoo Mundo Animal* consists of 110 titles featuring animals from eleven different habitats**. This high-interest informational text series, adapted into Spanish from *Zoozoo Animal World* (see pages 113–119), contains teacher talking points in each book that enrich student learning with every page. Reading Levels A–H.

Captivating Animal Facts & Stunning Photography

Sample pages from *El delfin*

Sample pages from *El oso pardo*

Zoozoo Mundo Animal Complete Set (110 TITLES)	Item # C202XXR		**$467.50**
Zoozoo Mundo Animal Complete Set 6-Packs (110 TITLES x 6 COPIES)	Item # GR202XR	SAVE $150	**$2,655.00**
Zoozoo Mundo Animal Dual Language Set (110 ENG. TITLES + 110 SP. TITLES)	Item # C219XXR		**$935.00**
Zoozoo Mundo Animal Dual Language Set 6-Packs (110 ENG. 6-PK + 110 SP. 6-PK)	Item # GR219XR	SAVE $300	**$5,315.00**

New Downloadable Spanish Teacher's Guide at ***HamerayPublishing.com/TG***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

La abeja
Item # S9400R **$4.25**
6-PK # P9400R **$25.50**

El águila calva
Item # S2133R **$4.25**
6-PK # P2133R **$25.50**

El albatros
Item # S10425R **$4.25**
6-PK # P10425R **$25.50**

El alce
Item # S2140R **$4.25**
6-PK # P2140R **$25.50**

La alpaca
Item # S9401R **$4.25**
6-PK # P9401R **$25.50**

La anaconda
Item # S10426R **$4.25**
6-PK # P10426R **$25.50**

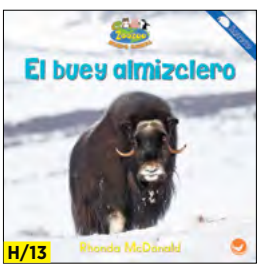
La ardilla listada
Item # S9402R **$4.25**
6-PK # P9402R **$25.50**

El armadillo
Item # S9403R **$4.25**
6-PK # P9403R **$25.50**

El avestruz
Item # S8722R **$4.25**
6-PK # P8722R **$25.50**

El bagre
Item # S10427R **$4.25**
6-PK # P10427R **$25.50**

El borrego cimarrón
Item # S8814R **$4.25**
6-PK # P8814R **$25.50**



El buey almizclero
Item # S9404R **$4.25**
6-PK # P9404R **$25.50**

El búfalo
Item # S8760R **$4.25**
6-PK # P8760R **$25.50**

El búho nival
Item # S9405R **$4.25**
6-PK # P9405R **$25.50**

El búho
Item # S2157R **$4.25**
6-PK # P2157R **$25.50**

El burro
Item # S9406R **$4.25**
6-PK # P9406R **$25.50**

El caballito de mar
Item # S8852R **$4.25**
6-PK # P8852R **$25.50**

El caballo
Item # S2164R **$4.25**
6-PK # P2164R **$25.50**

La cabra de montaña
Item # S8838R **$4.25**
6-PK # P8838R **$25.50**

La cabra
Item # S9407R **$4.25**
6-PK # P9407R **$25.50**

To see additional sample pages, go to ***HamerayPublishing.com/MA***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

El caimán

Item # S10428R	**$4.25**
6-PK # P10428R	**$25.50**

El camaleón

Item # S10429R	**$4.25**
6-PK # P10429R	**$25.50**

Los camarones

Item # S10430R	**$4.25**
6-PK # P10430R	**$25.50**

El camello

Item # S8708R	**$4.25**
6-PK # P8708R	**$25.50**

El cangrejo del río

Item # S10431R	**$4.25**
6-PK # P10431R	**$25.50**

El cangrejo

Item # S9408R	**$4.25**
6-PK # P9408R	**$25.50**

El capibara

Item # S10432R	**$4.25**
6-PK # P10432R	**$25.50**

El castor

Item # S10433R	**$4.25**
6-PK # P10433R	**$25.50**

El cerdo

Item # S2171R	**$4.25**
6-PK # P2171R	**$25.50**

El chimpancé

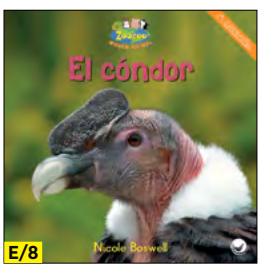
Item # S9409R	**$4.25**
6-PK # P9409R	**$25.50**

El cocodrilo

Item # S2188R	**$4.25**
6-PK # P2188R	**$25.50**

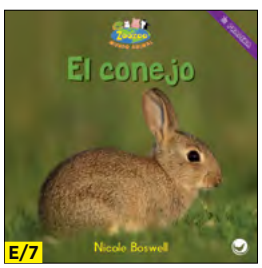
La comadreja

Item # S9410R	**$4.25**
6-PK # P9410R	**$25.50**



El cóndor

Item # S8807R	**$4.25**
6-PK # P8807R	**$25.50**



El conejo

Item # S8753R	**$4.25**
6-PK # P8753R	**$25.50**

El coyote

Item # S8715R	**$4.25**
6-PK # P8715R	**$25.50**

Sample pages from *El caimán*

Sample pages from *El dingo*

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

La culebra

Item # S2263R	**$4.25**
6-PK # P2263R	**$25.50**

El delfín

Item # S8869R	**$4.25**
6-PK # P8869R	**$25.50**

El demonio de Tasmania

Item # S10434R	**$4.25**
6-PK # P10434R	**$25.50**

El dingo

Item # S10435R	**$4.25**
6-PK # P10435R	**$25.50**

El dragón de Komodo

Item # S10436R	**$4.25**
6-PK # P10436R	**$25.50**

El erizo de mar

Item # S9411R	**$4.25**
6-PK # P9411R	**$25.50**

El erizo

Item # S9412R	**$4.25**
6-PK # P9412R	**$25.50**

El escorpión

Item # S8739R	**$4.25**
6-PK # P8739R	**$25.50**

El facóquero

Item # S9413R	**$4.25**
6-PK # P9413R	**$25.50**

El flamenco

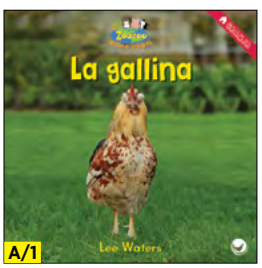
Item # S10437R	**$4.25**
6-PK # P10437R	**$25.50**

La foca

Item # S9414R	**$4.25**
6-PK # P9414R	**$25.50**

El frailecillo

Item # S2195R	**$4.25**
6-PK # P2195R	**$25.50**



La gallina

Item # S2270R	**$4.25**
6-PK # P2270R	**$25.50**

La garza

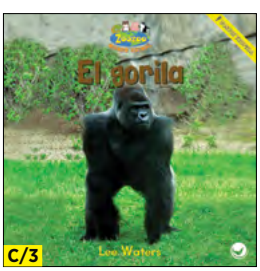
Item # S10438R	**$4.25**
6-PK # P10438R	**$25.50**

El gato pescador

Item # S10439R	**$4.25**
6-PK # P10439R	**$25.50**

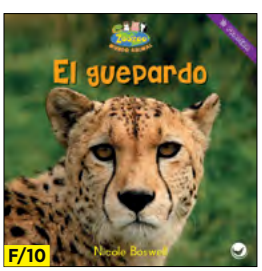
El glotón

Item # S9415R	**$4.25**
6-PK # P9415R	**$25.50**



El gorila

Item # S2201R	**$4.25**
6-PK # P2201R	**$25.50**



El guepardo

Item # S8777R	**$4.25**
6-PK # P8777R	**$25.50**

El halcón de cola roja

Item # S9416R	**$4.25**
6-PK # P9416R	**$25.50**

La hiena

Item # S9417R	**$4.25**
6-PK # P9417R	**$25.50**

To see matching English Titles, go to ***pages 113–119***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

El íbice

Item # S9418R	**$4.25**
6-PK # P9418R	**$25.50**

El jaguar

Item # S9419R	**$4.25**
6-PK # P9419R	**$25.50**

El kiwi

Item # S10440R	**$4.25**
6-PK # P10440R	**$25.50**

El koala

Item # S10441R	**$4.25**
6-PK # P10441R	**$25.50**

El lagarto cornudo

Item # S9420R	**$4.25**
6-PK # P9420R	**$25.50**

El lémur

Item # S10442R	**$4.25**
6-PK # P10442R	**$25.50**

El leopardo de nieve

Item # S8845R	**$4.25**
6-PK # P8845R	**$25.50**

La libélula

Item # S10443R	**$4.25**
6-PK # P10443R	**$25.50**

La liebre de montaña

Item # S9421R	**$4.25**
6-PK # P9421R	**$25.50**

El lince

Item # S9422R	**$4.25**
6-PK # P9422R	**$25.50**

La llama

Item # S9423R	**$4.25**
6-PK # P9423R	**$25.50**

El lobo gris

Item # S9424R	**$4.25**
6-PK # P9424R	**$25.50**

El manatí

Item # S10444R	**$4.25**
6-PK # P10444R	**$25.50**

La mariposa

Item # S2287R	**$4.25**
6-PK # P2287R	**$25.50**

El martín pescador

Item # S10445R	**$4.25**
6-PK # P10445R	**$25.50**

Sample pages from *El koala*

Sample pages from *El ornitorrinco*

FREE DOWNLOADABLE TEACHER'S GUIDE
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SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

El mono araña
Item # S9425R **$4.25**
6-PK # P9425R **$25.50**

La morsa
Item # S2294R **$4.25**
6-PK # P2294R **$25.50**

El mosquito
Item # S10446R **$4.25**
6-PK # P10446R **$25.50**

El murciélago
Item # S2218R **$4.25**
6-PK # P2218R **$25.50**

El ñu
Item # S9426R **$4.25**
6-PK # P9426R **$25.50**

La orca
Item # S2300R **$4.25**
6-PK # P2300R **$25.50**

El ornitorrinco
Item # S10447R **$4.25**
6-PK # P10447R **$25.50**

El oso hormiguero
Item # S9427R **$4.25**
6-PK # P9427R **$25.50**

El oso pardo
Item # S2225R **$4.25**
6-PK # P2225R **$25.50**

Oso polar
Item # S2232R **$4.25**
6-PK # P2232R **$25.50**

La oveja
Item # S2317R **$4.25**
6-PK # P2317R **$25.50**

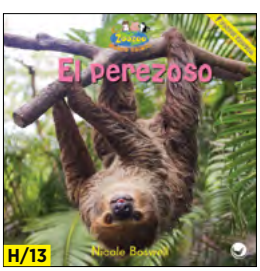
El panda gigante
Item # S8821R **$4.25**
6-PK # P8821R **$25.50**

La pastinaca
Item # S9428R **$4.25**
6-PK # P9428R **$25.50**

El pato
Item # S10448R **$4.25**
6-PK # P10448R **$25.50**

El pavo
Item # S9429R **$4.25**
6-PK # P9429R **$25.50**

El pelícano
Item # S10449R **$4.25**
6-PK # P10449R **$25.50**



El perezoso
Item # S9430R **$4.25**
6-PK # P9430R **$25.50**

El perrito de las praderas
Item # S8784R **$4.25**
6-PK # P8784R **$25.50**

El pez globo
Item # S9431R **$4.25**
6-PK # P9431R **$25.50**

La piraña
Item # S10450R **$4.25**
6-PK # P10450R **$25.50**

To see complete set pricing, go to ***page 186***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–2

El puercoespín

Item # S9432R	**$4.25**
6-PK # P9432R	**$25.50**

El pulpo

Item # S8876R	**$4.25**
6-PK # P8876R	**$25.50**

La rata almizclera

Item # S10451R	**$4.25**
6-PK # P10451R	**$25.50**

El reno

Item # S9433R	**$4.25**
6-PK # P9433R	**$25.50**

El rinoceronte

Item # S8791R	**$4.25**
6-PK # P8791R	**$25.50**

La salamandra

Item # S10452R	**$4.25**
6-PK # P10452R	**$25.50**

La suricata

Item # S9434R	**$4.25**
6-PK # P9434R	**$25.50**

La tarántula

Item # S8746R	**$4.25**
6-PK # P8746R	**$25.50**

El tejón

Item # S9435R	**$4.25**
6-PK # P9435R	**$25.50**

El tiburón

Item # S8890R	**$4.25**
6-PK # P8890R	**$25.50**

La tortuga del desierto

Item # S9436R	**$4.25**
6-PK # P9436R	**$25.50**

La tortuga marina

Item # S8883R	**$4.25**
6-PK # P8883R	**$25.50**

La trucha

Item # S10453R	**$4.25**
6-PK # P10453R	**$25.50**

El tucán

Item # S9437R	**$4.25**
6-PK # P9437R	**$25.50**

El ualabí

Item # S10454R	**$4.25**
6-PK # P10454R	**$25.50**

El uapití

Item # S9438R	**$4.25**
6-PK # P9438R	**$25.50**

La vaca

Item # S2324R	**$4.25**
6-PK # P2324R	**$25.50**

El venado

Item # S2249R	**$4.25**
6-PK # P2249R	**$25.50**

El yak

Item # S9439R	**$4.25**
6-PK # P9439R	**$25.50**

El zorro ártico

Item # S2256R	**$4.25**
6-PK # P2256R	**$25.50**

*To see complete set pricing, go to **page 186***

COLECCIÓN MI MUNDO

Build Fluency | Nonfiction | Grades K–1

- Interest Level: **Grades K–2**
- Hameray Levels: **B–F**
- Intervention Levels: **2–10**
- Number of Titles: **48**

Colección Mi Mundo is a high-interest informational text series **featuring 48 books that build social studies, science, and SEL content knowledge** during literacy instruction in K–2 bilingual or dual-language classrooms. It is adapted into Spanish from the *My World Collection* (see pages 124–129).

Sample Pages | K–1 Content Area Themes

Sample pages from *Los reptiles*

Sample pages from *¿Qué son las plantas?*

Colección Mi Mundo Set (48 TITLES)	Item # C201XXR	**$204.00**
Colección Mi Mundo Complete Set 6-Packs (48 TITLES x 6 COPIES)	Item # GR201XR	**$1,199.99**
Colección Mi Mundo Dual Language Set (48 SPANISH + 48 MATCHING ENGLISH)	Item # C220XXR	**$408.00**
Colección Mi Mundo Dual Language Set 6-Packs (48 SPANISH 6PKS + 48 MATCHING ENGLISH 6PKS)	Item # GR220XR	**$2,399.98**

To learn more about this series, go to ***HamerayPublishing.com/MM***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

Los agricultores cultivan...

Item # S10367R	**$4.25**
6-Pk # P10367R	**$25.50**

Los amigos de la escuela

Item # S10368R	**$4.25**
6-Pk # P10368R	**$25.50**

Los amigos de la naturaleza

Item # S10369R	**$4.25**
6-Pk # P10369R	**$25.50**

Los amigos pueden ser...

Item # S10370R	**$4.25**
6-Pk # P10370R	**$25.50**

Los amigos son divertidos

Item # S10371R	**$4.25**
6-Pk # P10371R	**$25.50**

Los animales en el mar

Item # S10373R	**$4.25**
6-Pk # P10373R	**$25.50**

¡Los animales se mueven!

Item # S10375R	**$4.25**
6-Pk # P10375R	**$25.50**

Los animales son nuestros...

Item # S10376R	**$4.25**
6-Pk # P10376R	**$25.50**

Arriba y abajo

Item # S10378R	**$4.25**
6-Pk # P10378R	**$25.50**

Ayudantes del jardín

Item # S10379R	**$4.25**
6-Pk # P10379R	**$25.50**

Campistas felices

Item # S10380R	**$4.25**
6-Pk # P10380R	**$25.50**

La comida en mi comunidad

Item # S10381R	**$4.25**
6-Pk # P10381R	**$25.50**

Comprender a los amigos

Item # S10382R	**$4.25**
6-Pk # P10382R	**$25.50**

Las crías de los animales

Item # S10383R	**$4.25**
6-Pk # P10383R	**$25.50**

Cultivando un jardín

Item # S10384R	**$4.25**
6-Pk # P10384R	**$25.50**

Sample pages from *Encuentra a un amigo*

Sample pages from *Jugar a ser*

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–1

De las semillas

Item # S10385R	**$4.25**
6-Pk # P10385R	**$25.50**

Dentro de un avión

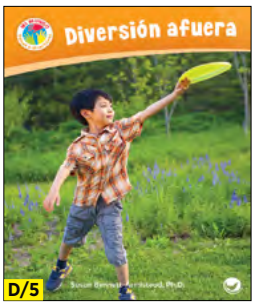
Item # S10386R	**$4.25**
6-Pk # P10386R	**$25.50**

Dentro de un camión

Item # S10387R	**$4.25**
6-Pk # P10387R	**$25.50**

Diversión afuera

Item # S10388R	**$4.25**
6-Pk # P10388R	**$25.50**



Diversión en la escuela

Item # S10389R	**$4.25**
6-Pk # P10389R	**$25.50**

La diversión en mi comunidad

Item # S10390R	**$4.25**
6-Pk # P10390R	**$25.50**

¿Dónde viven las personas?

Item # S10392R	**$4.25**
6-Pk # P10392R	**$25.50**

¿Dónde viven los animales?

Item # S10393R	**$4.25**
6-Pk # P10393R	**$25.50**

En la granja

Item # S10395R	**$4.25**
6-Pk # P10395R	**$25.50**

En un barco

Item # S10396R	**$4.25**
6-Pk # P10396R	**$25.50**

Encuentra a un amigo

Item # S10397R	**$4.25**
6-Pk # P10397R	**$25.50**

¡Es divertido leer!

Item # S10398R	**$4.25**
6-Pk # P10398R	**$25.50**

Las fiestas

Item # S10399R	**$4.25**
6-Pk # P10399R	**$25.50**

Gente muy importante

Item # S10400R	**$4.25**
6-Pk # P10400R	**$25.50**

Los insectos

Item # S10402R	**$4.25**
6-Pk # P10402R	**$25.50**

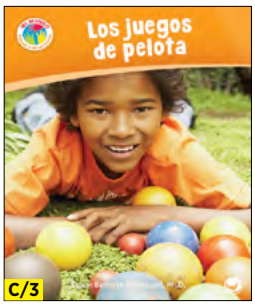
Sample pages from *Gente muy importante*

Sample pages from *De las semillas*

To see matching English Titles, go to ***pages 124–129***

SPANISH NONFICTION

Build Knowledge | Acquire Vocabulary | K–1



Los juegos de pelota

Item # S10403R	**$4.25**
6-Pk # P10403R	**$25.50**

Jugar a ser

Item # S10404R	**$4.25**
6-Pk # P10404R	**$25.50**

Los mamíferos

Item # S10406R	**$4.25**
6-Pk # P10406R	**$25.50**

Paseo de la tierra

Item # S10408R	**$4.25**
6-Pk # P10408R	**$25.50**

Paseando por mi comunidad

Item # S10409R	**$4.25**
6-Pk # P10409R	**$25.50**

¡A pescar!

Item # S10366R	**$4.25**
6-Pk # P10366R	**$25.50**

Problemas con los amigos

Item # S10412R	**$4.25**
6-Pk # P10412R	**$25.50**

¿Qué es una comunidad?

Item # S10413R	**$4.25**
6-Pk # P10413R	**$25.50**

¿Qué hacen los amigos?

Item # S10414R	**$4.25**
6-Pk # P10414R	**$25.50**

¿Qué son las plantas?

Item # S10415R	**$4.25**
6-Pk # P10415R	**$25.50**

¿Quién cultiva?

Item # S10416R	**$4.25**
6-Pk # P10416R	**$25.50**

Los reptiles

Item # S10417R	**$4.25**
6-Pk # P10417R	**$25.50**

Las tiendas

Item # S10418R	**$4.25**
6-Pk # P10418R	**$25.50**

¡Ve rápido! ¡Ve lento!

Item # S10420R	**$4.25**
6-Pk # P10420R	**$25.50**

Los vecinos

Item # S10421R	**$4.25**
6-Pk # P10421R	**$25.50**

Viajando por el agua

Item # S10422R	**$4.25**
6-Pk # P10422R	**$25.50**

Viajando por el aire

Item # S10423R	**$4.25**
6-Pk # P10423R	**$25.50**

¡Viaje en tren!

Item # S10424R	**$4.25**
6-Pk # P10424R	**$25.50**

Sample pages from *¡Viaje en tren!*

¡Inspírate!

NEW

SPANISH BIOGRAPHIES

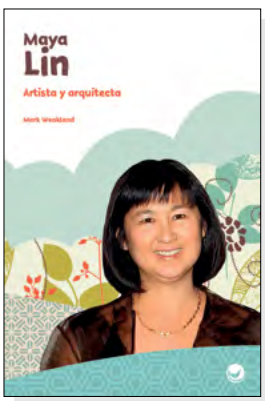
Nonfiction Chapter Books | Grades 2–4

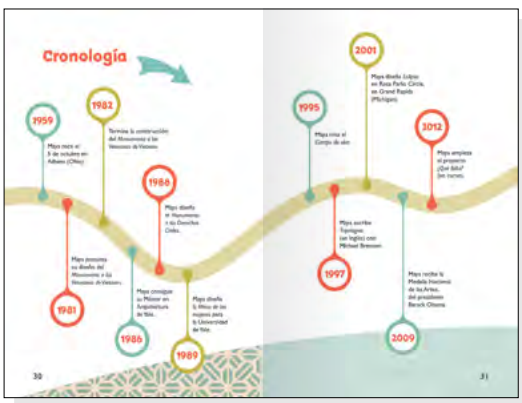
- Interest Level: Grades 2–4
- Hameray Levels: M–P
- Intervention Levels: 20–24
- Number of Titles: 19

TOPICS INCLUDE

- Stand up for what is right
- Take risks and try new things
- Hard work and determination lead to success
- Believe in yourself
- Follow your dreams
- Be proud of who you are
- Never give up

¡Inspírate! Biografías highlight the lives of **19 phenomenal leaders who took risks and impacted history**. With important facts woven into an engaging story format, students will love learning about the footprint these trailblazers left in areas of science, sports, politics, art, cinema, and more.





Sample pages from *Maya Lin: Artista y arquitecta*

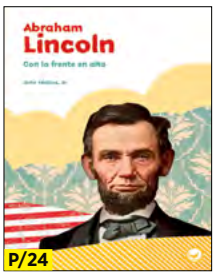
SERIES FEATURES:

- Text features include table of contents, chapter headings, boldface words, glossary, timeline, captions, maps, and sidebars.
- Perfect addition to any biography unit
- High-interest leaders from diverse backgrounds
- Life stories encourage students to dream big, work hard, and never give up
- Narrative format keeps readers engaged while learning
- Photographs and text features enhance comprehension
- Strong vocabulary support with boldface words and glossary

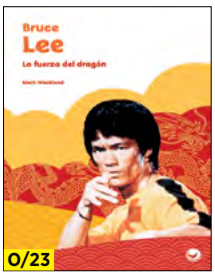
SPANISH BIOGRAPHIES

Nonfiction Chapter Books | Grades 2–4

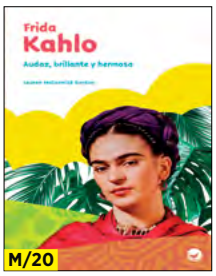
¡Inspírate!



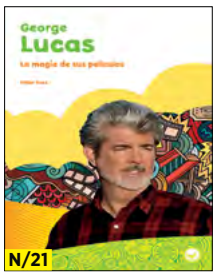
Abraham Lincoln: Con la frente en alto
Item # S11217R **$6.50**
6-Pk # P11217R **$39.00**



Bruce Lee: La fuerza del dragón
Item # S11218R **$6.50**
6-Pk # P11218R **$39.00**



Frida Kahlo: Audaz, brillante y hermosa
Item # S11219R **$6.50**
6-Pk # P11219R **$39.00**



George Lucas: La magia de sus películas
Item # S11220R **$6.50**
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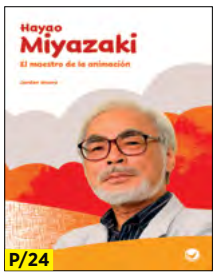
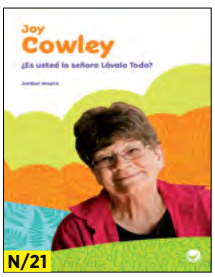
Gerónimo: Mi tierra, mi pueblo
Item # S11221R **$6.50**
6-Pk # P11221R **$39.00**



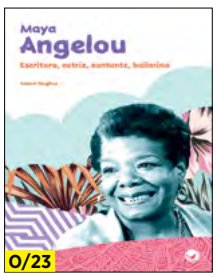
Hayao Miyazaki: El maestro de la...
Item # S11222R **$6.50**
6-Pk # P11222R **$39.00**

Helen Keller: Vivir en oscuro silencio
Item # S11223R **$6.50**
6-Pk # P11223R **$39.00**



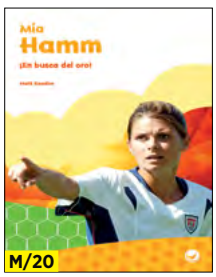
Joy Cowley: ¿Es usted la señora Lávalo Todo?
Item # S11224R **$6.50**
6-Pk # P11224R **$39.00**

Marie Curie: Una científica extraordinaria
Item # S11225R **$6.50**
6-Pk # P11225R **$39.00**

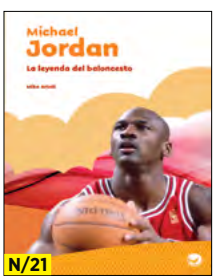


Maya Angelou: Escritora, actriz, cantante, bailarina
Item # S11226R **$6.50**
6-Pk # P11226R **$39.00**

Maya Lin: Artista y arquitecta
Item # S11227R **$6.50**
6-Pk # P11227R **$39.00**



Mia Hamm: ¡En busca del oro!
Item # S11228R **$6.50**
6-Pk # P11228R **$39.00**

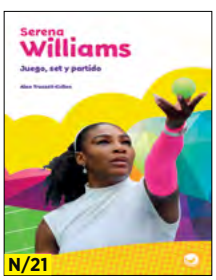


Michael Jordan: La leyenda del baloncesto
Item # S11229R **$6.50**
6-Pk # P11229R **$39.00**

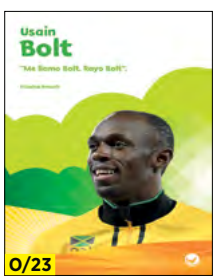
Neil Armstrong: El primer hombre en pisar la Luna
Item # S11230R **$6.50**
6-Pk # P11230R **$39.00**

Rosa Parks: Un viaje por la libertad
Item # S11231R **$6.50**
6-Pk # P11231R **$39.00**

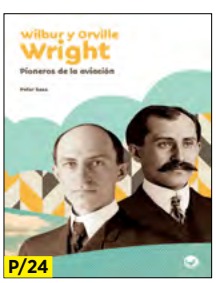
Sandra Day O'Connor: Del rancho Lazy B...
Item # S11232R **$6.50**
6-Pk # P11232R **$39.00**



Serena Williams: Juego, set y partido
Item # S11233R **$6.50**
6-Pk # P11233R **$39.00**



Usain Bolt: "Me llamo Bolt. Rayo Bolt."
Item # S11234R **$6.50**
6-Pk # P11234R **$39.00**



Wilbur and Orville Wright: Pioneros de la aviación
Item # S11235R **$6.50**
6-Pk # P11235R **$39.00**

¡Inspírate! Biografía Complete Set (19 TITLES) Item # C458XXR **$123.50**

¡Inspírate! Biografía Complete Set 6-Packs
(19 TITLES x 6 COPIES) Item # GR458XR **$741.00**

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(19 SPANISH + 19 ENGLISH TITLES) Item # C460XXR **$247.00**

¡Inspírate! Biografía Dual Language Set 6-Packs
(19 SPANISH 6-PKS + 19 MATCHING ENGLISH 6-PKS) Item # GR460XR **$1,482.00**

*To see titles in English, go to **pages 203–205***

CHAPTER BOOKS

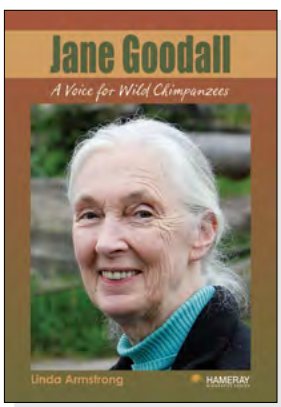
Build Knowledge | Acquire Vocabulary | Improve Fluency

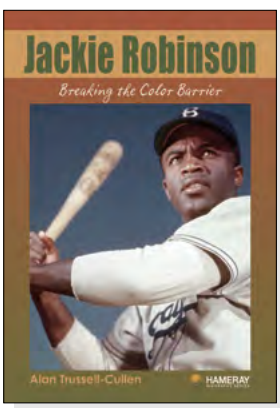
Students get excited about their first chapter books because this transition is a sign of their ongoing progress toward reading fluency.

With richer and more varied vocabulary and sentence structure, denser text, and less importance placed on play-by-play text-to-image matching, chapter books with manageable, bite-sized chapters and high-interest subject matter help develop a young reader's attention span and persistence.

CHAPTER BOOKS PAGES

- Hameray Biography Series..... **200-202**
- Inspire! Collection **203-205**





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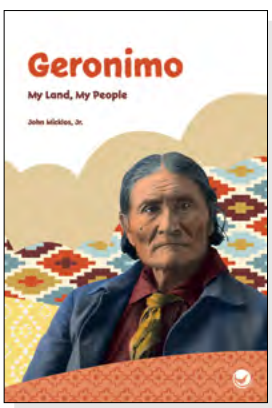

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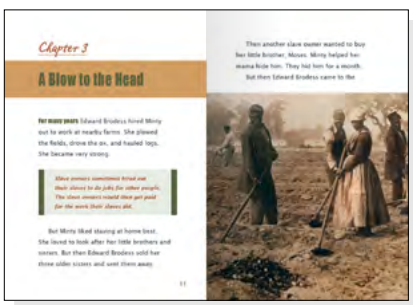
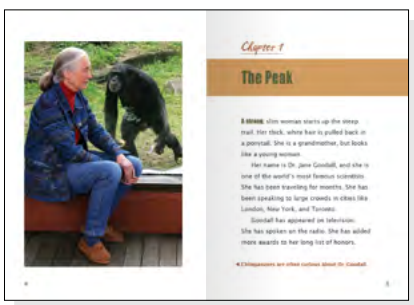


Sample pages from *Harriet Tubman*



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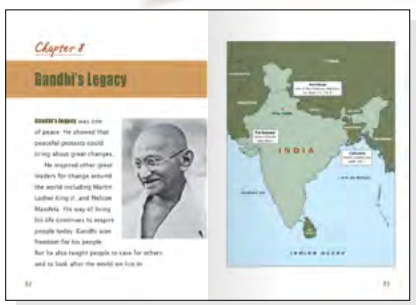

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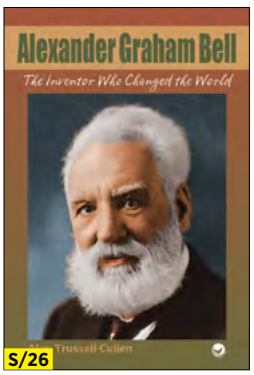

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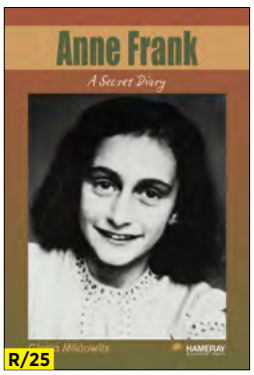

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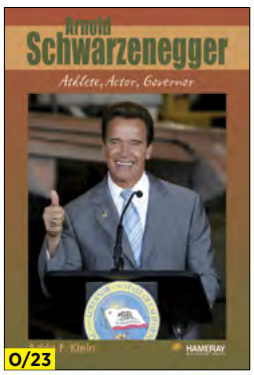

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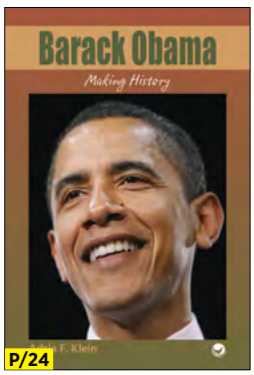

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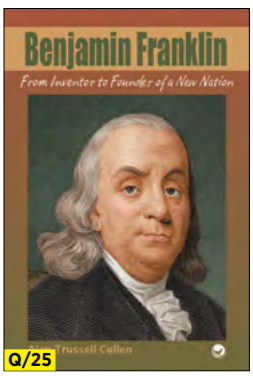

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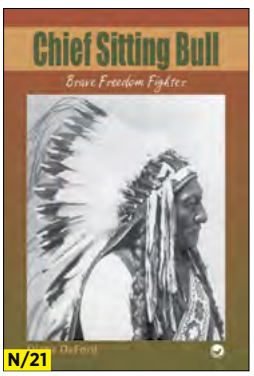

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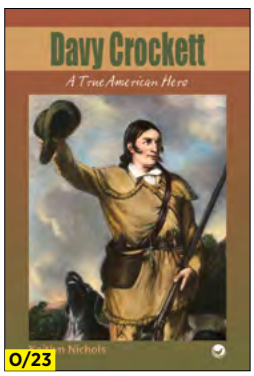

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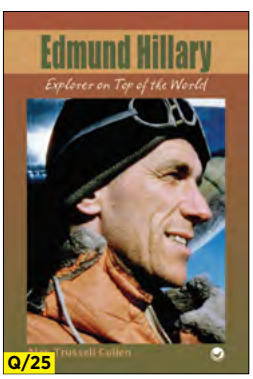

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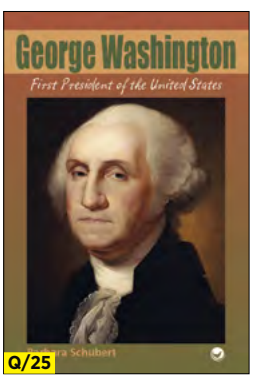

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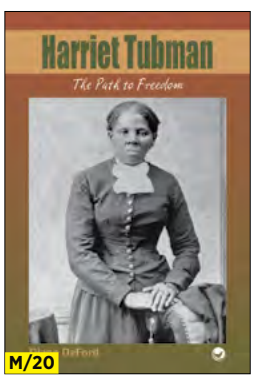

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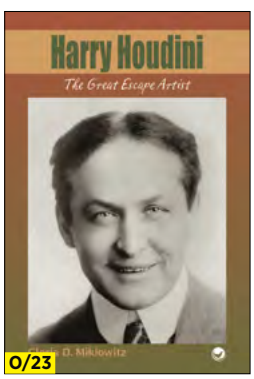

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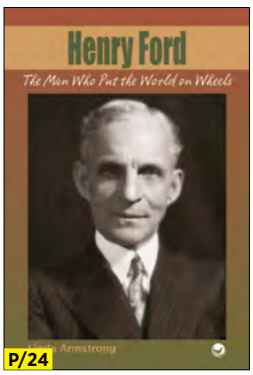

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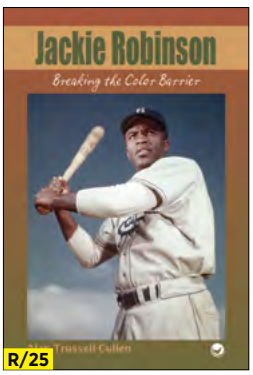

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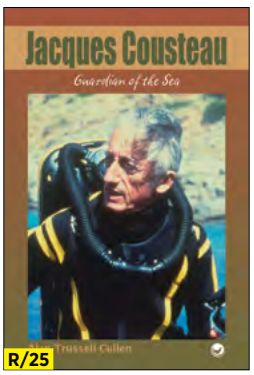

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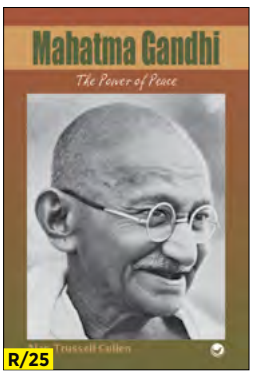

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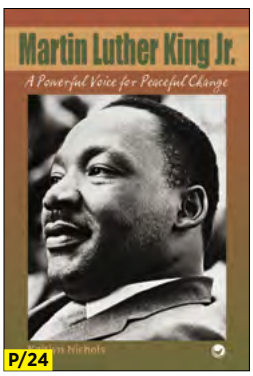

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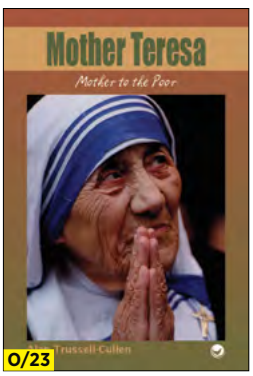

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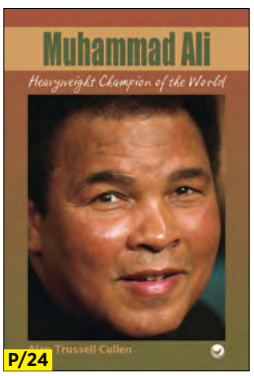

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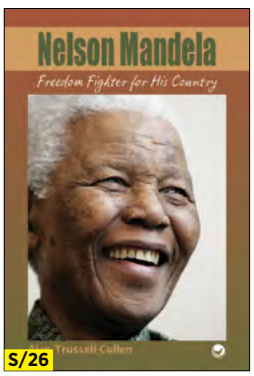

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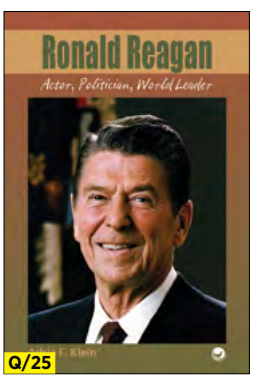

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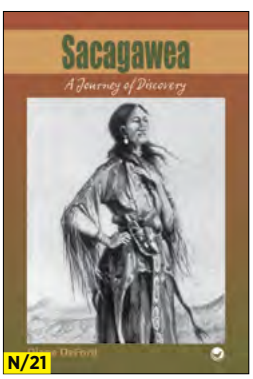

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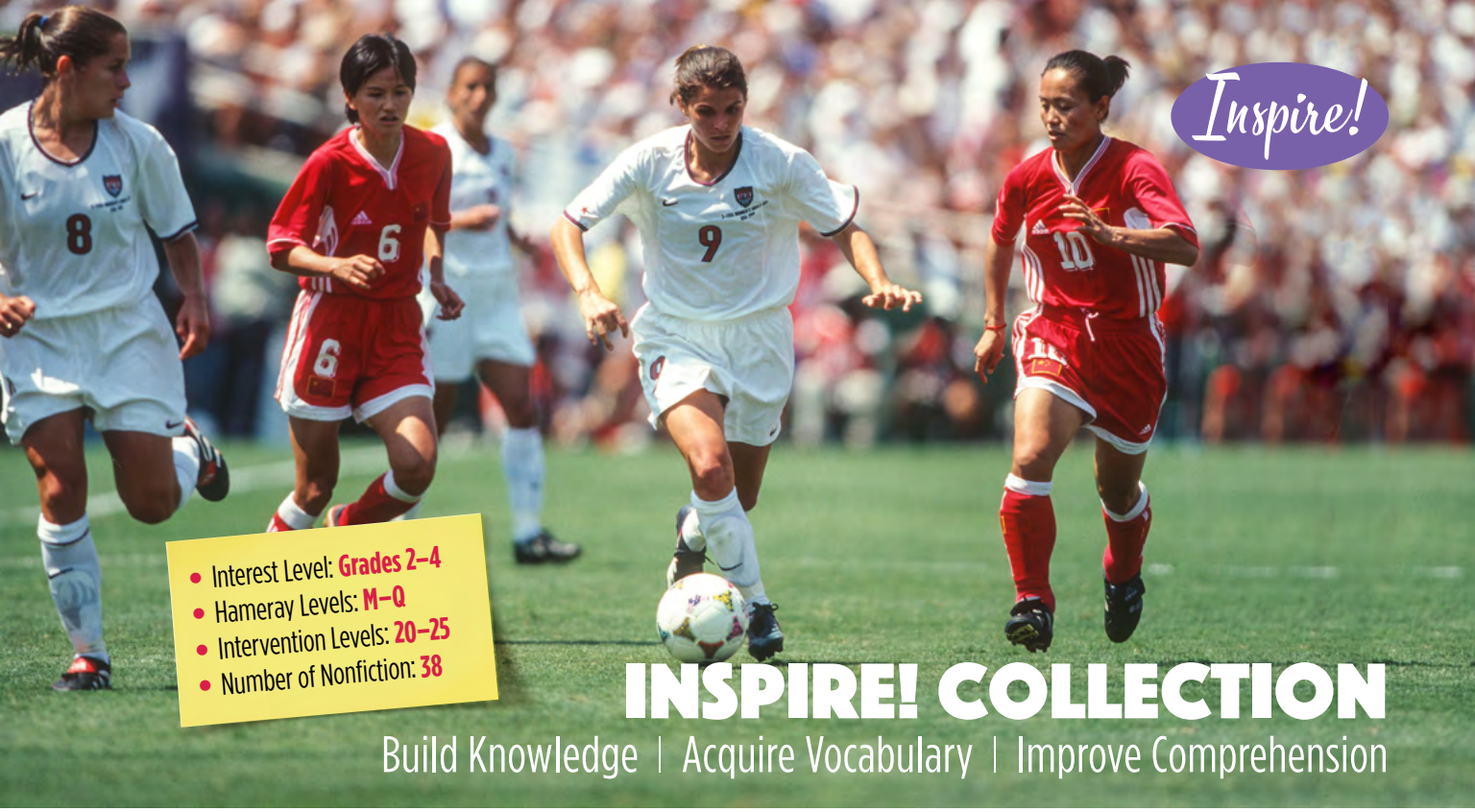

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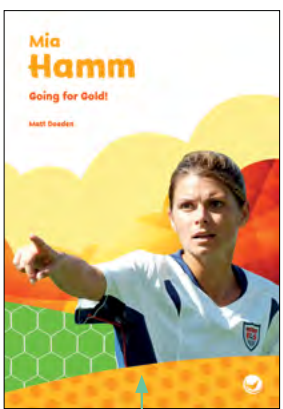

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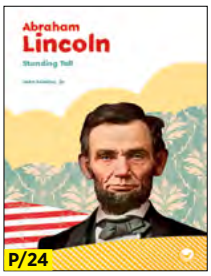

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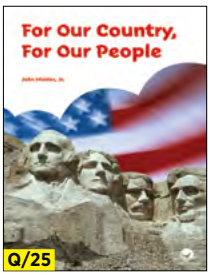

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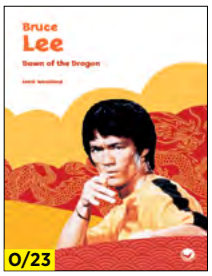

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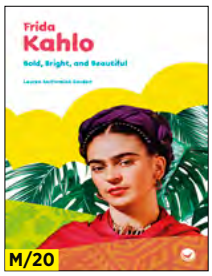

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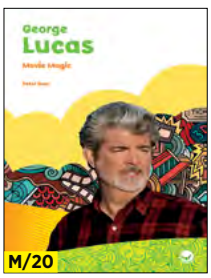

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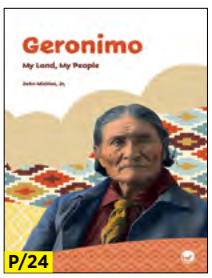

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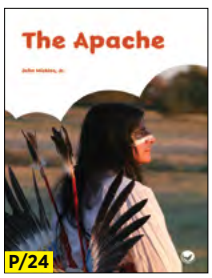

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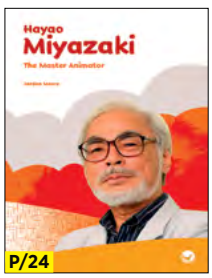

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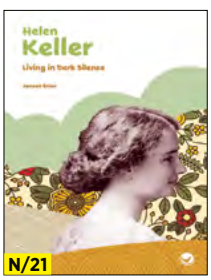

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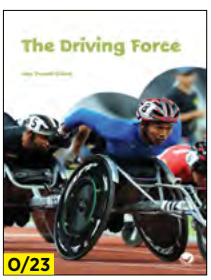

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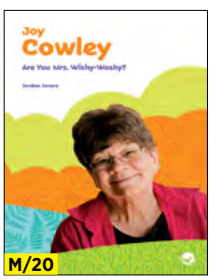

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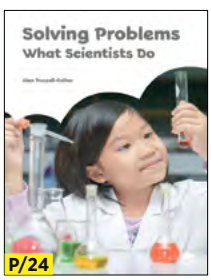
Item # S10087R **$6.50**
6-Pk # P10087R **$39.00**



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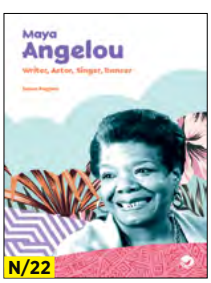
Item # S10116R **$6.50**
6-Pk # P10116R **$39.00**



Maya Angelou: Writer, Actor, Singer, Dancer
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6-Pk # P10093R **$39.00**

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Item # S10109R **$6.50**
6-Pk # P10109R **$39.00**

Maya Lin: Architect and Artist
Item # S10094R **$6.50**
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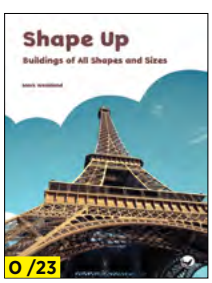
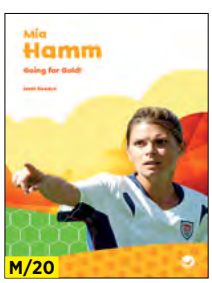
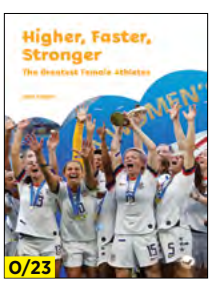


Shape Up: Buildings of All Shapes and Sizes
Item # S10114R **$6.50**
6-Pk # P10114R **$39.00**



Mia Hamm: Going for Gold!
Item # S10095R **$6.50**
6-Pk # P10095R **$39.00**



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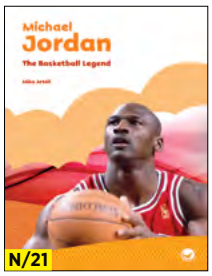
CHAPTER BOOKS

Informational Texts for Grades 2–4



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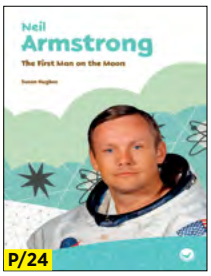

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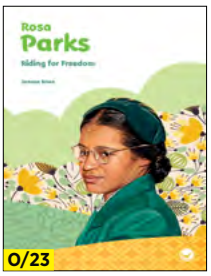
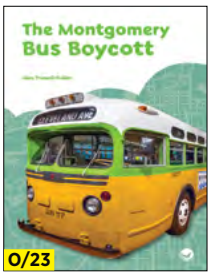


Rosa Parks: Riding for Freedom

Item # S10112R	**$6.50**
6-Pk # P10112R	**$39.00**



The Montgomery Bus Boycott

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6-Pk # P10105R	**$39.00**

Sandra Day O'Connor: From the Lazy B to...

Item # S10115R	**$6.50**
6-Pk # P10115R	**$39.00**

Capital Fun: Exploring Washington, DC

Item # S10083R	**$6.50**
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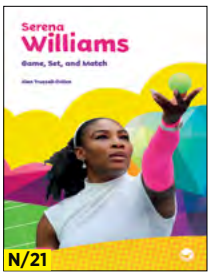

Serena Williams: Game, Set, and Match

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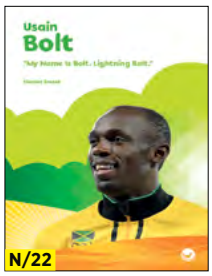
6-Pk # P10092R	**$39.00**

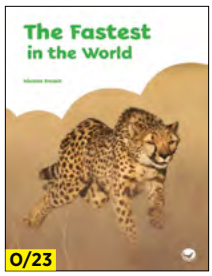
The Grand Slam

Item # S10096R	**$6.50**
6-Pk # P10096R	**$39.00**



Usain Bolt: "My Name is Bolt. Lightning Bolt."

Item # S10108R	**$6.50**
6-Pk # P10108R	**$39.00**



The Fastest in the World

Item # S10088R	**$6.50**
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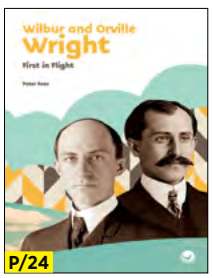

Wilbur and Orville Wright: First in Flight

Item # S10110R	**$6.50**
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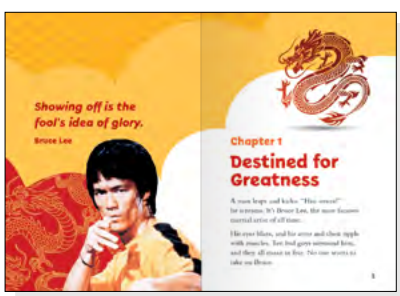
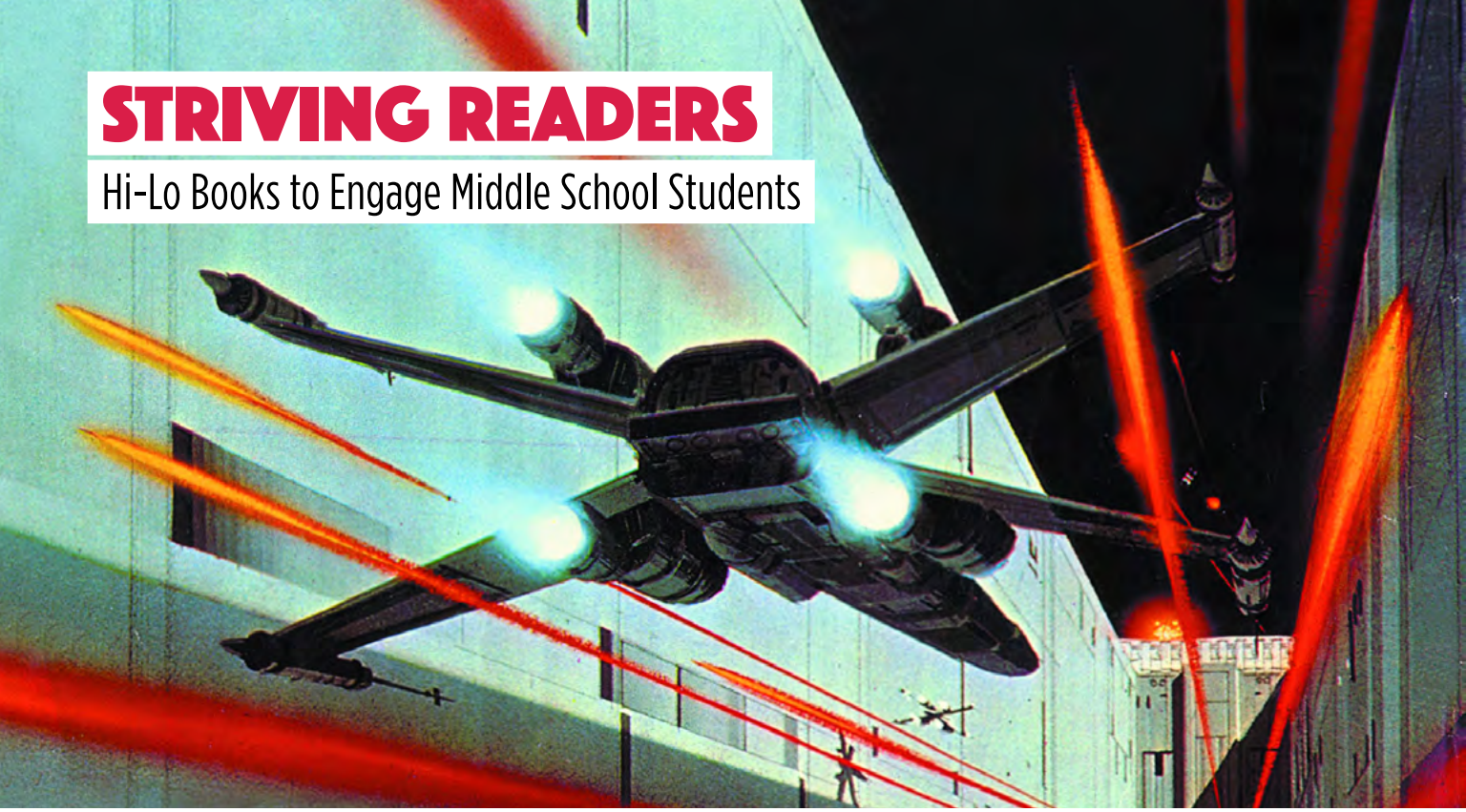


Sample pages from *Bruce Lee: Dawn of the Dragon*

Sample pages from *Cool Cartoons You Can Draw*

Sample pages from *Maya Angelou: Writer, Actor, Singer, Dancer*



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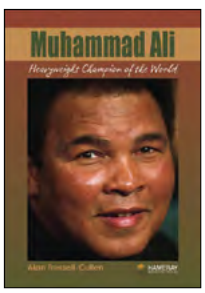

Hameray Biography Series
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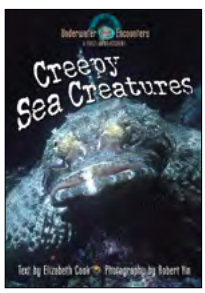
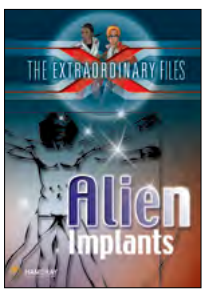
Pages 200–202

Inspire! Collection
38 Titles
Pages 203–205



Underwater Encounters
10 titles
Page 207



The Extraordinary Files
16 titles
Page 207

Download Series
16 titles
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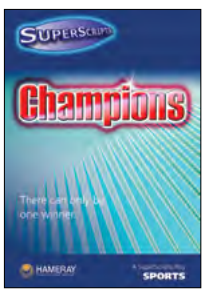

SuperScripts Series
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Striving Readers Complete Set (118 TITLES)	Item # C1437R	**$985.40**
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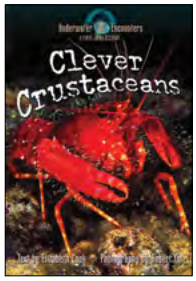

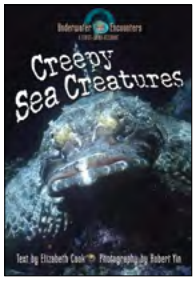

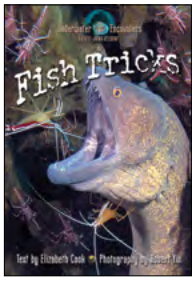

Underwater Encounters brings readers face-to-face with fascinating first-hand accounts of life in the deep and dark seas.

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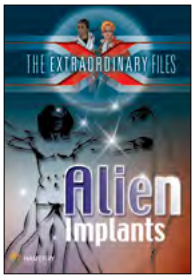
The Extraordinary Files Fiction



Extraordinary Files is a highly engaging chapter-book series that follows recurring characters, junior FBI agents Parker and Turnbull, as they attempt to solve off-beat, supernatural mysteries.

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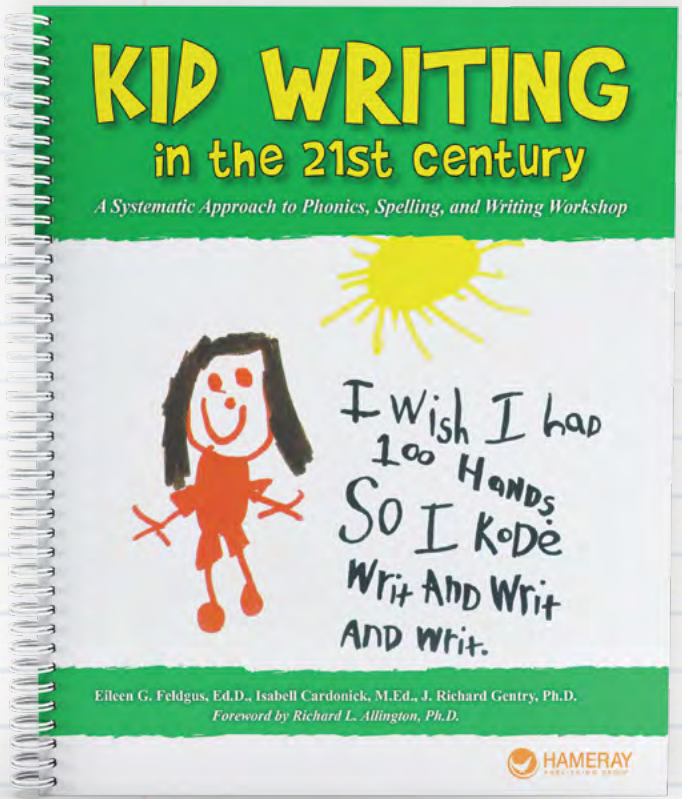
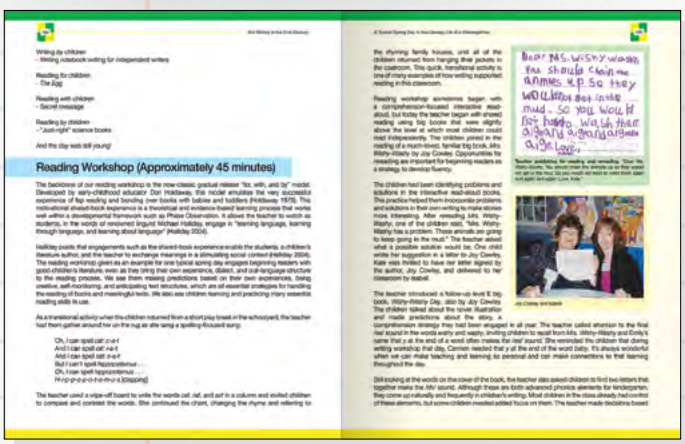


Kid Writing in the 21st Century

A Systematic Approach to Phonics, Spelling, and Writing Workshop

Eileen G. Feldgus, Ed.D.
Isabell Cardonick, M.Ed.
J. Richard Gentry, Ph.D.

Foreword by ***Richard L. Allington****, Ph.D.*



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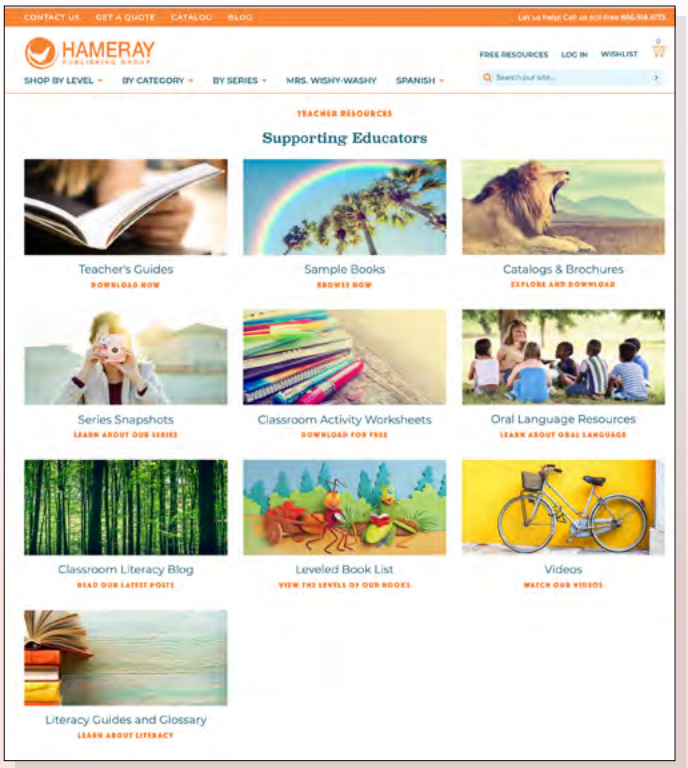

HAMERAY CORRELATION CHART

Guide to Leveling	Grade Level	Hameray Reading Level	Intervention Level (IL)*	DRA Level
Early Emergent	K	A B C	1 2 3, 4	A 1–2 3–4
Emergent	1	D E F G H I	5, 6 7, 8 9, 10 11, 12 13, 14 15, 16	6 8 10 12 14 16
Early Fluent	2	J K L M	17 18 19 20	18 20 24 28
Fluent	3	N O P	21, 22 23 24	30 34 38
Proficient	4 5 6 7 8	Q, R, S T, U, V W, X Y Z	25, 26 27, 28 29, 30 31 32	40 50 60 70 80

**Intervention Level is equivalent to the Reading Recovery Level*

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: HighScope Educational Research Foundation

General Comments:

General Attachments: 3 Questionnaire-HighScope Educational Research Foundation.pdf
Forms - Signatures-HighScope Ed Research Foundation.pdf
Pricing Schedule - HighScope Educational Research Foundation.xlsx

Company Information

Name of Company: HighScope Educational Research Foundation

Company Address: 600 N. River St.

City, State, Zip code: Ypsilanti, MI. 48198

Website: www.highscope.org

Phone: 800-587-5639

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	ML Greene	bids@highscope.org	800-587-5639
Contract Manager	Jennilyn Campos		
Sales Manager			
Marketing Manager			
Customer Service Manager	Monica Rodriguez	customerservice@highscope.org	800-587-5639
Account Manager(s)			

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other list name: Nonprofit	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
X	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

TIPS, BuyBoard, SETXPC, Allied, Region 5, etc.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

X ***Yes*** _____ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

This susit was settled through arbitration in 2024. No further action needed and will not affect our services in any way.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

The HighScope Educational Research Foundation is an independent, nonprofit organization committed to supporting the critical work of educators and caregivers in providing high-quality early childhood education. Founded in 1970 and headquartered in Ypsilanti, Michigan, HIghScope is well known for the landmark longitudinal Perry Preschool Study that first established the lasting human and financial value of early childhood education. HighScope's mission is to change the trajectory of the world, one child at a time, never forgetting the 123 children (from the Perry Study) who started it all more than 55 years ago. HighScope has a staff of 40, a 12-member Board of Directors, and an annual operating budget of $8 million.

HighScope helps caregivers: 1) build on children's interests; 2) communicate with families about their children's progress; and 3) are appropriate for use with varying populations (diverse cultures, races, children with special needs, etc). HighScope:

- Develops early childhood curriculum components for ages birth through eight;
- Offers research-validated early childhood assessment tools; and
- Provides infant-toddler and preschool professional development for providers and administrators.

Our annual International Conference, held in Michigan, allows us to offer three days of dynamic peer interaction in a professional learning environment for the early childcare workforce.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

In the past five decades, HighScope has sold products and conducted training in every state and in more than 20 foreign countries. HighScope is renowned for its high-quality products and training in service of the early childhood workforce, assisting teachers and caregivers worldwide, and improving young children's lives by promoting and providing learning experiences that are engaging and effective. Through HighScope's professional learning program and dissemination efforts, an estimated 150,000 teachers and caregivers across the globe have been trained in the HighScope Curriculum. These practitioners are supported by a corps of nearly 2,000 HighScope Certified Trainers who serve more than one million children and their families each year.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

HighScope has over 5,000 active customers as of 2023 with total revenue over $7 million.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

37.5%

5. Describe your experience and sales approach your company will take with participating public agencies.

HighScope has a robust customer service department and returns calls and emails within 24 hours. We are able to take POs as well as provide quotes and invoices. Our terms are Net 30 and shipping is provided within 2 weeks.

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies <u>from your company within the last two (2) years</u>. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. <u>Failure to confirm reference of past work may affect your evaluation.</u>

Reference #1 – Company Name Service/Product Purchased	Miami-Dade County Public Schools-Head Start-FL Materials and training

Year of Purchase	ongoinig
Reference Contact	Lynnette Gonzalez, District Supervisor
Phone	305-995-2951
Email	ljgonzalez@dadeschools.net

Reference #2 – Company Name	Northside ISD-TX
Service/Product Purchased	Materials and training
Year of Purchase	ongoing
Reference Contact	Laureen Owen, Program Coordinator
Phone	210-397-3574
Email	Laureen.owen@ nisd.net

Reference #3 – Company Name	Oakland Schools-MI
Service/Purchase Purchased	Materials and services
Year of Purchase	ongoing
Reference Contact	Krista Shambleau, Early Childhood Consultant
Phone	248-209-2557
Email	Krista.shambleau@oakland.k12.mi.us

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

HighScope is well known for the Perry Preschool Study that first established the lasting human and financial value of early childhood education. The landmark longitudinal study, developed by educational psychologist David P. Weikart and begun in 1962, followed 123 Black children born into poverty and placed at high risk of school failure. The study was conducted in partnership with Ypsilanti principal Charles E. Beatty, Sr. to examine the long-term effects of high-quality preschool on young children. This comprehensive research resulted in HighScope's active learning approach to birth-through-kindergarten education and a focus on engaging curriculum content, child and program assessment, intentional teaching methods, and professional learning, all of which support the development of young children worldwide. HighScope's mission is to change the trajectory of the world, one child at a time, never forgetting the 123 children who started it all more than 55 years ago.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

HighScope is a non-profit 501©3 organization and, as a research organization, our products and services are of high-quality and pricing is very low compared to our for-profit competitors.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

Orders can be placed via our website using a credit card or purchase order. Purchase orders can also be emailed to fulfillment@highscope.org for processing. Upon receipt of the order, they are sent to our warehouse and shipped withing 24-48 hours depending on volume. Normal delivery time from receipt of order is 10 - 14 business days.

4. **Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.**

HighScope has been in business for over 50 years. HighScope ships to every state in the US and 20 foreign countries.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

HighScope customer service staff are knowledgeable about all products and services as they all previously taught using them. Customers can reach HighScope via phone or email between the hours of 8 - 5 M-F EST. Emails are answered within 48 hours.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

HighScope has a robust team that will manage this contract. From financial services, to press (shipping and reporting), to the marketing and sales team, we have a standard, "tried and true" system to complete all work required.

7. Describe your company's contract implementation or customer transition plan.

A central focus of HighScope's mission has always been ensuring program quality. HighScope's large-scale implementations have successfully prepared educators to implement the HighScope Curriculum in districts and schools, both domestically and abroad. Support provided to educators includes both technical knowledge and training in child development best practices. HighScope's engaging and effective learning styles do not apply only to children. We know that adults also respond when our trainers are sensitive to the needs and learning styles of each individual. The result is a broad range of learning opportunities that span reading and writing assignments, small-group discussion, large-group discussion, personal reflection, observation, and feedback using best practices in adult learning.

HighScope has state-level adoptions and approvals of its assessment systems in many states, including Michigan, Texas, Ohio, Georgia, Kentucky, and Illinois. The Program Quality Assessment (PQA) is used statewide for Michigan's tiered Quality Rating Improvement System (QRIS).

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

HighScope does not offer this.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
X Other, please describe HighScope is a nonprofit organization and provides prices that are lower than for-profit manufacturers.
_____

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

No codes are needed. The pricing is our regular pricing and is already discounted.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

There are no minimum order requirements.

4. Describe your warranty and warranty process for all products and services.

HighScope does not offer warranties as none are needed.

5. Describe the return process and restocking fees associated with a return.

Returns are accepted within 60 days of invoice date. Fulfillment must be alerted within 30 days of invoice date of any damage or discrepancies. Damaged items are replaced and discrepancies are resolved within 10 business days. Returns are the responsibility of the customer, products need to be in resaleable condition - no damage. There is a 20% restocking fee. HighScope will accept responsibility for returns if this was our error.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Occasional promotions are offered to specific markets. Those markets are contacted through a variety of methods.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

All traditional payment methods are accepted.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Prices are adjusted occasionally and new prices are listed on the website as they become instituted. Regular market updates drive those decisions.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

HighScope undergoes a thorough study of the market for each new product and prices accordingly.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

All contracts are reviewed on a regular basis.

11. Provide any additional information relevant to this section.

HighScope is a non-profit 501©3 organization and our prices are very low.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

HighScope has early childhood products and professional development services to offer as well as assessment tools and research capabilities.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

None

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

None

HIGHSCOPE EDUCATIONAL RESEARCH FOUNDATION

The proposed program will provide research-based Educational Products, Services, Curriculum Materials and Professional Development in learning strategies and activities that will provide teachers and leaders with the knowledge, skills, and tools for transforming early childhood classrooms while ensuring students' academic success, social-emotional regulation, and self-awareness.

Catalog Discount and Professional Development Trainings

HIGHSCOPE.

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Appendix A: Course Offerings, Course Agenda and Course Evaluation forms

Appendix B: Resumes for trainers

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Overview

The HighScope Educational Research Foundation is an independent, nonprofit organization committed to supporting the critical work of educators and caregivers in providing high-quality early childhood education to children from birth to age five. Founded in 1970 by psychologist Dr. David P. Weikart, HighScope is headquartered in Ypsilanti, Michigan and has institutes around the world. The evidence of rigorous early childhood research, including research conducted by HighScope, has repeatedly shown that high-quality early childhood education benefits children's later school and life successes.

HighScope has been training administrators, curriculum specialists, teachers, and childcare providers in the HighScope approach and assessment systems for nearly 50 years. Trainings take place both at individual program locations and at the Foundation's headquarters in Ypsilanti, Michigan. We, at the HighScope Educational Research Foundation, believe that the sky is the limit when it comes to improving program quality and that there is always a space for everyone to grow. Whether you are an educator starting a new program or a veteran in the field, HighScope is here to help support your goal of delivering the best education for children and their families.

To achieve our goal of promoting high-quality early education for children worldwide, HighScope engages in the following activities:

- Developing early childhood curriculum components for children ages birth through eight in all domains of development;
- Offering research-validated assessment tools, including instruments for both child and program assessment;
- Providing professional development (face-to-face and online training) for infant- toddler and preschool teachers and administrators;
- Publishing curriculum and training materials, periodicals, an interactive website, and other resources for educators;
- Presenting an annual International HighScope Conference for teachers and teacher-trainers as well as regional conferences throughout the United States and in countries with affiliated HighScope Institutes; and
- Partnering with diverse child care centers in the local community and operating a Demonstration Preschool in Ypsilanti, Michigan to provide a model of "HighScope in Action" for visiting educators from around the world

Comprehensive Curriculum Overview:
The HighScope curriculum meets the Head Start Early Learning Outcomes Framework and the most states standards and is used in many types of programs (e.g., public school preschools, Early Head Start, home-based childcare and/or day care centers) throughout the country. HighScope has two curricula that cover all early learning continuum requirements: The HighScope Infant and Toddler Curriculum and The HighScope Preschool Curriculum.

The Curriculum follows a set of sequenced learning objectives and activities that provide a framework to guide teachers as they plan daily lessons and scaffold children's individual and group learning. The "HighScope Wheel of Learning" illustrates the curriculum principles or framework that guides HighScope teachers in their daily work with young children. The curriculum includes the following domains: Approaches to Learning, Language & Literacy, Science & Technology, Social Studies, Social Emotional Learning, Creative Arts, Physical Development and Health, Mathematics and is applicable for half day or full-day full week programs.

Active play-based participatory learning is the core of the HighScope Curriculum, defined as young children constructing knowledge through their natural play and interactions with the environment, events and other people. Supportive adult-child interactions are essential to guarantee children's safety and security and ensure that they become eager and capable lifelong learners. Setting up an engaging learning environment and establishing a consistent daily routine are also fundamental principles in the HighScope Curriculum.

As children follow their intentions, they engage with HighScope's comprehensive and integrated curriculum content, as outlined in the key developmental indicators (KDIs). The HighScope KDIs provide teachers with a scope and sequence in child development for observing and choosing appropriate interactions and activities; help teachers interpret what young children say and do along a developmental continuum; enable teachers to maintain reasonable expectations for young children; legitimize children's play as the primary mechanism for learning; and allow teachers to be more knowledgeable and intentional in their daily planning for individual children and the class as a whole.

Ongoing program assessment is also an underlying component of the HighScope Curriculum. Objective, behaviorally based observations of children allow caregivers and teachers to assess child progress and plan meaningful learning experiences. Similarly, observation and interview data collected from staff allow programs to plan professional development activities that enhance teacher practices to better serve the diverse needs of children.

Through daily team planning, teachers build a common understanding of their children and devise strategies to intentionally support their strengths, interests, and emerging abilities. As

they continue to plan around the KDIs, adults obtain evidence of the effectiveness of their own teaching strategies and can modify them as needed. The HighScope curricula for both infants and toddlers and preschoolers thus has an inbuilt strategy of "action research" that allows teachers to continually improve their daily practices. There are many kits and stand-along products and services available.

Research-Based Curriculum:
The HighScope Preschool Curriculum is both research-based (that is, based on the latest research about early childhood development and effective pedagogy) and evidence-based (that is, validated by direct evaluation of the curriculum itself). The HighScope Perry Preschool Study, begun 50 years ago and continuing to the present, validates the HighScope Preschool Curriculum. This widely cited longitudinal study has shown that low-income, at-risk children who attended a high-quality preschool program using the plan-do-review process had fewer arrests and incarcerations as teens and adults and fewer teenage pregnancies, and they were more likely to have graduated or completed a GED; to be employed with higher median annual earnings; to own their own home and car; and to be married and raising children. As the longest-running longitudinal study in early education, the Perry Study continues to prove that investing in high quality early education yields positive results for children and families. For every dollar invested in high quality early childhood education, the benefit to society is more than $17.

Provides Guidance and Specific Strategies/Activities and a Daily Schedule: The curriculum provides a consistent framework for the day that allows a balanced variety of experiences and learning opportunities. The daily routine provides children with a consistent schedule of events they can depend on and understand yet is flexible enough to meet individual needs.

In the preschool curriculum, there are recommended time frames for each event of the day (the plan-do-review sequence in which children choose, carry out, and reflect on their activities of their own choice; small- and large- group times, greetings and departures, snack and mealtimes, transitions, and outside time). During the plan-do-review sequence, children are primarily engaged in child-guided learning, with adults acting as partners to scaffold their development. During small- and large-group times, adults plan learning activities (including what materials to offer and how to introduce and support the activity), while children are encouraged to use the materials in ways that match their developmental and ability levels. HighScope practitioners are trained to be "intentional" in their teaching, meaning that both child- and adult-guided instruction are based on knowledge of child development and best practices.

Opportunities for Family Involvement:
Teachers work in partnership with parents and other family members to promote children's development. They provide information about the curriculum and early learning, invite family members to participate in classroom activities and parent workshops, and share ideas for extending classroom learning in the home. As a result, teachers report that parents have a better understanding of how their children are developing and learning.

Family and community culture are an integral part of planning the environment, activities through the year, and communicating with children and families. The HighScope Curriculum incorporates diversity throughout the classroom and the daily routine by using diverse materials and learning approaches (e.g., dress-up items, utensils or cooking items in the house area, diverse family figures, homemade community blocks in the block area, books featuring families of different background and composition, music in different languages, foods served at home offered for snacks and meals, parents sharing family traditions at large-group time, honest and respectful answers to children's questions about differences).

Click here to access our online catalog!

Be sure to check out the Spanish Resources:
Essentials of Active Learning—Spanish Edition: This guide is a resource for early education professors and instructors, programs that already use the HighScope Curriculum, or programs looking to adopt a high-quality preschool curriculum. (Just a note... we also have a 4-part Essentials professional learning series available in Spanish)
The Spanish version of our Read Aloud kit that comes with 5 children's books in Spanish.
Area signs in Spanish (small cards also available)

30 Activities for families (Spanish version)
Letter Links (Spanish version)
KDI (scope and sequence) cards in Spanish with the narrative. (Sample in Appendix B)
Also, all our professional learning programs (facilitated virtual, in-person, and online) are available in Spanish (see professional learning below).

Be sure to check out our Assessments:
Program Quality Assessment (PQA)
Classroom Coach
COR Advantage

Professional Learning:
To accommodate different training needs and schedules, HighScope offers a variety of face-to-face and online courses and workshops ranging in duration from one day to multiple weeks spread over several months. In addition to the Preschool Curriculum Course, we offer a variety of professional learning opportunities beneficial to providers from novice to expert, and those from center-based to home-care programs. These trainings can be customized to ensure program quality and comprehensive coverage of the HighScope Curriculum, including its underlying philosophy and approach to active learning, adult-child interaction, the learning environment, the daily routine, teamwork, family engagement, curriculum content, and child and program assessment. We are committed to building lifelong learners who can provide engaging, innovative academic experiences for diverse learners even at the youngest age.

Summary of Professional Learning options:
Face-to-Face Trainings: HighScope offers a variety of face-to-face trainings (1–2 days; 1–4 weeks). Teachers collaborate, demonstrate, and apply the knowledge they are learning to their own classrooms, children, and teaching practices.

Online Training Courses: HighScope's online portal is one of the easiest ways for educators to receive professional learning at their own pace. Participants do not have to be seated in front of a computer at a certain time, they simply log in in at their convenience. Each course runs from 3–6 weeks with an additional week at the beginning of the course to get familiar with the platform. Participants can count on spending 2–3 hours per week on coursework. The first week of training is "Welcome Week" — this is simply a time for participants to create their accounts, learn how to log in, and get familiar with the online portal. During Welcome Week, participants are able to download the syllabus and post an introduction about themselves.

The second week through the last week of the course follow the same pattern. The course facilitator will post an assignment on Monday, and participants will have until Thursday to download the work, complete it, and post their responses in the online portal. There is a separate response piece that has to be completed by the following Tuesday, thus giving participants a great deal of flexibility in regards to log-in time and time spent on assignments. There are no set time frames during which participants are required to log in, but because of our moderated approach to online courses, pre-enrollment is required at least one

week prior to the start date.

HighScope's online courses offer unmatched one-on-one support for individuals at all experience levels. Following successful completion of the course, participants are able to download and print a course certificate.

Coaching: The HighScope coaching model utilizes a partnered strength-based coaching process. The HighScope coaching protocol follows a reflective coaching system, and coaching sessions. Sessions can take place either individually or in a group, as classroom visits, assignments, emails, or phone calls.

HighScope coaches utilize a variety of tools and strategies to help classroom teachers understand how to more effectively support children's content knowledge and language skills, as well as learn to implement the curriculum to fidelity. These include self-assessment checklists; structured observation feedback sessions; demonstration teaching and modeling; over-the-shoulder coaching; videotaping, analysis and self-reflection; and use of assessment tools. Together, coaches and teachers create coaching plans and regularly assess progress toward goals. After each coaching session, HighScope coaches complete a reflection form that is shared and discussed with the teacher. Between coaching visits, HighScope coaches and teachers utilize electronic "touch points" to support this job-embedded learning. Touch points include, but are not limited to, email, phone calls, electronic reflective assignments, or online forum discussions.

The coaching process is built on trust and respect between coaches and teachers and is, ideally, separate from the supervisory process. Effective coaches follow through with support, provide role clarity, transparency, and clear expectations.

Course Offerings and Pricing:
The HighScope Comprehensive Training package helps develop high-quality infant-toddler and preschool programs and prepares early childhood educators to become HighScope Certified Teachers when they have shown the ability to implement the HighScope Curriculum to fidelity. See course offerings in Appendix A.

Effective Practice Skills Inventory	
Skill	Course
Develop student learning goals	All courses build in participant objectives and implementation plans.
Collect, track and use student data to drive instruction	COR Advantage® and Creating Meaningful Lesson Plans courses instruct teachers on how to interpret child data and use that data to create lesson plans for individual and group learning. The Program Quality Assessment course instructs teachers on how to reflect on their teaching and implementation of the curriculum to support children's learning.
Designs effective lesson plans, units, and assessments	COR Advantage® and Creating Meaningful Lesson Plans courses instruct teachers on how to interpret child data and use that data to create lesson plans for individual and group learning.
Facilitateorganized, students-centered, objective-driven lessons	Creating Meaningful Lesson Plans instructs teachers on how to create lesson plans that integrate children's interests, strengths, and needs into their daily lesson plans, including children's IEPs. Teachers also learn how to incorporate HighScope's Key Developmental Indicators (curriculum content) into their lesson plans.
Check for students' understanding and respond to students' misunderstanding	All courses integrate ways for teachers to scaffold children's learning by meeting them at their current level of development while extending their ideas and learning to the next level.
Differentiate instruction for student needs by employing a variety of instructional strategies	All courses incorporate adult-child interaction strategies that support children at all levels of learning (e.g., asking open-ended thought provoking questions, asking children to describe their thinking and problem solving processes, etc.).
Engage students in work that develops	All courses incorporate adult-child interaction strategies that support children at all levels of learning (e.g., asking open-ended thought-

higher-level thinking skills	provoking questions; asking children to describe their thinking and problem-solving processes; asking children to plan and recall, a process which contributes to the development of executive function, etc.).
Maximize instructional time	In courses such as Large-Group Times, Small-Group Times for Active Learners, and Creating Meaningful Lesson Plans, teachers learn how to create meaningful routines that incorporate various levels of engagement to challenge children's learning during each part of the day, including transitions.
Communicate content and concepts to students	All courses integrate HighScope's curriculum content (Key Developmental Indicators) into planning and interactions with children to further their knowledge and understanding across the developmental learning domains.

Best Practices in Adult Learning: Our programs are uniquely tailored to provide best practices in adult learning:

- Our trainers make sure to meet providers where they are in their understanding of basic child development and implementation of the HighScope Curriculum.
- Trainers provide the background of the what, where, when, how and why of each part of the curriculum, the impact it has on young children, and how teaching behaviors make a difference in children's learning.
- Our participants engage in active learning, which is at the heart of the curriculum and central to children's learning. Adults are active learners and listeners, too.
- Our trainers and participants are problem-solvers who are able to support and respond appropriately to children's needs. This helps both teachers and student develop academic mindsets for critical thinking.
- We understand that providers learn best when they can immediately use their new knowledge/strategies in the classroom. Our training helps them to immediately put theory into practice through application activities and implementation plans they can take back to their classrooms and put into action.
- Every teacher is different and every child is different. We help providers see how to use their life experiences in the classroom and integrate new ideas with existing knowledge.
- Our programs teach the joy of reading to children, creating a strong literacy base for them to ensure they have the building blocks for fluent reading and writing as they grow.

Experience and Qualification

Qualification of Firm: HighScope is well known for the Perry Preschool Study that first established the lasting human and financial value of early childhood education. The landmark longitudinal study, developed by educational psychologist David P. Weikart and begun in 1962, followed 123 Black children born into poverty and placed at high risk of school failure. The study was conducted in partnership with Ypsilanti principal Charles E. Beatty, Sr. to examine the long-term effects of high-quality preschool on young children. This comprehensive research resulted in HighScope's active learning approach to birth-through-kindergarten education and a focus on engaging curriculum content, child and program assessment, intentional teaching methods, and professional learning, all of which support the development of young children worldwide. HighScope's mission is to change the trajectory of the world, one child at a time, never forgetting the 123 children who started it all more than 55 years ago.

In the past five decades, HighScope has conducted training in every state and in more than 20 foreign countries. HighScope is renowned for its high-quality training in service of the early childhood workforce, assisting teachers and caregivers worldwide, and improving young children's lives by promoting and providing learning experiences that are engaging and effective. Through HighScope's professional learning program and dissemination efforts, an estimated 150,000 teachers and caregivers across the globe have been trained in the HighScope Curriculum. These practitioners are supported by a corps of nearly 2,000 HighScope Certified Trainers who serve more than one million children and their families each year.

Qualification of Staff: HighScope has a staff of over 50 people, a 9-member Board of Directors, and an annual operating budget of over $8 million. As a research and practice organization, HighScope staff members regularly interact with stakeholders in the early childhood community ranging from caregivers to teachers, administrators, policymakers, and researchers. This dual focus on research and practice is brought to bear on all of the organization's work. HighScope has a 40-year history of supporting the early childhood workforce through its embedded coaching and professional learning approaches, as well as through its ongoing research, which has included both cross-sectional and longitudinal evaluations of local, state, and federal early education programs, practices, policies, early childhood curriculum models, and professional development strategies.

A central focus of HighScope's mission has always been ensuring program quality. HighScope's large-scale implementations have successfully prepared educators to implement the HighScope Curriculum in districts and schools, both domestically and abroad. Support provided to educators includes both technical knowledge and training in child development best practices. HighScope's engaging and effective learning styles do not apply only to children. We know that adults also respond when our trainers are sensitive to the needs and learning styles of each individual. The result is a broad range of learning opportunities that span reading and writing assignments, small-group discussion, large-group discussion, personal reflection, observation, and feedback using best practices in adult learning.

HighScope has state-level adoptions and approvals of its assessment systems in many states,

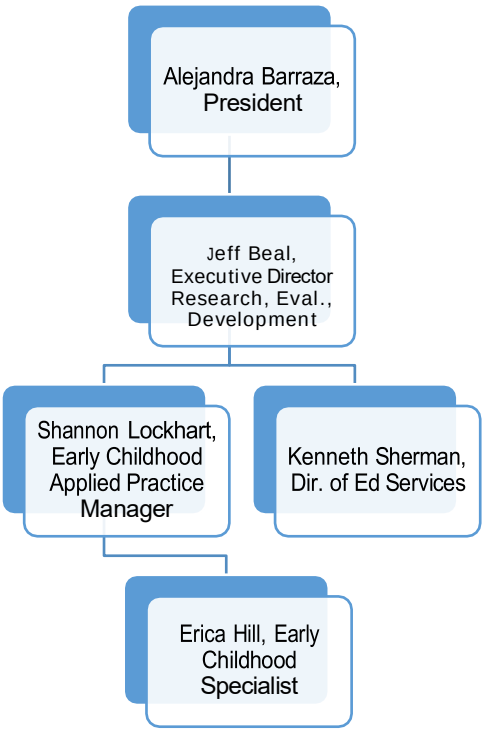
including Michigan, Texas, Ohio, Georgia, Kentucky, and Illinois. The Program Quality Assessment (PQA) is used statewide for Michigan's tiered Quality Rating Improvement System (QRIS).

Project Managers, Kenneth Sherman and Shannon Lockhart, will lead the implementation of training, support, and ongoing collection of feedback.

Mr. Sherman, Director of Educational Services, leads professional development contracts and activities, including training courses, ongoing assessment support, and the customization of training. Kenneth is the Chief Academic Officer of HighScope's San Antonio Hub of Excellence in San Antonio, Texas. Kenneth joined HighScope in 2014 as a HighScope Demonstration Preschool teacher and an Early Childhood Specialist. He has more than 20 years of experience as a teacher of young children and has been a center director, mentor teacher, coach, and trainer. Kenneth has presented at numerous state and local conferences and developed customized trainings for early childhood programs around the United States and in Europe. He currently serves on several committees in Texas that focus on race and equity. Kenneth holds a master's degree in early childhood and a bachelor's degree in sociology.

Ms. Lockhart, Early Childhood Applied Practice Manager, oversees the design and development of professional learning, including curriculum and training materials, online courses, virtual trainings, and resources for educators. She has been with the foundation for more than 30 years. She is responsible for the design and development of curriculum and training materials for children ages birth to five and oversees the Training of Trainers program for training and coaching of adults. Ms. Lockhart is one of the authors of an infant/toddler program evaluation published in 2013. She facilitates online training for child assessment and program evaluation instruments, as well as training on numerous other topics. She has written articles on infant-toddler and preschool development, executive function and play, coaching, and many other topics for the early childhood community. She provides professional development courses throughout the United States and internationally, and has presented numerous workshops at state, regional, national, and international conferences. Ms. Lockhart has directed several research projects for UNICEF, helping developing countries to conduct evaluations of their early childhood programs. Her particular areas of expertise include child development and instrument development (observations, program evaluation, and child assessment). She holds a master's degree in Early Childhood Education from Oakland University in Michigan.

Organizational chart (Resumes in Appendix B):



Descriptions of each team member's role:

Project Leadership

Jeff Beal, Executive Director of Research, Evaluation, and Development.

Project Managers

Kenneth Sherman, Director of Educational Services, leads professional development contracts and activities, including training courses, ongoing assessment support, and customization of training.

Shannon Lockhart, Early Childhood Applied Practice Manager oversees the design and development of professional learning, including curriculum and training materials, online courses, virtual trainings, and resources for educators.

Implementation Coordinator

Erica Hill, Early Childhood Specialist, works with Ms. Lockhart in developing curriculum and training materials, online courses, virtual trainings, and resources for educators to support the HighScope Curriculum nationally and internationally.

Team approach: The HighScope team works together as a unit that respects the time of those contracting their services. Online and personal communication access is always open 9 am–5 pm. Advance communication before each training gives managers and principals all the relevant information to assist them in creating a smooth experience for their teachers. All participants have multiple avenues of iteration during trainings and afterwards. Staff is always available to answer questions and otherwise ensure that participants are supported in their adoption of the methodology and new skills. HighScope is willing and able to shift more staff and resources onto this project to make training more accessible and actionable throughout a four-year commitment.

References

HighScope has several decades of experience with large-scale implementations at the state and national levels. We work collaboratively with the Michigan Department of Education on the Great Start to Quality program and with large school districts such as Seattle Public Schools and San Antonio Public Schools. Three current districts which HighScope has contracted are:

NISD
San Antonio, TX 78238
Laureen Owen, Program Coordinator
Laureen.owen@nisd.net

Oakland Public Schools
Waterford Twp, MI. 48328
Krista Shambleau, Early Childhood Consultant
krista.shambleau@oakland.k12.mi.us

RCMA
Damaris Boone| Education & Outcomes Manager
Imokalee, FL 34142
O: (863) 674-4652
C: (239) 834-4017
damaris@rcma.org

Miami-Dade Public Schools-HeadStart
Miami, FL 33132
Lynette Gonzalez, District Supervisor
ljgonzalez@dadeschools.net

Appendix A--Course Offerings, Sample Course Syllabi and Course Evaluation Tools

The following outlines HighScope's Preschool Curriculum training courses with full IACET compliance. The 4-week Preschool Curriculum Course (PCC) contains the full curriculum training, and each training course can stand alone (3-hour or 6-hour) or be combined for multiple training courses. However, any in-person or virtual training course topic cannot be offered in less than 3-hour increments nor combined to equal 3-6 hours (e.g., planning time, work time and recall time cannot be combined to equal 3-6 hours of training). The curriculum content and time length has been vetted based on research for teachers' understanding and successful implementation in the classroom to fidelity.

All participants are required to have full participation (i.e., small, and large group discussions and activities, videos on, breakout rooms, individual work etc.,). Upon successful completion (80% or higher) of all training, readings, assignments, check my understanding and participation, participants will receive the course CEUs and a certificate of completion.

All HighScope In-Person Preschool Training is outlined as follows:	**All HighScope Virtual Preschool Training is outlined as follows:**
For courses equaling (.6 CEUs) • 9:00-4:00 with 1-hour lunch break. • Complete daily Check My Understanding Quiz. • Complete daily readings and assignments. For courses equaling (.3 CEUs) excluding the full PCC and 1-week introduction to the curriculum • 9:00-12:00 3-hour content covered. • Complete daily Check My Understanding Quiz.	For courses equaling (.6 CEUs) • 9:00-12:00 Virtual participation on zoom; 3-hours content covered. o Trainer assigns individual study time to complete activities not covered in zoom content. • 3:00-4:00 Review individual study time activities. o (Note: one additional zoom review will be scheduled by the trainer to accommodate participants with outlying time zones). • Complete daily Check My Understanding Quiz. • Complete daily readings and assignments. For courses equaling (.3 CEUs) excluding the full PCC and 1-week introduction to the curriculum • 9:00-12:00 Virtual participation on zoom; 3-hours content covered. • Complete daily Check My Understanding Quiz.

HighScope Comprehensive Training Package				
Level/ Topic Area	**Training Title**	**Description**	**Overall Learning Objectives**	**Delivery Methods/ Length**
*Preschool	Preschool Curriculum Course (PCC)	This 4-week (120 hours) training course is designed to lay the foundation of understanding the HighScope curriculum for preschoolers and support teachers in implementing the curriculum in the classroom with their children. Upon successful completion (80% or higher) of all training, daily readings, assignments, check my understanding quizzes and participation, participants receive 12 CEUs and a certificate of completion. This course includes teacher resources (e.g., training booklets, books, area signs & cards, etc.).	**Week 1:** • Identify the five ingredients of Active Learning. • Apply the guidelines for arranging the indoor space and planning for the different types of materials that support children's learning. • Identify the elements of a HighScope daily routine. • Define the plan-do-review process and how it fosters children's executive functions skills. • Write high-quality objective anecdotes according to COR Advantage steps. • Identify the elements of high-quality programs. **Week 2:** • Practice adult-child interaction strategies that encourage active learning. • Identify the format ways to incorporate active learning into small group time, and large group times, greeting time, and transitions. • Identify encouragement strategies and how to use them in the classroom. • Construct lesson plans for children by combining knowledge about curriculum content, children's interests, and developmental levels of learning. • Use the scoring guidelines to accurately score COR Advantage. **Week 3** • Identify the Key Developmental Indicators and supportive interaction strategies in the areas of Approaches to Learning,	• 4 weeks (6 hours a day) $3900/person 15-person minimum

			Social and Emotional Development, Language, Literacy, and Communication, and Mathematics. • Demonstrate the 6 steps of conflict resolution to help children resolve social problems. • Explain how HighScope programs meet parents' goals for children and identify strategies for engaging families into the program. **Week 4:** • Describe conflict prevention and adult-child interaction strategies that support children's conflicts and classroom conflicts. • Identify the steps and write objective evidence/anecdotes to accurately score the Preschool Program Quality Assessment. • Identify the Key Developmental Indicators and supportive interaction strategies in the areas of Social Studies, Science and Technology, Physical Development, and Creative Arts.	

*The 4-week Preschool Curriculum course meets CDA requirements.

The following outlines HighScope's Infant-Toddler Curriculum training courses with full IACET compliance. The 4-week Infant and Toddler Curriculum Course (ITCC) contains the full curriculum training, and each training course can stand alone (3-hour or 6-hour) or be combined for multiple training courses. However, any in-person training course topic cannot be offered in less than 3-hour increments nor combined to equal 3-6 hours (e.g., choice time, group times, and adult-child interactions cannot be combined to equal 3-6 hours of training). The curriculum content and time length has been vetted based on research for teachers' understanding and successful implementation in the classroom to fidelity.

All in-person participants are required to have full participation (i.e., small, and large group discussions and activities, individual work). Upon successful completion (80% or higher) of all in-person training, readings, assignments, check my understanding and participation, participants will receive the course CEUs and a certificate of completion.

All HighScope In-Person Infant-Toddler Training is outlined as follows:	**All HighScope Virtual Infant-Toddler Training is outlined as follows:**
For courses equaling (.6 CEUs) • 9:00-4:00 with 1-hour lunch break. • Complete daily Check My Understanding Quiz. • Complete daily readings and assignments. For courses equaling (.3 CEUs) excluding the full PCC and 1-week introduction to the curriculum • 9:00-12:00 3-hour content covered. • Complete daily Check My Understanding Quiz.	For courses equaling (.6 CEUs) • 9:00-12:00 Virtual participation on zoom; 3-hours content covered. o Trainer assigns individual study time to complete activities not covered in zoom content. • 3:00-4:00 Review individual study time activities. o (Note: one additional zoom review will be scheduled by the trainer to accommodate participants with outlying time zones). • Complete daily Check My Understanding Quiz. • Complete daily readings and assignments. For courses equaling (.3 CEUs) excluding the full PCC and 1-week introduction to the curriculum • 9:00-12:00 Virtual participation on zoom; 3-hours content covered. • Complete daily Check My Understanding Quiz.

HighScope Comprehensive Training Package				
Level/ Topic Area	**Training Title**	**Description**	**Overall Learning Objectives**	**Delivery Methods/ Length**
*Infant-Toddler	Infant-Toddler Curriculum Course (ITCC)	This 4-week (120 hours) training course is designed to lay the foundation of understanding the HighScope curriculum for infants and toddlers and support teachers in implementing the curriculum in the classroom with their children. Upon successful completion (80% or higher) of all training, daily readings, assignments, check my understanding quizzes, and participation, participants receive 12 CEUs and a certificate of completion. This course includes teacher resources (e.g., training booklets, books, area signs & cards, etc.).	**Week 1:** • Identify the five ingredients of active learning. • Connect the Key Developmental Indicators to examples of sensory-motor learning. • Apply the guidelines for arranging and equipping the play and care spaces for active learners. • Create a plan for providing materials that appeal to all the children's senses. • Identify ways to make the infant-toddler daily schedules and caregiving routines predictable yet flexible. **Week 2:** • Apply the ingredients of active learning to each part of the daily schedule for sensory motor learners. • Identify strategies for engaging mobile infants and toddlers in group times • Practice supportive adult-child interaction strategies, including using strategies to support children in conflict. **Week 3:** • Write objective anecdotes to score COR Advantage accurately. • Create lesson plans that include curriculum content, children's interests, and developmental levels of learning. • Identify the Key Developmental Indicators and supportive interaction strategies in the areas of Approaches to Learning, Social and Emotional Development, Physical Development and Health, Communication, Language, and Literacy, and Creative	• 4 weeks In-person (6 hours a day) $3500/person 15-person minimum

			Arts. **Week 4:** • Identify the Key Developmental Indicators and supportive interaction strategies in the domain of Cognitive Development. • Write objective evidence/anecdotes to accurately score the Infant and Toddler Program Quality Assessment. • Identify strategies for creating effective teams, sharing team responsibilities, and building effective caregiver-parent partnerships.	

*The Infant-Toddler Curriculum courses meet CDA requirements.

HighScope's overview training provides teachers with a basic introduction to the HighScope Curriculum. HighScope's online courses allow teachers to take individual curriculum topics one at a time and challenge them to reflect on their teaching practices.

HighScope Standard Training Package				
Level/ Topic Area	**Training Title**	**Description**	**Learning Objectives**	**Delivery Methods/ Length**
Preschool	Getting Started with the HighScope Preschool Curriculum	This 5-day training is designed to introduce preschool staff to the essential components of the HighScope Preschool Curriculum and give teachers a start in providing high-quality experiences for their young children. Includes a copy of Essentials of Active Learning Includes the books *Essentials of Active Learning, Lesson Plans for the First 30 Days,* and Training Guides	• Identify the five ingredients of Active Learning. • Practice adult-child interaction strategies that encourage active learning. • Apply the guidelines for arranging the indoor space and planning for the different types of materials that support children's learning. • Identify the elements of a HighScope daily routine. • Classify children's actions and words into KDI categories. • Use the format for writing objective anecdotes. • Construct lesson plans for children by combining knowledge about curriculum content, children's interests, and developmental levels of learning. • Explain the advantages and rationale for working together as a team in early childhood settings.	5 days; 6 hours a day. $750/person 15-person minimum
Infant-Toddler	Getting Started with the HighScope Infant-Toddler Curriculum	During this week-long overview of the Infant-Toddler Curriculum, caregivers will be introduced to the key components of the HighScope Infant and Toddler Curriculum which will give caregivers a	• Identify the Ingredients of Active Learning. • Describe supportive adult-child interactions that build trust and attachment with infants and toddlers. • Plan an infant-toddler daily schedule and caregiving routine that is predictable yet flexible and incorporates the elements of active learning.	5 days; 6 hours a day $750/person 15-person minimum

		start in providing high-quality experiences for their young children. Includes a copy of *Tender Care and Early Learning* and Training Guides.	• Identify guidelines for arranging and equipping the play and care space for active learners including adding materials that appeal to sensory-motor learners. • Construct lesson plans by combining knowledge about curriculum content, children's developmental levels, and children's interests. • Plan engaging group times with materials and group times with movement and music that are developmentally appropriate.	
Family Child Care Series	Family Child Care	These workshops cover infant-toddler and preK curriculum topics. This training helps providers increase their skill and understanding in working with children birth to 5 in home programs.	• Identify ingredients of active learning • Identify and describe supportive adult-child interactions • Identify daily routines that incorporate active learning for children birth to 5 • Identify guidelines for creating a home environment for active learners	1.5-2 hours/in-person Call for price
All (0-5)	COR Advantage®	Participants learn how to use the COR Advantage® child assessment tool, including ways to scaffold/extend learning through individual planning. Includes COR Advantage® *Scoring Guide and Reliability Test*	• Define authentic child assessment and describe its benefits • Score anecdotes using COR Advantage levels • Use *Your Child's Developmental Summary* to share information with families.	4 weeks Online Training/ $275 *16 hours*
Preschool	Planning and Recall Time	Participants learn how to support/ extend children's planning and recall experiences.	• Recognize the benefits of planning with children • Describe the basics of the planning process	3 weeks online Training $175/person

			• Identify activities that support children's developmental levels at planning time • Discuss the rationale for recalling with young children • Develop communication strategies to support children during recall time • Identify activities that support children's developmental levels at recall time	*10 hours*
Preschool	Small-Group Time	Participants learn how to scaffold children's individual learning in Small Group Time.	• Describe each component of a SGT • Understand the need for a supportive climate during SGT • Develop opening statements to help focus children's interest and attention on the SGT activity • Plan a SGT for their children using the sources of ideas • Define scaffolding • Describe 4 steps to scaffold early learning • Use scaffolding strategies to support and extend children's learning	3 weeks Online Training $175/person *10 hours*
Preschool	Large-Group Time	Participants learn how to create and develop engaging LGT activities.	• Describe how to share control with children during LGT • Identify ways to incorporate active learning into LGT • Describe 3 parts of large-group time • Identify the strategies for beginning LGT • Identify 5 types of LGT activities • Explain how to separate, simplify, and facilitate LGT activities • Identify sources of ideas for planning LGT • Plan a LGT using the given planning form	3 weeks Online Training $175/person *10 hours*
Preschool	Supporting Children at Work Time	Participants learn how the "do" in HighScope's Plan-do-review® process works.	• Understand the importance of work time • Recognize the benefits of sharing control with children at work time • Practice interaction strategies that support children's ideas and intentions	3 weeks Online Training $85/person

			• Identify the types of play children engage in during work time • Identify the social contexts in which children play during work time	*10 hours*
Preschool	Creating Meaningful Lesson Plans	Participants learn how to plan for children's individual learning.	• Use developmentally effective approaches to connect with children and using content knowledge to build meaningful learning experiences • Identify 3 components of lesson planning • Create lesson plans for all the full day • Create lesson plans that include strategies for scaffolding children's learnings • Identify 6 strategies for team planning	3 weeks Online Training $100/person *10 hours*
Infant-Toddler	Intentional Lesson Planning for Infants and Toddlers	Participants learn to develop lesson plans based on curriculum content as well as children's development and interests.	• Learn a unique method of lesson planning – individualized for each child • Learn strategies for planning based on children's developmental levels • Create personal schedules for each child • Understand IT content areas	3 weeks Online Training $100/person *10 hours*
Preschool	Numbers Plus® (Math Curriculum)	Participants learn math concepts (i.e., geometry; algebra; data analysis; measurement; and number sense and operations) for preschoolers.	• State the importance of early math learning for preschool children. • Identify the 5 content areas of Numbers Plus. • Identify the components of a Numbers Plus small-group time.	2-day in-person or virtual Training $350/person 15-person minimum *12 hours*

Preschool	Using a Daily Message Board in a Preschool Classroom	Participants learn the purpose for using a message board with young children and ways for effectively planning message boards that engage children and incorporate their development such as language and literacy, math, and social and emotional development.	• Define message board • Define the process for creating child relevant messages • Identify the types of common messages used in the classroom • Identify strategies for reading messages and conversing with children • Identify strategies for supporting curriculum content (literacy, math, social studies and social and emotional development) at message board	3 weeks online training $175/person *12 hours*
Preschool	*Essentials* Series Book Club (Series 1-4)	These online book club courses will dig deeper into the HighScope resource, Essentials of Active Learning in Preschool by Ann S. Epstein. Each Series covers the curriculum chapters in the Essentials book (e.g., active learning, adult-child interactions, learning environment, and daily routine, etc.,). Participants will learn how to implement the principles and practices of these content topics within the preschool classroom.	• Define 5 ingredients of active participatory learning • Identify supportive adult-child interaction strategies for active learners • Discuss and apply the guidelines for arranging the indoor space • Identify the components of the daily routine • Describe the key developmental indicators (KDIs) • Discuss strategies adults use to scaffold early development • Promote family involvement using diverse strategies that both respect differences and build bridges between children's home and school lives • Define authentic child assessment and describe its benefits • Describe the features and uses of effective program quality measures • Describe the importance of daily team planning in operating an effective ECE program	4 weeks per series/ online training $325/person *Each Series is 12 hours*

Preschool	Let's Read it Again! Interactive Read-Alouds	Participants will be introduced to HighScope's new resource that extends children's language and literacy learning called Let's Read It Again! Interactive Read Alouds. The training incorporates building children's comprehension, increases children's vocabulary, and digs deeper into the meaning and writing of books. Educators will learn the format for implementing Read Alouds for optimal child outcomes and strategies for planning engaging child focused book reading.	• Explain the importance of reading aloud to and with children • Experience reading aloud strategies and identify literacy learning • Explain the format of Read Aloud Booklets • Identify reading aloud strategies for all children • Describe literacy focus points • Identify reading aloud strategies • Practice using the Read Aloud Booklets	3 hour in person or virtual training $175 per person, 10 person minimum
Infant-Toddler	Infant-Toddler Movement and Music Group Times	Participants will learn about group times (GT), how to engage infants and toddlers in movement and music activities, and how to plan for their development. Each week covers specific content centered around fostering active learning movement and music experiences (e.g., the importance of GT;	• Define 2 types of group times for infants and toddlers • Identify the types of activities for movement and music group time • Develop ways to incorporate children's home culture and other cultures into group time activities • Identify the format for planning movement and music group times • Recognize children's developmental levels of learning • Apply strategies for scaffolding children's learning	3 weeks online training $175/person *10 hours*

		applying active learning in GT; strategies for building choice into GT; thinking about spontaneous GT; identifying and planning around the key developmental indicators; incorporating children's cultures into GT).		
Preschool	Classroom Coach	Classroom Coach is an evaluation tool that assesses the quality of preschool classrooms and is compatible with all curricula. Classroom Coach reflects new science about learning and includes observation and checklist sections.	This workshop provides hands-on experience in observing, recording, and evaluating preschool classroom quality using HighScope's Classroom Coach. Price includes training, rater reliability test, and Classroom Coach Evaluation Tool.	4 weeks online training $325/person *12 hours*
Infant-Toddler	PQA	This workshop provides hands-on experiences in observing, recording, and evaluating program quality using HighScope's Infant-Toddler Program Quality Assessment (PQA) instrument. Fee includes the IT PQA and participation in HighScope's online exam to demonstrate Rater-Reliability.	• Identify the 4 sections of the Infant and Toddler PQA and how they relate to program quality. • Identify the format and scoring criteria of the Infant and Toddler PQA. • Write and use evidence/anecdotes and descriptors to accurately score the Infant and Toddler PQA. • Develop improvement plans based on the PQA scores.	5 weeks online training $ *17.5 hours*

For programs that would like to develop internal capacity for HighScope training and coaching, HighScope offers the Training of Trainers (TOT) Course.

Level/ Topic Area	Training Title	Description	Learning Objectives	Delivery Methods/ Length
All (0-5) Adult Learning	Preschool Training of Trainers (TOT) Course	This course is designed for those who have completed the HighScope Curriculum (preschool and/or infant-toddler) training and wish to extend their skills into training/coaching adults in the approach. Those who complete all 3 weeks of training (with an 80% or higher grade) will receive a 3 year HighScope Trainer Certification. Trainers can recertify according to the requirements.	• Demonstrate a thorough understanding of HighScope • Improve demonstration teaching skills • Examine knowledge and improve training skills • Examine knowledge and improve coaching skills • Become a HighScope Certified Trainer	3-week/in- person and virtual training completed over 1 year $4,900/person with a minimum of 10 persons *92 hours*

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Active Learning PCC Day 1 AM

Time	Agenda	Materials
Welcome and Icebreaker **10 min.**	**1. Introduction to the day, the room, our neighborhood.** A. Welcome everyone. Introduce yourself. B. Sharing Stories: Interview a partner, then introduce that person to the rest of the group agency/position • Why are you here • Best part of your job • Fun fact about yourself or family C. Housekeeping Stuff: • Where to find things in our room • Starting and stopping times, breaks • Snacks and clean-up • Comfortable clothing	PP2 Name tags Agenda PP 3 Local maps or restaurant menus
15 min	**2. Group Agreement** Think about groups that you've been a part of in the past: • What are some things that made that group work well? • What are things that hindered that group from working together? In small groups, discuss your ideas about these things and generate a list of how you would like this group to work together. As a whole group, come to a group agreement about how we want to function as a group. Post the agreement on the wall	PP 4 CP

Opening Activity **30 min**	**1. What Do You Want for Children?** A. Turn to TB p 17. Circle 5 characteristics that you consider to be most important to encourage in your educational setting (there isn't a right or wrong answer). B. In small groups, come to a group consensus by identifying 5 characteristics that you all agree are important. C. Share your chosen characteristics with the whole group and compile a "group mission statement" of what we want for children.	PP 5 TB p 17
Overview of Training **5 min**	**3. Training Goals of the Entire PCC:** • Thorough understanding of HighScope through active workshops and printed resources. • Develop and refine HighScope teaching skills. • Become aHighScope Certified Teacher.	PP 6
Central Ideas and Practice **5 min.**	**4. The HighScope Preschool Curriculum Wheel** The HS curriculum consists of: • teaching practices • content • assessment • training model The HighScope Wheel represents the various components of the HighScope Preschool Curriculum. Briefly go over each section of the wheel and HighScope's mission. Today, we are going to start our preschool curriculum training in the middle of the wheel -- with Active Learning.	PP 7 TB p 4 TB p 5 PP8
Objectives	**5. Participants will be able to:** 1. Describe the ingredients of active learning and intrinsic motivation. 2. Discuss the role of adults in an active learning setting. 3. Differentiate between passive and active learning. 4. Redesign a small-group activity to include the ingredients of active learning.	PP 9

Time	Agenda	Materials
Opening Activity **15 min**	**6. Learning about Apples** A. Distribute real apples, plates, napkins and knives to participants. Ask table groups to learn about the apples by investigating them, exploring them, and making discoveries. Ask that they choose a recorder for each group to create a list of what the team members learn about the apples as they explore them. B. After four or five minutes, ask the recorder from each group to read two things from their list. Record this information on a master list on a flip chart. Repeat until everyone's ideas are on the chart. C. Now say to the group, "I'm going to teach you about apples in another way." Tell them several things about apples, and then give one or two plastic apples to each table group. Encourage all participants to explore the plastic apples. D. After a minute or two of plastic apple exploration, ask the whole group, "If I taught you by using only a lecture and the plastic apples, what would we have to cross off our list?" Cross items off the master list that could not be discovered through this passive experience. E. Say again, "I'm going to teach you about apples," and then show them a drawing of an apple. Again, give an apple lecture, and then ask, "What words should be crossed off now?" F. Follow the same process with the printed word "apple." G. Follow the same process with the printed letter "A." H. Discuss as a whole group: • "What was the difference among the teaching methods I used?" • "How do you remember being taught in school?" • "Which method resulted in the most learning? Why?"	PP 10 - 12 Apples (or other fruit), plates, and plastic knives for each person Paper towels Chart paper and markers Plastic apples (or other fruit) PP slide numbers

HIGHSCOPE.

Time	Agenda	Materials
Central Ideas and Practice **15 min**	**7. The What and Why's of Active Learning** Discuss the following: A. What is active learning? The process by which children construct their own knowledge through interaction with people and things. B. Introduce the 5 ingredients of active learning (*TB* p. 23): 1. Materials 2. Manipulation 3. Choice 4. Child language and thought 5. Adult Scaffolding C. Read over the Active Learning Checklist on pages 26-27 in your training booklet. Are there any questions or clarifications? D. Create a mnemonic device to help you remember the 5 ingredients. Share with others at your table.	PP 13 TB p 23 PP 13 TB pp 26 -27 PP 14
Break **15 min.**		
Central Ideas and Practice **20 min**	**8. Adult Support for Active Learning.** Watch *Supporting Children's Active Learning* (13 min.). Look for examples of environmental, non-verbal and verbal adult support. Record your findings in the TB on p 25. What did you see adults doing? What struck you about their actions? Look at active learning in the overall philosophical scheme of HighScope: (*Essentials,* pp 27-28*)* Laissez Faire (permissive) — C A — It happens. Children grow Supportive (shared initiative) — C<----------->A — Children construct knowledge through Interaction with people and things Directive (authoritarian) — C< ----------A — Tell children what they need to know	PP 15 DVD: *Supporting Children's Active Learning* PP 16 Essentials, pp 27-28 CP with diagram Contrasting Climates

Time	Agenda	Materials
Central Ideas and Practice (cont.) 10 min	**9. Why Active Learning Works - Intrinsic Motivation** A. Share some of your favorite hobbies with the people around you. B. Why do you like doing these things? How would you feel if someone told you that you couldn't do your hobby anymore? For example, someone says, "You've done enough sewing and it's time to expand your horizons and do something else – now go and do some auto repair." How does this relate to the way children feel when you tell them to stop playing in the block area and go to the art area for a while? C. Define intrinsic and extrinsic motivation and the factors of intrinsic motivation (TB p. 24). • Children will become engaged in what they are doing if: o It is something they are **interested** in o It is **enjoyable** to them o If they have some **control** over the situation o If there is probability of **success** o If they feel **competent** doing it. D. Introduce the Learning Cycle and how it relates to AL and intrinsic motivation. E. Have participants create their own Learning Cycle and share with someone at their table.	PP 17 PP 18 - 19 TB p 24 PP 20-21
Central Ideas and Practice (cont.) **10 min**	**10. Mrs. Turner's Small Group Time** A. Individually, read about Mrs. Turner's small group time in the TB p 29. B. Working in small groups, record your answers to question #1, assessing this small group time using the checklist on pp. 26-27. C. Now, discuss and record your ideas to questions #2. D. Share your findings with the whole group.	PP 22 TB p 29
Application Activity **20 min**	**11. Using an Active Learning Approach to Solve Problems** A. With a partner, use an active learning approach to solve the problems in TB p 31. Share your ideas with the whole group. B. Now, come up with your own situation and write it on a sticky note. Post it on the wall. With a partner, look at others posted there and come up with possible solutions using an active learning approach.	PP 23 TB p 31 Sticky notes in 2 colors

Time	Agenda	Materials
Implementation Plans **10 min**	**12. Discuss implementation plans:** A. We normally complete implementation plans at the end of a workshop, for the participants to take back and use. For our purposes, we are going to be doing a reflective piece at the end of each workshop. B. When thinking about your plans: • Be as specific as possible • Have reasonable expectations • Carefully think through where you'll want to start • What might you need to stop • Who might you involve in the process C. Turn to page XX of your Training Booklet, write one or two ideas about active learning that you'd like to remember from today's workshop. • How do you think you might use these ideas? • What do you think will be the easiest ingredient for you to implement? • What will be the hardest? • Why? D. Ask participants to turn to a partner and share their thoughts on what will be the easiest/hardest ingredient for them to implement.	PP 24 TB p XX PP 25
Homework **5 min**	• Essentials Ch. 1 Why Should Early Childhood Programs use a Curriculum? pp.3-5 • Essentials Ch. 2 What is the HighScope Preschool Curriculum? pp. 7-14 • Essentials Ch. 3 What is the Theory Behind the Curriculum? pp.15-18 • Answer Active Learning Issues to Ponder on page 2 of the homework Week 1 Daily Reading & Reflection Assignment handout	PP 26 (hide) and review at end of the day

Evaluations

HighScope developed an end-of-course survey to collect information about each course and presenter as well as a delayed course survey to collect information about the impact of each course on teacher behavior. We also provide an individual participant evaluation form to each user after every professional learning course. The information gathered from these forms is reviewed and analyzed for the continuous improvement of our professional learning model and offerings. Evaluation forms in our online LMS system are electronic and can be accessed from a participant's preferred device. Customer and client service consultants at HighScope also follow-up with district/program contacts for further data to ensure satisfaction and to inform improvements.

Participant surveys are used in both face-to-face and virtual trainings. Similar surveys are used for online and online facilitated courses. In addition, HighScope developed a course fidelity checklist to go along with each course. After each course is completed, we will collect an end of course survey, a delayed survey, and (when needed) a course fidelity checklist which will measure how much fidelity the trainer has to the training model. Three pieces of data that will be used to evaluate each course and presenter.

HighScope Training Evaluation - End of Training Feedback Online Course - SAMPLE

Start of Block: Default Question Block

Q1
HighScope Course Evaluation - End of Course

Greetings,
In an effort to continually improve HighScope courses and instructors, we created an extended course evaluation process. We have participants complete an end of course evaluation form and another evaluation form sent approximately two months after the course to measure the short-term impact of the training on your practice.

You recently completed the course listed above that was provided by a HighScope instructor. We would greatly appreciate it if you would complete the following survey.

Your participation in this pilot study will help us refine our course evaluation process so that it is both useful for you as a way to reflect upon your learning and useful for us in improving the course evaluation process and our training efforts overall.

Please complete the survey as soon as possible. If you have questions about the survey please email me at jbeal@highscope.org.
Thanks,

Jeff
Dr. Jeffrey A. Beal Senior Research Scientist Center for Early Education Research and Evaluation HighScope Educational Research Foundation

Q6 What is the one primary reason why you chose to take this course?

_____

Q7 How likely are you to recommend this course to a friend or colleague?

- O 0 (0)
- O 1 (1)
- O 2 (2)
- O 3 (3)
- O 4 (4)
- O 5 (5)
- O 6 (6)
- O 7 (7)
- O 8 (8)
- O 9 (9)
- O 10 (10)

Q8 Did the course content meet your expectations?

- O Yes (4)
- O No (5)

Q9 Tell us why it did or did not meet your expectations.

_____

Q10 Did you learn anything new?

- O Yes (8)
- O No (9)

Q12 Briefly tell us what you learned.

_____

Q13 Was the course practical and/or easy to apply?

- O Yes (5)
- O No (6)

Q15 Please explain.

_____

Q14 Please tell us three ways that this course could be improved.

_____

Q16 I would like my instructor to know...

_____

End of Block: Default Question Block

HighScope Training Evaluation - 2- Month Follow-Up Survey Online - SAMPLE

Start of Block: Default Question Block

Q2 Greetings, In an effort to continually improve HighScope courses and provide feedback to instructors, we created an extended course evaluation process. Instead of only measuring the quality of the course, we want to measure both the quality of the course and the short-term impact of the training on your practice.

You completed the following course provided by a HighScope instructor about two months ago:

Name of course and instructor goes here. We would greatly appreciate it if you would complete the following survey. It will ask you a few questions about yourself and your work. Finally, it will ask you questions related to the content, quality, and impact of the course.

Your participation in this pilot study will help us refine our course evaluation process so that it is both useful for you as a way to reflect upon your learning and useful for us in improving the course evaluation process and our courses overall
Please complete the survey as soon as possible. If you have questions about the survey please email me at jbeal@highscope.org.

Thanks, Jeff Dr. Jeffrey A. Beal Senior Research Scientist Center for Early Education Research and Evaluation HighScope Educational Research Foundation

End of Block: Default Question Block

Start of Block: Block 5

Q15 **Type of work setting? For example, state funded Pre-k, Head Start, center, home- based, etc.**

_____

Q16 **Job title**

_____

Q17 Number of years of experience in the field of Early Childhood Education?

_____

Q18 Degree earned? (Associate's, Bachelor's, etc.)

_____

Q19 Please list any other HighScope training received prior to this training.

_____

Q7 Now that you have completed this course and had a chance to practice what you learned, do you have any questions or concerns about the content of this course?

- O Yes (4)
- O No (5)

Q20 If yes, what are your questions or concerns about the content of this course?

_____

Q10 Were there any components of the course that were challenging for you to implement in your role or as part of your work tasks?

- O Yes (4)
- O No (5)

Q21 If yes, what components of the course were challenging for you to implement?

_____

Q11 Did you need any additional support or resources to successfully implement or use the content of this training?

- O Yes (4)
- O No (5)

Q22 If yes, what support or resources did you need?

_____

Q13 Did this course help you more effectively perform your role or work tasks?

- O Yes (4)
- O No (5)

Q23 If yes, how did it help you more effectively perform?

_____

Q24 Now that you have been able to use the information gained from this course, what insights would you like to share with your instructor?

_____

Q14 Thanks for taking the time to complete this survey. HighScope greatly appreciates your time and effort.

Appendix B: Staff Resumes

Shannon D. Lockhart, MA

Home: 2180 Council Lincoln Park, MI 48146 Cell: 313-418-2412
sdlockhart@yahoo.com

Professional Summary

Experienced early education professional with dedication and commitment for providing high quality early childhood experiences for birth to five; Expertise and experience in curriculum, training, coaching, and assessment (child and program) development; Expertise and experience in adult and professional learning, developing observation based assessment and instrument development, project development; HighScope Certified Trainer/Teacher; Deep knowledge of child development curriculum, theory and research.

Work History

Early Childhood Applied Practice Manager, 12/2017 to present
HighScope Educational Research Foundation – 600 N. River St., Ypsilanti, MI 48198 (slockhart@highscope.org)

- Lead and support Early Childhood Applied Practice staff (Interim Associate Director of Early Childhood)
- Design and develop innovative resources to improve HighScope's birth to 5 curriculum
- Design and develop resources to improve HighScope's adult and professional learning services
- Design and develop HighScope's face-to-face training into a virtual professional learning pathway
- Train, recruit, and support a cadre of field consultants responsible for disseminating the organization's work
- Work with state and national leaders to develop relationships and support ongoing relationships in theearly childhood field
- Train and provide ongoing support for HighScope's international institutes
- Prepare department reports
- Work collaboratively with the CEERE department to ensure research to practice is continually addressed and supported in all curriculum and professional learning materials
- Member of the Ideal Learning Roundtable and assisted in the development of the Ideal Learning Principles through Trust for Learning
- HighScope certified trainer—facilitate training nationally and internationally
- Mentor potential trainers to lead infant-toddler, preschool and adult professional learning courses
- Coach, trainer, HighScope Certified teacher and substitute for the Demonstration Preschool classroom

Senior Early Childhood Specialist/Research Assistant 3/1991-2017

- Overall responsibilities involved designing and developing birth to five curriculum and training materials and the ongoing development of Training of Trainers (TOT) adult learning course

- Worked on various research projects such as Co-Head Coach for the Starfish Family Services and HighScope Coaching Project; Eastern Caribbean and UNICEF project in Antigua and Barbuda, Dominica, Grenada and St. Kitts and Nevis. Idaho Accreditation Evaluation Project; IEA Preprimary Project; Head Start Quality Research Center Project and more.
- Developer of HighScope's child assessment and program evaluation tools (COR and PQA)

Education

Master of Arts: Early Childhood Education, 1990
Oakland University – Rochester Hills, MI and **HighScope Educational Research Foundation**—Ypsilanti, MI

Bachelor of Arts:
Child Development, 1988
Harding University – Searcy, AR

- Other Experience; Publications; and Memberships available upon request.

Erica Hill

20015 Country Club| Harper Woods, MI 48225
(313) 289-9734 | ericahill04@gmail.com

OBJECTIVE

Collaborate with others who have a passion for early childhood, empowering families, and preparing children for school.

EDUCATION

Ball State University-Bachelors of Science ***Early Childhood Education***	**May 2005**	**Muncie, Indiana** **3.4 G.P.A**
Certification – HighScope Certified Trainer	**December 2015**	**Ypsilanti, Michigan**

EMPLOYMENT HISTORY & TEACHING EXPERIENCE

Early Childhood Specialist/Teacher **HighScope Educational Research Foundation** Ypsilanti, MI
08/2016 – Present

- Teach in the demonstration preschool and assist visitors with understanding curriculum content
- Create, submit, and conduct trainings for various conferences and training opportunities
- Complete state alignments with curriculum, grade online courses, create new products

Education Specialist **The Children's Center** Detroit, MI
01/2014 – 08/2016

- Use monitoring tools and Program Quality Assessment (PQA) tool to ensure the quality of classrooms
- Conduct CLASS observations and set individual goals with teachers for improvement of scores
- Check lesson plans, children's individual learning plans, and COR Advantage anecdotal notes for quality
- Ensure all paperwork, e.g. ESI, home visits, parent/teacher conferences, etc., are completed and accurate
- Build collaborative relationships with schools in the area for kindergarten readiness activities and events
- Provide HighScope trainings and other professional development opportunities for teaching staff
- Coordinated the start up of our lending library, e.g. organized and completed tasks according to time lines and due dates, ordered supplies, completed the policies and procedures for how the library is operated

Head Start Lead Teacher **The Children's Center** Detroit, MI
11/2012 – 01/2014

- Facilitate parent/teacher conferences
- Conduct home visits with families
- Prepare daily lesson plans and anecdotal notes for children's portfolios

Contractual Trainer **Leaps and Bounds Family Services** Warren, MI
11/2012 – Present

- Facilitate trainings using High Scope developed curriculum

- Assist individual providers and facilitate trainings concerning the Quality Rating Improvement System (QRIS)
- Develop new workshop topics that are relevant to the providers needs

Early Learning Community Educator **Leaps and Bounds Family Services** Warren, MI
10/2009 – 11/2012

- Facilitate trainings around early childhood topics using High Scope developed curriculum
- Mentor child care providers through one on one consultation, using the Program Quality Assessment (PQA) tool
- Combine R.E.G.I.E Rainbow curriculum (National Kidney Foundation) and the I'm Moving, I'm Learning training to facilitate weekly nutrition and gross motor activities for children and their caregivers/parents
- Train child care staff and parents on using the Ages and Stages: ASQ and ASQ: SE assessment tools

Founder **Chosen Ones Christian Home Child Care** Warren, MI
6/2007-9/2011

- Kept records on individual children, including daily observations and information about activities, meals served, and/or medication administered
- Completed paperwork for food program and DHS CDC hours via internet
- Instructed children in health and personal habits such as eating, resting, and toilet habits
- Created and implemented daily lesson plans that are developmentally and individually appropriate
- Supported children's emotional and social development, encouraging understanding of others and positive self- concepts

Kenneth

Sherman 21630

Milsa Dr.

San Antonio Texas

78256 734-355-

9701

Ksherman@highscope.org

Experience

Chief Academic Officer HighScopes San Antonio HUB of Excellence:

2019-Present Essential Functions

- Lead the development and implementation of purposeful and meaningful curriculum instructional tools and systems based on HighScope principles.
- Support School Leaders, as well as supervisors, teachers and other staff in the development of instructional systems that encourage rigorous, developmentally appropriate, and culturally relevant academic learning across all content areas.
- Support the professional development of Network and school leaders, teachers and staff in academic standards utilizing best adult learning methods that engage staff and pursue excellent outcomes for students and meeting SAISD performance standards.
- Support the research-program partnership between schools and HighScope's curriculum, professional learning and research units through coordination and connection with key school administrators and integration of research and evaluation throughout school operation

HighScope Educational Research Foundation August 2014-

2019 Position: Early Childhood Specialist

Responsibilities

- Help construct personalized education plans for children and family members using the HighScope Curriculum.
- Conduct and lead teacher training at the local and state level.
- Conduct periodic program evaluation using the Program Quality Assessment (PQA) and assists teachers in developing program quality improvement goals, provide observation, feedback and follow up.

- Plan and conduct daily activities that are developmentally appropriate while implementing the HighScope curriculum and NAEYC standards.

  Callier Pre-School July 2001-January

  2014 Position: Child Development

  Specialist Responsibilities

- To provide for all aspects of a child's developmental needs, including communication and language skills, physical abilities, emotional and social growth and cognitive development.
- To emphasize learning as a social process that stresses exploration and interaction with adults, other children and materials.
- To emphasize learning as an active process, using experiences that are concrete, real and relevant to the lives of young children.
- To foster an environment in which children have an opportunity to communicate, play and develop friendships with children whose interests, abilities, levels of hearing and/or methods of communication may be different than their own.

Kidz First Child Development Center 1990-

2001 Position: Director/Assistant Director/Lead

Teacher **Certifications**

- Certification in Early Childhood Development
- Certified HighScope Teacher
- Certified HighScope Trainer
- Texas Directors License

Specialized Training and Skills

- Extensive training in the HighScope Educational Approach
- Trainer of Trainers
- Educational Consultant
- CDA PD Specialist

Professional Development

I have presented at many local and national early childhood conferences including NAEYC, HighScope, National Head Start, and National Black Child.

Michigan's Department of Education's African American Young Men in Michigan conference Keynote speaker August 4th, 2015

Early Years Ireland Men in Early Childhood conference Keynote speaker June 2017

Education

Trinity Valley Community College 1995 Early Childhood development certification

Education

Prairie View A&M University 2000 Bachelors of Art in Sociology

Masters of Arts in Early Childhood Education Leadership Ashford University 2018

Volunteer service

NAEYC Accreditation Council Board member 2019-2022

term NAEYC Peer Reviewer 2019, 2020

Early Matters Dallas committee member

Early Learning Alliance: North Texas Racial and Equity Task Force committee member

NAEYC Public Policy Forum 2018

National Black Child Development Institute focus interest group

National Black Child Development Institute Dallas: Position: Former Vice

President Ann Arbor Learning Communities former board member 2015-

2016

Publications

Extensions Article: “Understanding Gun Play: A Teacher’s

Journey” Exchange Article: “Six Small Steps and a Giant Leap for

Conflict Resolution”

References

Available upon request

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	HighScope Educational Research Foundation	**Date**	9-17-24
Address	600 N. RIver St.	**City, State, Zip**	Ypsilanti, MI 48198
Contact Person	ML Greene	**Title**	Grants Director
Authorized Signature		**Title**	President and CEO
Email	bids@highscope.org	**Phone**	800-587-5639

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	HighScope Educational Research Foundation	**Authorized Signature**	
Name	Luz Alejandra Barraza	**Title**	President and CEO

Awarded this _____ **day of** _____ **Contract #** _____

Contract/Agreement to Commence _____

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

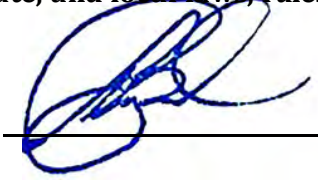
When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name HighScope Educational Research Foundation

Authorized Signature 

Full Name Luz Alejandra Barraza

Title President and CEO

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: N/A
Solicitation Number:
Supplier Name:

If a subcontractor will not be used, check this box:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Just Right Reader, Inc.

General Comments:

General Attachments:
JRR Catalog.pdf
Just Right Reader 2024 W9.pdf
Just Right Reader Signed Forms - Signatures.pdf
Just Right Reader Solicitation - 5 - 25.2 - Pricing Schedule.xlsx
Just Right Reader Solicitation Questionnaire.docx
Just Right Reader WBE Cert.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Just Right Reader, Inc

Company Address: 5473 Blair Road Ste 100 PMB 98000

City, State, Zip code: Dallas, TX 75231

Website: justrightreader.com

Phone: 877-415-7323

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Andrew Brandess	andrew.brandess@justrightreader.com	877-415-7323
Contract Manager	Julianne DeMartino	julianne.demartino@justrightreader.com	877-415-7323
Sales Manager	Annie Polacek	annie.polacek@justrightreader.com	877-415-7323
Marketing Manager	Kerry Valentine	kerry.valentine@justrightreader.com	877-415-7323
Client Services Manager	Hannah Barr	schools@justrightreader.com	877-415-7323
Account Manager(s)	Tara Gonzalez	tara.gonzalez@justrightreader.com	877-415-7323

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran-Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
x	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Just Right Reader is an awarded vendor under the following cooperatives: **1Government Procurement Alliance,** Contract: 23-13P-17, **AEPA - Association of Educational Purchasing Agencies**, Contract: AEPA 023-D, **BuyBoard,** Contract: 748-24, C**hoice Partners (HCDE)**, Contract: 24/029SG-06, **Goodbuy Purchasing Cooperative**, Contract: 24-25 6E000, **PACE Purchasing Cooperative**, Contract: P00262, **Region 18 ESC,** Contract: R18-2024-02-000040, **Region 3 ESC**, Contract: 04-251-24, **Region 5 ESC - Southeast Texas Purchasing Cooperative**, Contract: 20231007, **Region 5 ESC**

- Southeast Texas Purchasing Cooperative, Contract: 20231002, **Region 6 ESC (Epic6)**, Contract: 13.24, **Region 7 ESC**, Contract: LIB2425, **TexBuy - Region 16 ESC,** Contract: EDACT2426, **The Interlocal Purchasing System (TIPS) - Region 8 ESC,** Contract: #022-026, **Wayne RESA,** Contract: WRESA-08-2023-2024-09, **Lancaster-Lebanon IU #13,** Contract: #223-006.

A partnership with CPC would mark Just Right Reader's first collaboration with a cooperative purchasing unit in the state of Minnesota. We are extending the same discount to CPC that we have offered to other cooperatives we have partnered with. To ensure compliance with our contract, CPC will have dedicated School Partnership Managers who will work closely with the schools within the cooperative, providing ongoing support and guidance.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

N/A

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

N/A

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Just Right Reader has been dedicated to transforming literacy education by providing high-quality, research-based instructional materials and resources aligned with the Science of Reading since 2019. Our decodable books, professional development, lesson plans, and digital resources are designed to support educators in delivering explicit, systematic phonics instruction that meets the diverse needs of all students. We believe in the power of evidence-based teaching methods to build strong foundational reading skills. We are committed to empowering teachers with the tools they need to help every student become a confident, capable reader.

Our team is comprised of literacy experts, educators, and passionate professionals with decades of experience in English Language Arts education and curriculum development. We work closely with schools and districts nationwide, offering customized professional development, family engagement opportunities, and comprehensive support to ensure effective implementation and maximize student success. As a woman-owned business, Just Right Reader is driven by a mission to accelerate student literacy through innovative, inclusive, and accessible practices that impact learners and their communities.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Just Right Reader provides a holistic approach to literacy education through our customizable Take-Everywhere Decodables, Assessments, Family Engagement Materials, and Professional Development Series. Our integrated model ensures students receive cohesive and effective phonics practice both at school and at home, fostering family engagement and collaborative learning. This commitment to sustainability in educational practices, materials, and professional development exemplifies our dedication to exceeding industry standards and promoting lasting literacy success.

At Just Right Reader, we provide customized Take-Everywhere Decodables tailored to meet the diverse needs of students and their families. Our program is designed to bridge the gap between classroom instruction and home learning, fostering an integrated approach that promotes literacy and builds fundamental reading skills for all students.

Ensuring student success is an ongoing process; we work with schools to align literacy goals to the products and services we provide. As we work on an “as-needed” basis for districts, we are able to do regular needs assessments, expand teacher education, and work to provide additional follow-up materials for accelerating students.

At Just Right Reader, we are committed to remaining a leader in the literacy education industry by innovating, expanding our product offerings, and maintaining strong relationships with our customers. Here are some key strategies we are employing to ensure our ongoing viability and success:

Commitment to Evidence-Based Practices:
We are dedicated to the Science of Reading, which is rooted in proven, evidence-based practices. Our products, including our Take-Everywhere Decodables and classroom libraries, are designed to align with these principles, ensuring they meet the needs of educators and students while adhering to the latest research in literacy instruction.

Expanding Product Offerings:
Our range of offerings is continuously evaluated and expanded to meet the needs of schools and districts. Recently, we introduced assessment programs and we are expanding our video range to include Arabic, Hmong, Mandarin, Urdu, among others, enabling us to support a wider range of students and learning contexts.

Ongoing Professional Development and Support:
We provide complimentary webinars, training sessions, and professional development opportunities for our clients. These initiatives help educators maximize the effectiveness of our materials in the classroom and demonstrate our commitment to their long-term success.

Strong Customer Retention and Repeat Business:
Our focus on customer satisfaction and results has led to high customer retention rates. Many of the districts and schools we serve choose to continue partnering with Just Right Reader year after year. We are continually improving our offerings, expanding our offerings to include new grade-levels, assessments, Decodables, libraries, and professional development opportunities. Two examples are Fulton County Schools and City Schools of Decatur have expanded their use of our resources after initial successful engagements, reflecting our ability to meet their needs consistently.

Dedicated Customer Support and Partnership Managers:
To ensure easy implementation and ongoing satisfaction, we assign dedicated School Partnership Managers to each of our clients. These managers work closely with schools to address their specific needs, provide timely support, and ensure compliance with contract terms, leading to strong, ongoing relationships.

By focusing on innovative, evidence-based literacy solutions, providing continuous support, and fostering strong, long-term partnerships with our clients, Just Right Reader remains a viable and thriving player in the literacy education industry.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Just Right Reader brings extensive experience in literacy education, having partnered with over 500 school districts and educational organizations nationwide to drive meaningful reading outcomes. With a proven track record of success, we specialize in delivering research-based instructional materials and professional development aligned with the Science of Reading. Our expertise includes customizing literacy solutions that address specific district needs, providing hands-on support for educators, and fostering family engagement to create a cohesive approach to student learning. Our team of seasoned literacy experts, former educators, and instructional leaders has developed and implemented effective programs that boost foundational reading skills, ensuring that all students—regardless of background—receive the high-quality instruction they deserve.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

Just Right Reader is focused on K12 education. Our revenue comes from school districts and individual private schools, with instructional materials making up over 95% of our revenue.

5. Describe your experience and sales approach your company will take with participating public agencies.

Just Right Reader's sales approach for providing customized decodable books with an IP license to Cooperative Purchasing Connection emphasizes effective communication strategies within the Leadership, Product, and other teams, ensuring alignment with multiple stakeholders' goals and objectives. By fostering collaboration, transparency, and stakeholder engagement, Just Right Reader aims to deliver high-quality educational resources that empower educators and support student success in Minnesota.

Our sales approach emphasizes effective communication strategies within the Leadership, Product, and other teams, ensuring alignment with multiple stakeholders' goals and objectives.

Leadership Communication

- *Regular Meetings:* Just Right Reader's leadership team will hold regular meetings to discuss project progress, goals, and any challenges.
- *Transparent Communication:* Open and transparent communication channels will be established, allowing for feedback and input from all team members.
- *Clear Vision:* The leadership team will ensure that all team members understand the vision and objectives of the project, aligning everyone's efforts towards a common goal.

Product Development Communication

- *Cross-Functional Collaboration:* Product development teams will collaborate closely with content creators, educators, and instructional designers to ensure the decodable books meet [Client Name]'s requirements and standards.
- *Agile Methodology:* Agile methodologies will be employed to facilitate communication and collaboration, allowing for frequent feedback loops and adjustments as needed.
- *Prototyping and Testing:* Regular prototyping and testing phases will involve feedback from [Client Name]representatives and other stakeholders, ensuring the final products meet their expectations.

Stakeholder Engagement

- Cooperative Collaboration: Just Right Reader will maintain open lines of communication with Cooperative Purchasing Connection representatives throughout the project, providing regular updates on progress and seeking their input and approval at key milestones.
- Educator Feedback: Input from educators and other stakeholders will be actively sought and incorporated into the development process, ensuring that the decodable books are relevant and effective in the classroom.
- Community Engagement: Just Right Reader will engage with the broader community to raise awareness of the project and solicit feedback, fostering a sense of ownership and support for the initiative.

6. Provide any additional information relevant to this section.

All relevant information is in previous sections.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Uniondale School District
Service/Product Purchased	Customized Take-Everywhere Decodable Kits
Year of Purchase	2023 - Present
Reference Contact	Milerbin Genao, Assistant Superintendent
Phone	516-918-1063
Email	mgenao@uniondaleschools.org

Reference #2 – Company Name	Rush Henrietta School District
Service/Product Purchased	Take-Everywhere Decodable Kits
Year of Purchase	2023 - Present
Reference Contact	Dr. Barbara Mullen, Superintendent
Phone	585-359-5021
Email	bmullen@rhnet.org

Reference #3 – Company Name	Tarrytown School District
Service/Purchase Purchased	Decodables library

Year of Purchase	2024
Reference Contact	Dr. Felipe Orozco, Assistant Superintendent
Phone	914-332-6248
Email	forozco@tufsd.org

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Just Right Reader is rapidly growing, scaling our processes and production capabilities to support more than 500 school district partners. To sustain and enhance our capacity, we continually evaluate our production needs, review distribution strategies, and invest in additional resources, including fulfillment centers and personnel.

Capacity Expansion and Evaluation

Production Needs: We conduct regular assessments of our production requirements to ensure we meet the demands of our growing customer base. This involves optimizing our manufacturing processes and integrating advanced technologies to improve efficiency and output.

Distribution Strategies: We review and refine our distribution network to guarantee timely and reliable delivery of our products. This includes leveraging strategic partnerships with logistics providers and exploring innovative shipping solutions.

Resource Investment: To support our expansion, we invest in critical resources such as new fulfillment centers and additional staff. This ensures we maintain high service standards and meet the increasing needs of our partners.

Product Line Expansion

Language Offerings: We are expanding our product line to include a wider range of languages, catering to the diverse needs of our school district partners. This initiative aims to provide more inclusive and accessible reading materials for students.

Specialized Packages: We are developing specialized packages tailored to specific school sites. These packages are designed to address unique educational requirements and provide targeted support to enhance student reading outcomes.

Professional Development

Training Programs: Our professional development offerings include workshops, webinars, and on-demand training modules. These resources are designed to empower educators with the knowledge and skills needed to effectively utilize our products and improve student literacy.

Supportive Resources: We provide ongoing support and resources to educators, ensuring they have access to the latest research, best practices, and innovative strategies for fostering a love of reading among student

Just Right Reader is committed to continuous improvement and excellence in all aspects of our operations. By expanding our capacity, diversifying our product offerings, and investing in professional development, we aim to support our school district partners in achieving their literacy goals and fostering a lifelong love of reading in students.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Just Right Reader set out to create a supplemental literacy system to ensure teachers are equipped with the lessons, assessments, and tools necessary to improve reading and comprehension in early learning students.

While teachers correctly followed the curriculum standards, the content was often historically flawed, leading to a student body with poor reading skills and habits. With hard habits to break, Just Right Reader's Decodables, alongside our demonstrative Professional Development, helps to demystify the process of teaching children how to read.

Just Right Reader's system provides a clear method for teachers to educate students and help them better understand the comprehensive reading process.

Our goal is to equip educators with the necessary tools to deliver explicit instruction, incorporating the five essential reading elements and phonics lessons in each decodable text, setting us apart in the industry. This ensures that home practice is of the highest quality.

Just Right Decodables Educational Benefits:

- **Aligned with the Science of Reading:** The Just Right Reader Literacy Program is made up of High-Quality Instructional Materials, grounded in research-based best practices, ensuring effective, evidence-based instructional literacy resources.
- **High-Interest and Relatable Materials:** With a mix of fiction and nonfiction Decodables, students can explore stories that match their tastes and interests. First-grade students are more likely to read stories that reflect themselves, their culture, and interests. Providing high-interest materials gives students the opportunity to develop a love for independent reading.
- **Differentiated Instruction**: Customizable decodable packs allow for tailored teaching, meeting the diverse needs of students and supporting various learning styles.
- **Comprehensive Literacy Skills Development**: Each Decodable specifically addresses needed skills, providing a clear scope and sequence to build literacy. The program addresses key literacy areas, including phonemic awareness, phonics, fluency, vocabulary, and reading comprehension, allowing teachers to tailor instruction by skillset.
- **750 TItles:** Variety is a necessity as students are learning literacy. With over 750 titles in our English and Spanish libraries, students will be able to have different books in-class and at-home, allowing them to find the joy in reading.
- **Accessibility Across Reading Levels**: Materials are available at multiple reading levels, making them suitable for all students, including those who are struggling and those who are advanced.
- **Support for Home Learning**: Take-Everywhere decodable packs enable students to practice reading outside of the classroom, reinforcing skills learned during school hours. Found inside every Take-Everywhere Decodable is a QR code with access to phonics videos for active family engagement.
- **Cultural and Linguistic Diversity**: The materials reflect respect for diversity and promote inclusivity while ensuring all students see themselves represented in their reading.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

(Upon receipt of contract) Just Right Reader Customer Experience Internal Pre-Onboarding:

- Fulfillment logistics/exceptions
- Timeline
- Discovery Phase - District Research
- Key Details
- Additional Knowledge Transfer
- Review of the order and expectations

(First 30 days) Onboarding:

- Customer Onboarding Meeting
- Goal Setting
- Implementation checklist
    - Confirm Library
    - Take-Everywheres
        - Student Upload Sheet
        - Virtual Submissions

(5 - 7 business days after receipt of order details) Fulfillment:

- Data-Driven Take Homes
- Libraries/Generic Take Homes/Skill Reviews:
    - Standard delivery in 5 - 7 business days
- Logistics
- Informed Shipping
    - Processing
    - Shipped with Tracking Information
- Data check-in

(District receipt of products) Implement:

- Provide partners with access to the Teacher Resources Site and Password.
    - Tracking Numbers Shared:
        - What to expect and unpacking
            - By Product
        - Tracking Numbers
            - How to get started with decodables
            - Take Homes Resources
            - Skill Reviews Resources

Libraries Resources

Project Kickoff and Planning Meeting

Duration:

1. *Schedule and conduct project kickoff meeting*
2. *Define project scope, objectives, and deliverables*
3. *Assign roles and responsibilities to team members*
4. *Establish communication protocols and project timeline*

Content Outlines and Concepts
Duration:

1. *Gather standards and guidelines from [Client Name]*
2. *Brainstorm and develop content outlines for each grade level*
3. *Research and incorporate concepts from the Science of Reading, The Active View of Reading, and Scarborough's Reading Rope*
4. *Review and refine content with input from subject matter experts and educators*

Layout Design and Formatting
Duration:

1. *Layout specialists create Canva files for each book*
2. *Integrate text and visuals into layouts*
3. *Ensure readability and engagement through effective design*
4. *Review and finalize layouts with input from design team and project stakeholders*

Finalizing Materials to Meet District Requests & Just Right Reader Additions
Duration:

1. *Hire professional copy editors and proofreaders*
2. *Review manuscripts for grammar, spelling, and consistency*
3. *Ensure accuracy and clarity of content*
4. *Make necessary revisions based on feedback from editorial team*

Final Files Ready for Review by the Cooperative Purchasing Connection
Duration:

1. *Compile finalized manuscripts, illustrations, and layouts*
2. *Conduct internal review to ensure all components are complete and accurate*
3. *Prepare files for submission to the Cooperative Purchasing Connection for review and approval*

Delivery of Finalized Files
Duration:

1. *Coordinate with printing vendors to obtain quotes and finalize production schedule*
2. *Submit final files for printing and production*
3. *Review proofs and make any necessary corrections*
4. *Monitor production process to ensure timely delivery of printed books*

Distribution of Decodable Books
Duration:

1. *Coordinate distribution logistics with the Cooperative Purchasing Connection*
2. *Package and finalize decodable books to designated recipients*
3. *Ensure timely delivery to schools and educational institutions*

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Our company takes pride in our outstanding record of on-time delivery and fulfillment. With an on-time delivery rate upwards of 96% and a fulfillment rate of over 99%, we have a strong history of meeting shipping, delivery, and project installation timelines. While we can't promise a perfect 100% due to the unpredictable nature of logistics, we strive to exceed expectations and have not encountered a situation where we were unable to fulfill an order.

For our turnkey products, we offer a swift turnaround time of 7-10 business days. Customized products, such as our Take-Everywhere Decodables, Professional Development services, and other tailored programs, generally have an average lead time of 1-2 months, with delivery completed within 5-7 business days. This track record reflects our commitment to reliability and customer satisfaction in all aspects of our service.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

At Just Right Reader, we are committed to delivering exceptional customer service that reflects our dedication to our clients' success. We understand the importance of every interaction and strive to provide a seamless, efficient, and personalized experience tailored to your needs.

Just Right Reader maintains office hours Monday - Friday, 8 am - 5 pm Central. Outside of our standard office hours, partners can reach us via email, where we will respond to any inquiries within 1 business day.

Our problem-resolution process is likely manageable through direct contact with our customer support services. In the event of a more complicated issue that requires resolution, issues are escalated to specific departments. For instance, should the resolution involve product-specific questions, we would escalate the issue to our product manager to ensure a satisfactory resolution.

Our team is focused on being responsive, reliable, and attentive. We are here to get your questions answered, your concerns addressed, and your goals supported. From assisting you in selecting the right resources to ensure prompt delivery and offering ongoing guidance, we aim to exceed your expectations at every stage.

At Just Right Reader, we believe that fostering a love of reading is a shared mission, and we are here to support you in achieving this goal with the highest level of professionalism and care.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

At Just Right Reader, we will ensure that all personnel are thoroughly educated and trained on the terms, conditions, and details of the anticipated contract to deliver a seamless and aligned experience. We conduct an initial training program specifically designed for our team members, including marketing, sales, customer service, and educational consultants, to cover all aspects of the contract. This program will include in-depth onboarding sessions focusing on key deliverables, timelines, and unique requirements.

Just Right Readers supplements this training with ongoing support through regular updates, workshops, and refresher sessions, ensuring our staff remains informed of any changes or developments related to the contract. All training materials, such as guides, FAQs, and instructional videos, will be housed within our internal resource hub for easy access and reference.

Our marketing and sales teams will play a pivotal role in promoting this contract. The sales staff will receive specialized training to communicate the specific benefits and unique offerings under the contract, enabling them to address client needs and highlight our solutions effectively. Meanwhile, our marketing team will develop a customized promotional strategy, including digital campaigns, webinars, and targeted communications, to raise awareness and drive engagement with potential customers.

By leveraging the expertise of our marketing and sales teams and equipping them with the necessary knowledge and resources, Just Right Reader will effectively promote and execute the contract, ensuring we meet our partners' and clients' expectations and needs.

7. Describe your company's contract implementation or customer transition plan.

At Just Right Reader, our contract implementation and customer transition plan is designed to ensure a smooth and efficient experience for all parties involved. Our approach is comprehensive, structured, and customer-focused, enabling us to meet each of our partner's specific needs while maintaining the highest service standards.

1. Initial Consultation and Onboarding:
We begin the process with a detailed consultation to understand the unique requirements and objectives of the contract. During this phase, we assign a dedicated project manager who will serve as our partner's primary point of contact. This project manager will guide the onboarding process, coordinate with internal teams, and provide regular updates to ensure alignment with the contract's goals.

2. Tailored Implementation Plan:
Based on the initial consultation, we develop a tailored implementation plan that outlines key milestones, timelines, and deliverables. This plan includes a detailed schedule for the production, customization (if applicable), and delivery of our products and services. We also identify any training or professional development needed for our partner's team to maximize the effectiveness of our offerings.

3. Seamless Product and Service Delivery:
Our logistics team coordinates closely with our production team to ensure that all materials, whether turnkey products or customized solutions, are prepared and shipped according to the agreed timelines. We utilize our proven fulfillment processes, which boast a 96%+ on-time delivery rate and a 99%+ fulfillment rate, to guarantee that all orders are accurate and timely.

4. Client Training and Support:
We provide thorough training for our partner's team, ensuring they are well-versed in the use of our products and services. This includes access to training materials, webinars, and one-on-one support sessions tailored to our partner's specific needs. For customized programming, such as Professional Development services, we ensure that all sessions are scheduled and executed efficiently to meet the contract's requirements.

5. Ongoing Communication and Feedback Loop:
Throughout the implementation process, we maintain open lines of communication with our clients, providing regular updates and opportunities for feedback. This feedback allows us to make any necessary adjustments, ensuring a high level of satisfaction and alignment with the contract terms. In addition, we offer complimentary webinars and professional development sessions from Just Right Reader to further support our clients. These sessions are designed to enhance understanding and maximize the impact of our literacy resources, ensuring our partners are fully equipped to achieve their goals.

6. Continuous Monitoring and Improvement:
After the initial implementation, we continue to monitor the performance of our products and services and remain available for any additional support or adjustments needed. We regularly review the outcomes against the contract goals to ensure ongoing success and provide recommendations for further enhancement.

By combining detailed planning, dedicated support, and a commitment to quality, Just Right Reader ensures a seamless contract implementation and customer transition experience tailored to each client's unique needs.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Just Right Reader doesn't currently use the PunchOut or cXML marketplace system.

9. Provide any additional information relevant to this section.

Please see the links and descriptions below outlining our research for the Just Right Reader Literacy Program.

Please refer to our ESSA Level IV Logic Model, Decodables Grounded in Research—Backed by Dr. Heidi Anne Mesmer, and the Reading Symposiums Archive on our website.

Just Right Reader supports students around the country with high-quality instructional materials that demonstrably improve their reading abilities. Our Take-Everywhere Decodable Packs support students reading at, above, and below grade level with decodables that are "just right" for each student, and our spiraled scope and sequence ensures students engage in interleaved practice for optimum learning.

We care about outcomes, so we regularly invite districts using our products to share feedback. The results are exciting, and we invite you to explore a few of our case studies and celebrate with us.

- Case Study: Fulton County Schools
- Case Study: Mitchell Elementary, Houston ISD
- Just Right Reader Take-Everywhere Decodables Pilot Summary

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

We have a comprehensive list of our cooperative contracts and the schools they service. When we connect with participating agencies, we ensure purchasing agents, superintendents, and other stakeholders are informed of the cooperative and how they can work in association with the cooperative.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

We do not require any order minimums.

4. Describe your warranty and warranty process for all products and services.

Just Right Reader has a 30-day warranty policy. We will exchange any defective products at no additional charge.

5. Describe the return process and restocking fees associated with a return.

Return Process:

1. Contact Us: *Reach out to our Customer Support team via email at support@justrightreader.com or call us at (877) 415-7323. Please provide your order number and a brief explanation of your reason for return.*

2. Wait for Authorization: *Our team will review your request and, upon determination of eligibility for return, we will provide you with detailed return instructions.*

3. Ship Your Return: *The customer is responsible for covering the cost of return shipping. Send the package to the address provided in the return instructions. We recommend using a trackable shipping method to ensure safe delivery.*

Refunds and Credits:
- Once a return is received and inspected, we will initiate the refund process.

- For Classroom Library purchases, a restocking fee of 15% of the item's purchase price will be deducted from the refund amount. Due to the increased handling required for Take-Everywhere orders, Take-Everywhere restocking fees are 30%.

-Shipping costs are non-refundable

Exchanges:
- If you need to exchange an item for a different product, please follow the return process and request an exchange. Our team is happy to assist you with this process to ensure a smooth transition.

6. Describe any promotional opportunities on top of contract pricing that might be available.

At this time, we do not have additional promotions outside of what is included in our response.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Just Right Reader can process most payment methods, including P-Card, check, purchase order, and debit and credit cards. There are no additional fees associated with any payment method.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

We will honor the catalog pricing presented in this proposal. Renewal of the contract may be negotiated with small increases of no more than 3% to our pricing structure.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

At Just Right Reader, we are committed to ensuring future product introductions align with the pricing structure outlined in the proposed contract. Our approach to pricing new products will be guided by transparency, consistency, and a commitment to delivering exceptional value to our partners.

Alignment with Contractual Pricing Framework:

All future product introductions will be evaluated against the existing contract's pricing framework to ensure consistency and adherence to the agreed-upon terms and Most Favorable Nation pricing for identical products. We will review the proposed pricing models for various product categories, including turnkey solutions, customized offerings, and professional development services, to determine where new products fit within the established structure.

Transparent Pricing Strategy:

We will employ a transparent pricing strategy that factors in production costs, market trends, and the value of new products to the client. For any new product or service that falls within the scope of the contract, we will offer pricing that aligns closely with the contract's terms, maintaining competitive rates and honoring any applicable discounts or pricing tiers.

Communication of New Product Pricing:

When a new product or service is introduced, we will communicate pricing details clearly and proactively with our contract partners. We will provide a detailed breakdown of how the pricing for new offerings aligns with the contract terms, including any introductory pricing, volume discounts, or special promotions available to our partners under the contract.

Flexibility and Customization:

We recognize that each partner may have unique needs or preferences when it comes to new product offerings. Therefore, we are open to discussing customized pricing arrangements that align with the spirit of the contract and meet the specific goals of our partners. This may include tailored pricing plans, bundled packages, or additional incentives for early adoption.

Regular Review and Adjustments:

To ensure ongoing alignment with the contract, we will regularly review the pricing strategy for all products, including new introductions, and make adjustments as necessary to maintain competitiveness and value for our partners. This process will include feedback from our partners and market analysis to stay responsive to their needs and expectations.

By aligning our future product introductions with the contract's proposed pricing, Just Right Reader ensures

consistency, transparency, and value, reinforcing our commitment to a strong, long-term partnership with our clients.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Post-Implementation Review Sessions
After the delivery of educational materials, Just Right Reader conducts post-implementation review sessions with educators and other stakeholders to assess the effectiveness of the content and its alignment with educational goals. These sessions also serve to identify any unforeseen risks that have emerged post-delivery.

Ongoing Risk Register Update
The risk register is continuously updated post-delivery to include new risks identified during the implementation phase or as a result of stakeholder feedback. This ensures that Just Right Reader remains proactive in identifying and mitigating risks even after project completion.

Enhanced Scenario and Contingency Planning
Just Right Reader develops detailed scenario analyses for post-delivery risks, including potential legal challenges or widespread criticism of content. Contingency plans are crafted for each scenario, detailing the steps to mitigate the impact on project stakeholders and maintain the integrity of the educational materials.

Training and Awareness Programs
Just Right Reader conducts regular training and awareness programs for its authors and content creators to mitigate the risk of IP infringement. These programs emphasize the importance of originality in content creation and educate on how to recognize and avoid potential IP infringements.

Legal and Compliance Updates
Just Right Reader stays informed on copyright and education law changes to ensure all materials remain compliant over time. Regular updates to legal guidelines are communicated to the team and integrated into content creation and review processes.

11. Provide any additional information relevant to this section.

All relevant information has been provided in the above sections.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Just Right Reader is proud to offer a comprehensive literacy program, including our Literacy Resources and English and Spanish Libraries. Designed to support Kindergarten through Fifth-Grade classrooms, our program aligns with State standards and bridges the gap between classroom instruction and home learning. Our program promotes literacy and builds fundamental reading skills through tools such as our QR Phonics Videos in English and Spanish and in-decodable activity whiteboards.

We are proposing:

- **Research-based Scope and Sequence, aligned to The Science of Reading, and other core curricula**
- **Colorful Classroom Libraries** for small group instruction and independent practice
- **Personalized Take-Everywhere Decodable Packs** for targeted differentiation
- **Video lessons in English and Spanish for family engagement and at-home support**
- **Teacher resources and professional development to empower educators**

Our Literacy Program provides explicit instruction through a spiraled scope and sequence tailored to meet each student's unique needs. With over 750 titles between our English and Spanish libraries, we offer culturally relevant, engaging texts to foster a love of reading and a sense of belonging in a global society. Each decodable book includes a QR code for access to phonics lessons in both English and Spanish, allowing students to reinforce their learning at home. Customized learning is further enhanced with Take-Everywhere Decodables curated based on student reading assessment data, ensuring continuous and cohesive phonics practice.

Just Right Decodables Educational Benefits::

- **Aligned with the Science of Reading:** The program is grounded in research-based best practices, ensuring effective, evidence-based instruction.
- **Differentiated Instruction**: Customizable decodable packs allow for tailored teaching, meeting the diverse needs of students and supporting various learning styles.
- **Comprehensive Literacy Skills Development**: The program addresses key literacy areas, including phonemic awareness, phonics, fluency, vocabulary, and reading comprehension.
- **Accessibility Across Reading Levels**: Materials are available at multiple reading levels, making them suitable for all students, including those who are struggling and those who are advanced.
- **Support for Home Learning**: Take-Everywhere decodable packs enable students to practice reading outside of the classroom, reinforcing skills learned during school hours.
- **Engaging Content**: The program includes diverse and interesting texts that capture students' attention and foster a love of reading.
- **Cultural and Linguistic Diversity**: The materials reflect respect for diversity and promote inclusivity while ensuring all students see themselves represented in their reading.

Each lesson plan includes learning objectives, key skills, and detailed activities designed to foster student engagement and comprehension. Just Right Reader offers a holistic solution that empowers educators and engages students in meaningful literacy learning. We invite you to watch our short video to learn more about the Just Right Reader methodology and product line:

We invite you to view our **Proposal Video** - https://vimeo.com/873093215/5c5cbe8934?share=copy

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

   Just Right Reader has no additional stipulations or requirements not covered in the RFP.

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

   Just Right Reader has no additional stipulations or requirements.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Just Right Reader, Inc.	**Date**	9/4/2024
Address	5473 Blair Rd, Suite 100, PMB 98000	**City, State, Zip**	Dallas, TX 75231
Contact Person	Julianne DeMartino	**Title**	Sr VP of Growth and Strategy
Authorized Signature		**Title**	Sr VP of Growth and Strategy
Email	rfp@justrightreader.com	**Phone**	877-415-7323

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

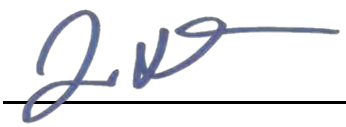
When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Just Right Reader, Inc.

Authorized Signature 

Full Name Julianne DeMartino

Title Sr VP of Growth and Strategy

Subcontractor Utilization Form

N/A

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Supplier Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

2024-25 CATALOG

Just Right Reader

Science of Reading

Instructional Materials & Resources

HQIM · Decodables · Family Engagement · Professional Learning

Why Partner with Just Right Reader?

15+
million books delivered

1,000+
school districts served

90%+
of text decodable

Largest Library of Science of Reading Resources

Customized Resources to Meet Your District's Unique Needs

Data-Driven, Personalized Learning

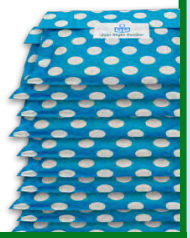
Resources That Foster School-to-Home Engagement

Educational Materials Accessible to All Learners

Table of Contents

Take-Everywhere Decodable Packs

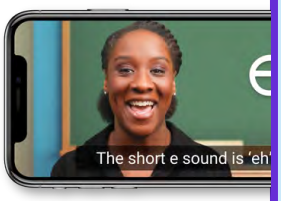
Data-driven, personalized packs of decodables for phonics acceleration anytime, anywhere



Pages 5-8

Inclusive Learning Materials

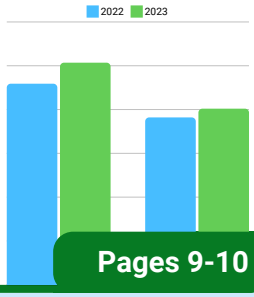
Accessible materials that meet multiple compliance and ADA standards



Pages 33-34

Case Studies

Evidence-based results from districts and schools partnering with us



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Family Engagement

Resources that foster school-to-home partnerships

Pages 35-36

Classroom Libraries

Available in English and Spanish for Pre-Emergent-5th Grade

Pages 11-20

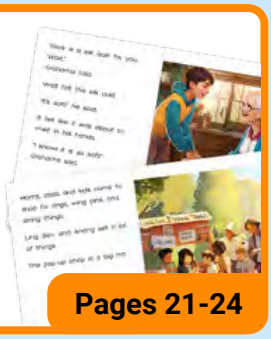
Phonics Toolkits

Hands-on toolkits for decoding, segmenting, and blending words

Page 37

Newcomer Resources

Support newcomer students at various stages of literacy development



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Curriculum-Aligned Libraries

Specially curated libraries aligned with state standards and phonics curriculums

TEKS

UFLI

95 Phonics

Page 38

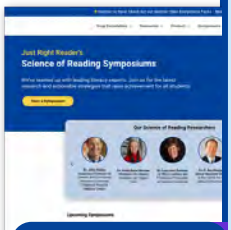
Early Childhood

Board books aligned to Early Learning Standards that support essential pre-literacy skills.

Pages 27-30

Professional Learning

Instructional strategies for accelerating reading achievement



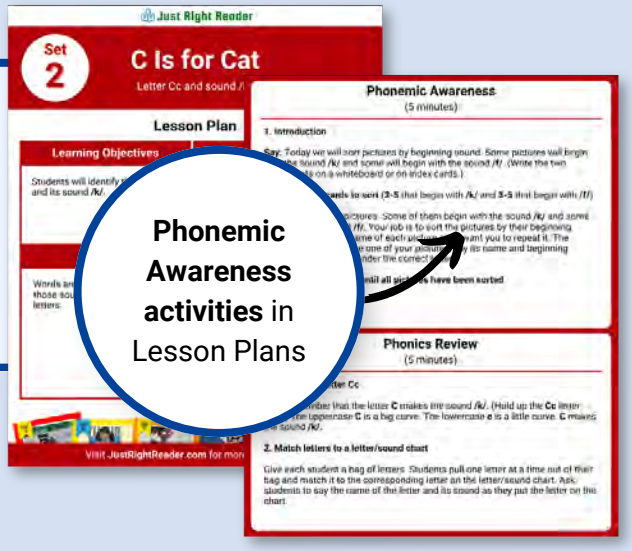
Pages 25-26

Reinforce the 5 Pillars of Reading

Everything we do is based in the Science of Reading for seamless and effective integration with your core literacy curriculum.

1 Phonemic Awareness

Our Letter Book Lessons Plans support a strong foundation for reading.



Phonemic Awareness activities in Lesson Plans

Explicit phonics instruction in every book

Video phonics lessons in multiple languages

2 Phonics

Over **90% of the words are decodable,** and 20% of each page targets specific phonics skills for systematic instruction and practice.

3 Fluency

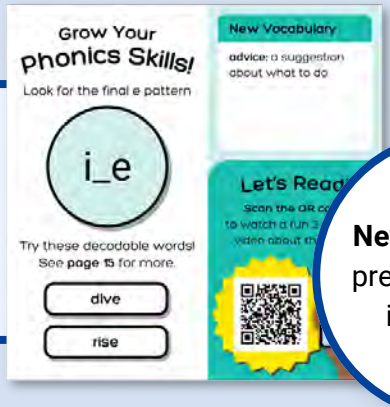
Students can't wait to read our engaging and colorful stories again and again, building fluency each time they read.

Activities that encourage **reading and rereading**

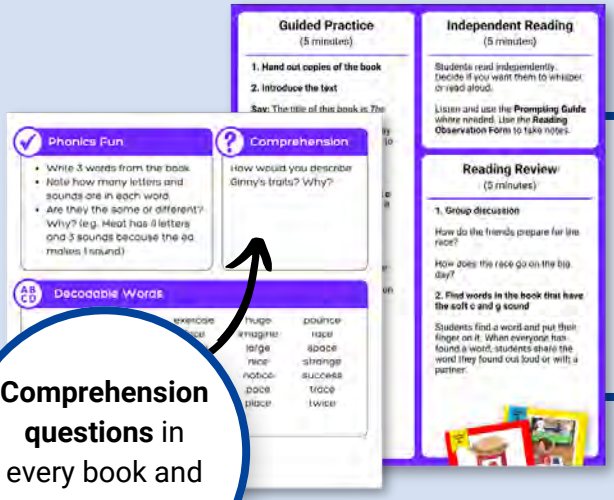
4

Vocabulary

New vocabulary is included in stories to help students build their language skills.



New vocabulary previewed in the inner cover



Comprehension questions in every book and lesson plan

Comprehension

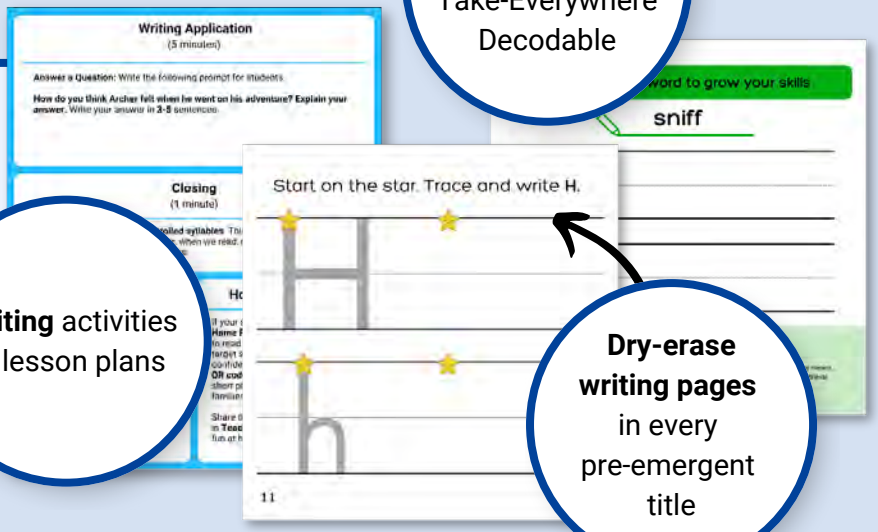
Teachers and caregivers are supported to engage students in rich conversations about their reading.

5

Writing practice included in each Take-Everywhere Decodable

Reading + Writing Connections

Writing activities help to strengthen reading skills and foster a deeper understanding of the text.



Writing activities in lesson plans

Dry-erase writing pages in every pre-emergent title

"Our teachers and administrators absolutely loved the books! They love the diversity of characters and storylines and the readability of each decodable."

Tracie Bergman
Assistant Superintendent of Curriculum and Instruction with a Literacy Focus, Hillsborough County Public Schools

Give Students the Gift of Reading with Take-Everywhere Packs

Backpacks for students to take their reading everywhere

Specially wrapped with each student's name

Science of Reading decodables are personalized for each student based on district reading assessment data.

Writing pages strengthen the reading-writing connection.

Research-based activities reinforce skills and motivate students to keep reading.

Video phonics lessons reinforce phonics in English, Spanish, and over 12+ languages.

QR codes on backpacks link to a **custom district video** for family connections.

Take-Everywhere Packs:

Personalized Learning, Anytime, Anywhere

Designed to accelerate reading achievement, *Take-Everywhere Packs* are personalized using district reading assessment data.

Each student receives a curated selection of Science of Reading decodable books uniquely tailored to their individual strengths and needs.

Why Choose Take-Everywhere Packs?

Data-driven
Individually curated packs based on each student's reading assessment data to target specific phonics skills.

Personalized + Fun
Packs wrapped and labeled with the student's name and focus skills promote ownership and pride in their personalized reading materials.

Perfect for Small Group Instruction
Easily group students by phonics skills for focused practice.

Contact Us Today!

Learn how our personalized *Take-Everywhere Packs* can elevate reading outcomes in your school or district!

Take-Everywhere Packs:
Personalized Learning, Anytime, Anywhere

Packs of decodables for powerful practice to accelerate learning in class and at home! Packs are personalized to each student's skill level based on district reading assessment data.

Scan me to learn more!

How It Works

Share Your Students' Reading Data with Us

Get 11, 5, or 1 Rounds of Packs Per Student

Students Practice Phonics Skills in Class & at Home

> Just Right Reader's Take-Everywhere Decodable Packs...have been **pivotal** in tailoring reading instruction to the **specific needs of our students.**

Kimberley James
Superintendent,
Willis Independent School District

Choose the Implementation That Meets Your District's Needs

Multi-Year Pricing Available!

11 packs
per student

Delivered every 2-3 weeks throughout the year

Greatest Impact on Achievement

PERFECT FOR

- Targeted, year-long acceleration for **Pre-K–5th graders**
- **Personalized** instruction for **MTSS, intervention,** and **Special Education**
- Accelerating **Newcomers** and Emergent Bilingual Development
- **Title I** and **Transformation** schools

$385 per student

5 packs
per student

Perfect for **Summer School**

Packs delivered at the best times for your district, including summer school, school breaks, or custom points in the year

PERFECT FOR

- **Preventing learning loss** by keeping students reading over breaks
- **Summer school:** Get 1 pack for each week, plus 1 for at-home review
- Strengthening **school-home partnerships**

$175 per student

1 pack
per student

Ideal to **Start & End the Year**

Delivered at any time, including before summer vacation and back-to-school

PERFECT FOR

- **Back to School:** Reinforce skills for a strong start to the new year
- **Pre-K & Kinder Readiness:** Build a foundation for reading success
- **School Breaks:** Keep students reading over breaks

$35 per student

Get a Quote or PO Instantly Online: go.justrightreader.com/purchase-order

Evidence-Based Success With *Take-Everywhere Packs*

Our Take-Everywhere Decodable Packs are data-driven, high-quality instructional materials proven to meet each student's unique reading needs and accelerate reading achievement.

Year-long Intervention with *Take-Everywhere Decodable Packs*

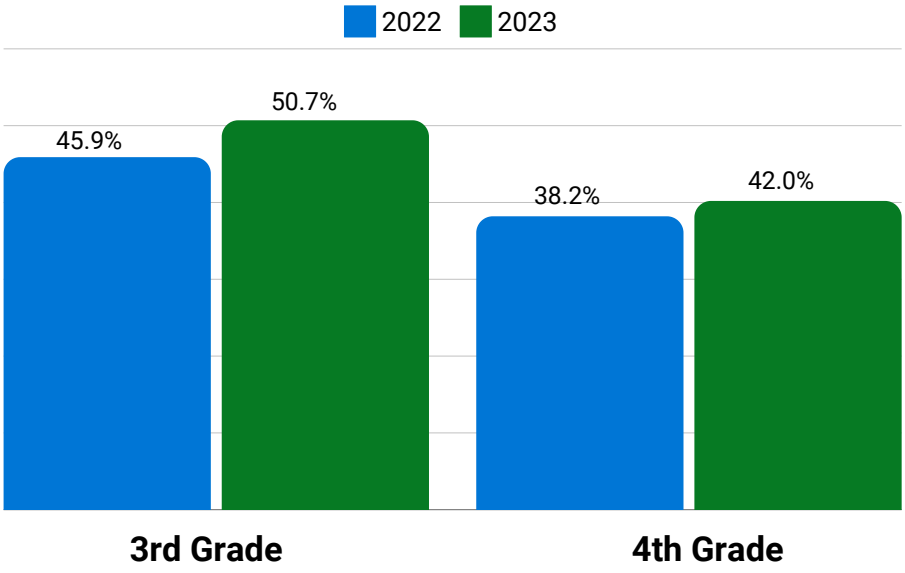
Fulton County Schools

Fulton County Schools partnered with Just Right Reader to address literacy gaps in 11 low-performing schools.

Pre-K—5th grade students received eleven Take-Everywhere Decodable Packs every 2-3 weeks. These packs included books and video lessons for at-home practice, strengthening school-family partnerships.

This initiative resulted in a 4.8% increase in third-grade reading proficiency and a 3.8% increase in fourth grade proficiency.

% of Students at Fulton County Turnaround Schools Reading At or Above Grade Level



Growth shown is based on the Georgia Milestone Assessment System (GMAS).

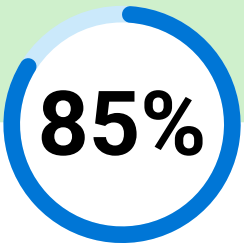
Learn More: go.justrightreader.com/fulton

Take-Everywhere Decodable Pack Pilot

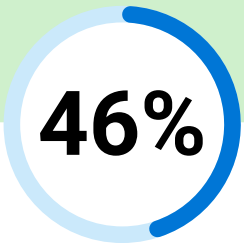
Mitchell Elementary

Mitchell Elementary in Houston, TX partnered with Just Right Reader to bridge foundational literacy gaps amongst developing readers in 3rd-5th grade.

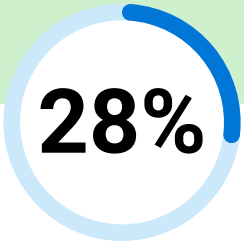
The school participated in Just Right Reader's Science of Reading Take-Everywhere Decodable Pack Pilot, a program providing three rounds of specially curated sets of decodable books using assessment data.



of students made **positive gains**



of students made gains of 10 points or higher



of students met their annual goal of one year's worth of reading **by mid-year**

points gained by students on average

Students who participated in the pilot program:

- Demonstrated **significant gains in reading skills** on their mid-year assessment compared to the beginning-of-year assessment.
- Demonstrated **increased confidence and eagerness** to participate in small group lessons.
- Expanded their **at-home libraries.**

"When we first started, several students didn't want to participate in the lessons. They weren't confident. As they began to read and practice more, they **became confident and were excited to participate.**"

Yolaine Swasey Elementary
Interventionist, Mitchell Elementary, Houston ISD

"The kids were really excited that they had their very own books and packages with their names on them."

Dr. Elizabeth Castillo-Guajardo
Principal, Mitchell Elementary, Houston ISD

Learn More: go.justrightreader.com/mitchell

English Classroom Libraries

Aligned to your core phonics program, our libraries provide structured practice of the phonics skills students are learning in class through engaging stories and colorful illustrations.

Starter Libraries

10 of our favorite titles spanning grade-level skills

+

Skill-Building Libraries

Perfect for sharpening essential phonics skills

+

Classic Libraries

An excellent collection for robust phonics practice

=

Deluxe Libraries

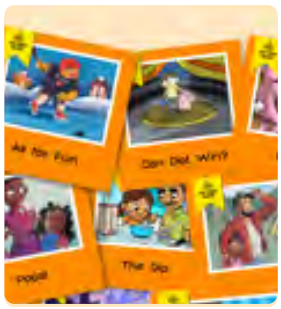
All grade-level titles for greatest impact!

Pre-Emergent Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
Pre-Emergent Starter	10	$65.00	N/A
Word Books Skill-Building	10	$65.00	$390.00
Pre-Emergent Classic	65	$422.50	$2,535.00
Pre-Emergent Deluxe	**85**	**$552.50**	**$3,315.00**

Kindergarten Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten Starter	10	$60.00	N/A
Kindergarten Classic	75	$450.00	$2,700.00
Kindergarten Deluxe	**85**	**$510.00**	**$3,060.00**

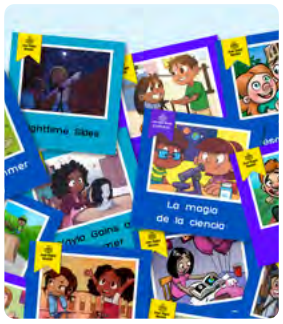


1st Grade Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
1st Grade Starter	10	$60.00	N/A
Digraphs Skill-Building	15	$90.00	$540.00
R-Controlled Skill-Building	10	$60.00	$360.00
1st Grade Classic	90	$540.00	$3,240.00
1st Grade Deluxe	**125**	**$750.00**	**$4,500.00**

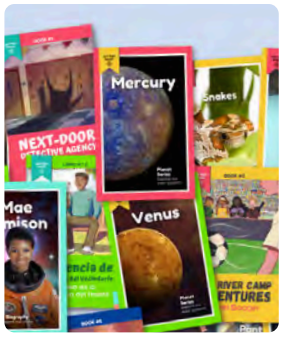
2nd Grade Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
2nd Grade Starter	10	$60.00	N/A
Vowel Teams Skill-Building	10	$60.00	$360.00
2nd Grade Classic	70	$420.00	$2,520.00
2nd Grade Deluxe	**90**	**$540.00**	**$3,240.00**



High Interest Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
High Interest Starter	10	$82.50	N/A
High Interest Classic	50	$412.50	$2,475.00
High Interest Deluxe	**60**	**$495.00**	**$2,970.00**



2024 New Release Expansion Libraries

NEW!

2024 New Release Expansion Libraries	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	27	$162	$972
1st Grade	42	$252	$1,512
2nd Grade	47	$282	$1,692

Add our newest 2024 titles to your existing library!

Classroom Library Bundles

Bundle	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten–2nd Grade Bundle	300	~~$1,800~~ **$1,700**	~~$10,800~~ **$10,000**
Pre-Emergent–High Interest Bundle	445	~~$2,847~~ **$2,700**	~~$17,085~~ **$15,000**

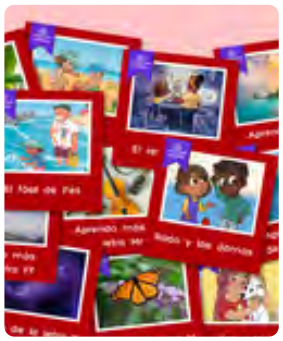
Spanish Classroom Libraries

Bring the Science of Reading to bilingual and dual language programs with decodables written in Spanish by bilingual teachers and featuring relatable stories kids can't wait to read and reread.

More Titles Available Fall 2024

Pre-Emergent Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
Pre-Emergent Starter	10	$65.00	N/A
Pre-Emergent Classic	54	$351.00	$2,106.00



Kindergarten Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten Starter	10	$60.00	N/A
Kindergarten Classic	66	$396.00	$2,376.00

1st Grade Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
1st Grade Starter	10	$60.00	N/A
1st Grade Classic	66	$396.00	$2,376.00

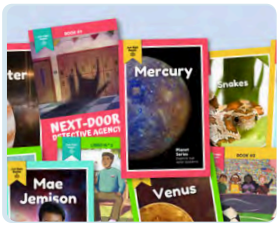
2nd Grade Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
2nd Grade Starter	10	$60.00	N/A
2nd Grade Classic	54	$324.00	$1,944.00

Just Right Reader
ESPAÑOL

High Interest Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)
High Interest Starter	10	$82.50	N/A
High Interest Classic	30	$247.50	$1,485.00

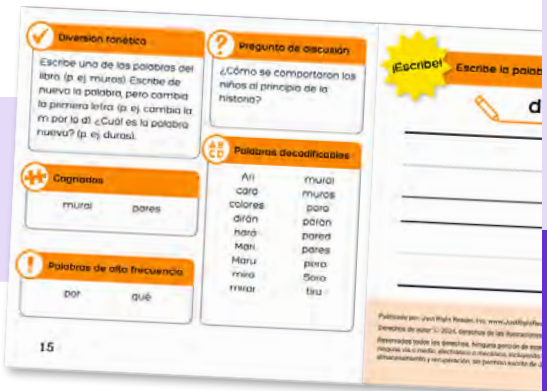


Classroom Library Bundles

Bundle	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten–2nd Grade Bundle	186	$1,116.00	$6,200.00
Pre-Emergent–High Interest Bundle	270	$1,714.00	$9,500.00

Featuring **diverse characters** and **relatable stories** for an authentic reading experience

Support all literacy skills including **writing** and **comprehension**



Based on alphabetic principles and phonological knowledge **specific to Spanish**

To become a **fluent bilingual reader**, students need many opportunities to practice reading in Spanish and in English at their decoding level. Just Right Reader Books are fun, entertaining, and decodable!

Dr. Doris Baker
Associate Professor, Curriculum and Instruction
University of Texas at Austin

Spanish Decodables: go.justrightreader.com/spanish

Pre-Emergent Library:
Letter & Word Books for Early Readers

Practice Writing on Dry Erase Pages

Students practice writing upper and lower case letters again and again—a can't-miss step in learning letters.

Decode New Words

As soon as students learn letters, they move right into decoding words and practicing blending.

English Pre-Emergent Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
Pre-Emergent Starter	10	$65.00	N/A	Letters and blending letter sounds
Word Books Skill-Building	10	$65.00	$390.00	
Pre-Emergent Classic	65	$422.50	$2,535.00	
Pre-Emergent Deluxe	**85**	**$552.50**	**$3,315.00**	

Learn Letter Combinations

Students learn to identify upper and lower case letters.

Scan the QR Code!

A QR code on the back cover of each decodable links to a video lesson in multiple languages.

Engage in Fun Phonics Activities

Word games and activities make practice fun.

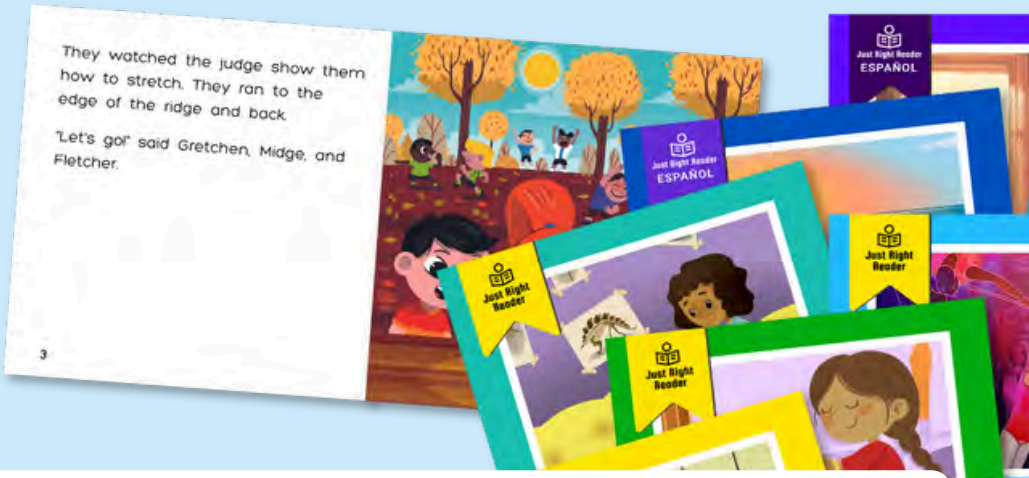
Spanish Pre-Emergent Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
Pre-Emergent Starter	10	$65.00	N/A	Letter recognition and two syllable words
Pre-Emergent Classic	54	$351.00	$2,106.00	

K-2nd Grade Libraries:
Decodables for Emerging Readers

Focus on Decoding

Text on a white background keeps students focused on decoding.



English Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
Kindergarten Starter	10	$60.00	N/A	CVC words and introduction to digraphs
Kindergarten Classic	75	$450.00	$2,700.00	
Kindergarten Deluxe	**85**	**$510.00**	**$3,060.00**	
1st Grade Starter	10	$60.00	N/A	Digraphs through r-controlled vowels
Digraphs Skill-Building	15	$90.00	$540.00	
R-Controlled Skill-Building	10	$60.00	$360.00	
1st Grade Classic	90	$540.00	$3,240.00	
1st Grade Deluxe	**125**	**$750.00**	**$4,500.00**	
2nd Grade Starter	10	$60.00	N/A	Vowel teams through final stable syllables
Vowel Teams Skill-Building	10	$60.00	$360.00	
2nd Grade Classic	70	$420.00	$2,520.00	
2nd Grade Deluxe	**90**	**$540.00**	**$3,240.00**	

2024 New Release Expansion Libraries	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	27	$162	$972
1st Grade	42	$252	$1,512
2nd Grade	47	$282	$1,692

Add our **newest titles to your existing library!**

Reinforce Phonics Instruction with Memorable Videos

A QR code on each decodable links to a video lesson in multiple languages.

Boost Engagement with Colorful Illustrations

Engage students in the story and support comprehension.

Connect with Relatable Stories and Diverse Characters

Decodables reflect students' lives, get them excited to read, and help them develop a love of reading.

Spanish Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
Kindergarten Starter	10	$60.00	N/A	Two-and three-syllable words and blends
Kindergarten Classic	66	$396.00	$2,376.00	
1st Grade Starter	10	$60.00	N/A	Digraphs through compound words
1st Grade Classic	66	$396.00	$2,376.00	
2nd Grade Starter	10	$60.00	N/A	Contrasts through prefixes and suffixes
2nd Grade Classic	54	$324.00	$1,944.00	

Classroom Libraries: go.justrightreader.com/classroom-libraries

High Interest Chapter Book Library:
Chapter Books for Developing Readers

Engage Developing Readers in Upper Grades

Nonfiction and fiction series keep students excited about reading.

Focus on Text Structure

Support upper elementary readers to meet grade level standards.

English Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
High Interest Starter	10	$82.50	N/A	Multisyllabic word study and text structure for developing readers
High Interest Classic	50	$412.50	$2,475.00	
High Interest Deluxe	60	$495.00	$2,970.00	

Reinforce Phonics Instruction with Memorable Videos

A QR code on each decodable links to a video lesson in multiple languages.

Practice with Multisyllabic Words

Strengthen the reading skills that challenge developing readers.

Build Reading Stamina

Progressively longer texts keep students interested and motivated to keep reading.

Spanish Libraries

Library	Titles	Price	Classpack Price (6 copies of each title)	Skills
High Interest Starter	10	$82.50	N/A	Multisyllabic words and word parts: prefixes, roots and suffixes.
High Interest Classic	30	$247.50	$1,485.00	

NEW!

Newcomer Libraries

Journey to Fluency: Age-Appropriate Libraries for All

Available **Fall 2024**

Specially designed for upper-grade multilingual learners at various stages of literacy development, each Newcomer Library contains 35 curated books tailored to inspire readers from beginner to advanced levels.

Bundle and Save

Full Newcomer Library

- **Beginner Collection**
- **Intermediate Collection**
- **Advanced Collection**

105 titles | Library **$850** | Classpack **$5100**

Beginner Collection

35 titles | Library **$290** | Classpack **$1740**

Ideal for **English language learners** just beginning their literacy journey, this collection focuses on foundational phonics skills.

Intermediate Collection

35 titles | Library **$290** | Classpack **$1740**

This collection **builds upon foundational phonics skills** focusing on skills such as beginning vowel teams and r-controlled vowels.

Advanced Collection

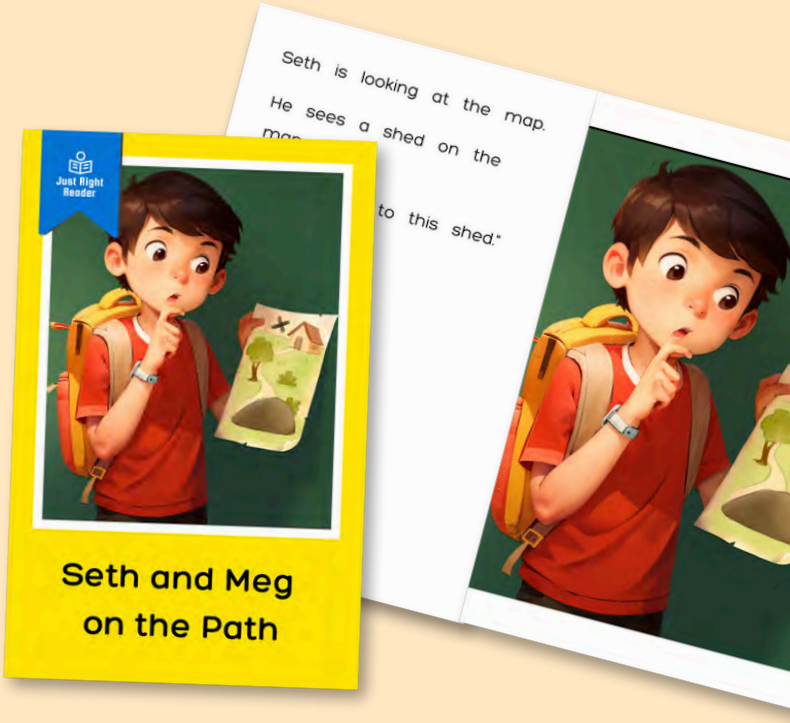
35 titles | Library **$290** | Classpack **$1740**

Designed for **confident readers ready to explore more complex texts**, this collection focuses on multisyllabic vowel teams and the past tense.

Why Choose Just Right Reader Newcomer Libraries?

Connect with Relatable Stories and Diverse Characters

Diverse characters and stories that resonate create a sense of belonging.



Engage Older Students

Graphics and formats that appeal to older students ensure they feel valued and excited about learning English.

Learn More!

Partner with us to ensure your newcomers and emergent bilingual students succeed academically and beyond.

go.justrightreader.com/newcomer-libraries

NEW!

Newcomer Take-Everywhere Packs

Welcome Newcomer students and their families! Build foundational literacy skills at any age. Plus, kick-start school readiness for their younger siblings!

Board Book School Readiness Pack

$35

1 Pack per student

- **Ages 0 - 3**
- Give the gift of reading to new families with younger siblings
- Aligned to developmental milestones to build literacy skills in the first 3 years of life

Welcome to Elementary School Decodable Packs

$105

3 Packs per student

- **For Pre-K to 5th Grade students**
- Build a strong literacy foundation in English
- Focused on letter recognition and blending letter sounds

Middle School and High School Decodable Packs

$105

3 Packs per student

- Perfect for Newcomers of all ages learning English
- Multiple entry points to support each student where they're at in their literacy development

Support for Families in Their Native Language

Video Phonics Lessons

Video lessons translated into multiple languages help families support their child's reading development.

Translated Languages:

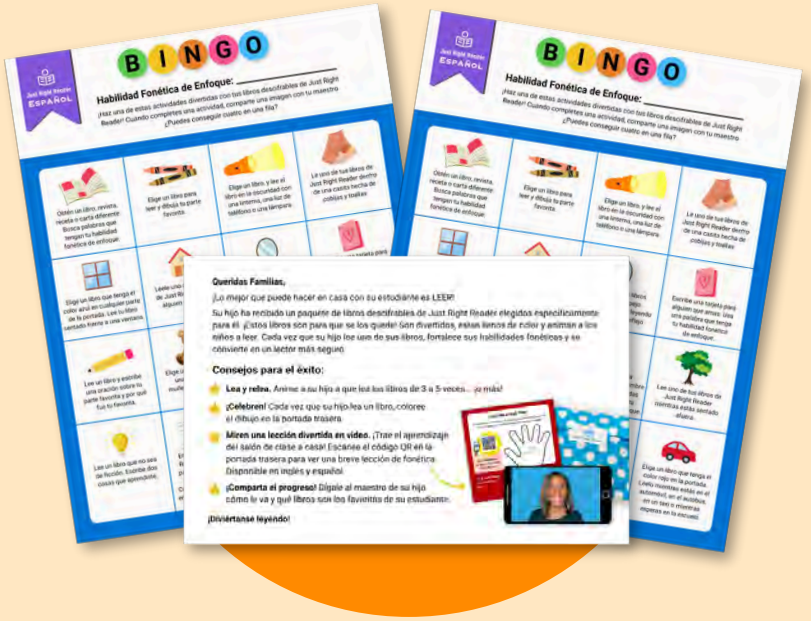
- **Spanish**
- **Urdu**
- **Vietnamese**
- **Arabic**
- **Mandarin****
- **Russian****
- **Portuguese****
- **Hmong****
- **Haitian Creole****

**Coming soon!

Caregiver Resources

Printable resources in English and Spanish to help foster positive reading experiences at home.

- **Letter to Caregivers**
- **Home Reading Bingo**



Newcomer Take-Home Packs

Scan the QR code to learn more.

go.justrightreader.com/newcomer-packs

NEW!

High Dosage Tutoring

Science of Reading books and resources that make it easy for any tutor in your program to provide high-impact intervention that accelerates reading achievement.

Available in **English & Spanish**

3 Steps to Tutoring Success

Tutor Professional Development

Equip tutors for rigorous implementation of Science of Reading decodables.

90-min virtual session	**$750** per session
Self-paced course	**$75** per attendee

Interested in LIVE in-person training?

Contact our team!
PD@JustRightReader.com

Libraries & Resources for Tutors

A library of real-life books for each tutor with lesson plans and fun video lessons for every title to accelerate achievement

Tutors use one book and ready-to-teach lesson plan per session.

Pre-K–5th Grade Libraries Bundle

English $2,700 **Spanish $1,714**

Tutoring Packs for Students

11, 5, or 1 pack per student to meet your program's needs

Students work with their tutors each week, then take their packs of decodables home for additional practice.

$35 per pack

Get a Quote or PO Instantly Online: go.justrightreader.com/purchase-order

NEW!

Professional Development for Educators

Just Right Reader's Professional Development empowers educators by providing tools grounded in the Science of Reading research to enhance instructional strategies and facilitate small group differentiation.

In-Person Workshops

Plan a half-day PD with a Science of Reading expert or researcher to learn how to accelerate achievement using high-quality instructional materials and resources.

Length: 3 hours **Format:** Interactive, in-person

Virtual Webinars

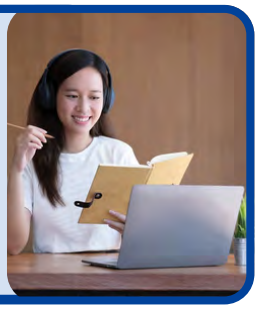
Join a Science of Reading expert to learn how to effectively use high-quality instructional materials and resources for enhanced literacy instruction.

Length: 90 minutes **Format:** Live webinar

On-Demand Learning Modules

Learn at your own pace with our Learning Lab. Modules include short, easy-to-digest lessons, interactive tasks, and assessments.

Length: 3 hours **Format:** Online, self-paced



Communities of Practice

Collaborate with communities to enhance teacher skills and knowledge.

Science of Reading Symposiums and Podcast

Learn more about the Science of Reading from literacy experts.

Blog

Explore effective reading strategies and insights for educators.

Professional Development: go.justrightreader.com/professional-development

NEW!

Early Childhood Literacy

Innovative Board Books aligned with Early Learning Standards that build literacy and readiness skills in the critical first three years of life

First 3 Years Board Books Library

- 0-12 Month Board Books Library
- 12-24 Month Board Books Library
- 24-36 Month Board Books Library

36 titles | **English $261** | **Spanish $261**

Purchasing for all students? Ask about **Volume Pricing**

Take-Everywhere Board Books

Send a Board Book home with your students every month! **Contact our team for details.**

Libraries by Age

Available in English and Spanish

0-12 Month Board Books

12 titles | Library **$87**

12-24 Month Board Books

12 titles | Library **$87**

24-36 Month Board Books

12 titles | Library **$87**

Support for Today's Caregivers:

Add **Book Bags** and **Learning Together Guides**

A unique Learning Together Guide is available for each age band in English and Spanish with stage-based ideas, bite-sized tips, reflection prompts, and more.

$3.50 per bag

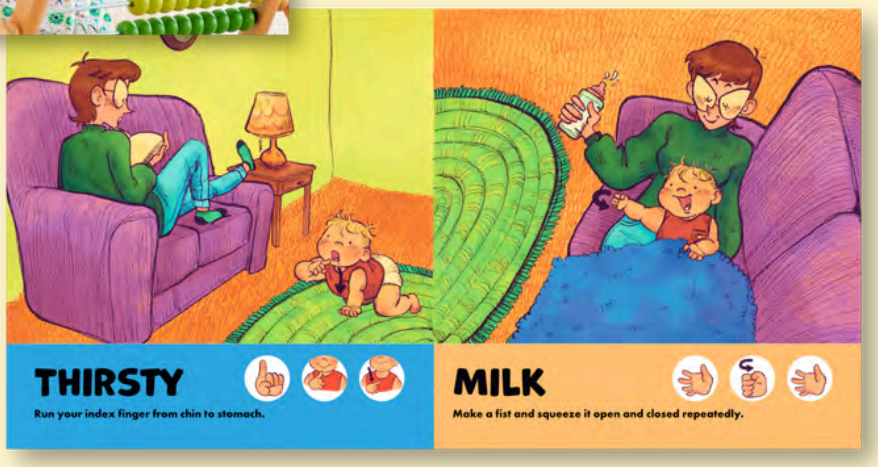
$3.50 per guide

Achieve Developmental Milestones

Engaging stories support critical developmental skills during the first three years.

Learn Baby Sign Language

Sign language with every title allows caregivers to communicate with babies before they can talk.



Spark Excitement with Vibrant Illustrations

Illustrations and images excite children about reading.

Engage in Bite-Sized Learning

Research-based tips and videos empower families to nurture a love of reading.

NEW!

Early Childhood Support for Caregivers

Complete your purchase with Book Bags and Caregiver Guides!

Learning Together Guides

A Learning Together Guide for each age band equips caregivers with easy tips and fun ideas for their child's journey to literacy.

$3.50 per guide

Take a Closer Look!

Book Bags

Get caregivers and children excited by the gift of reading with book bags to take reading everywhere.

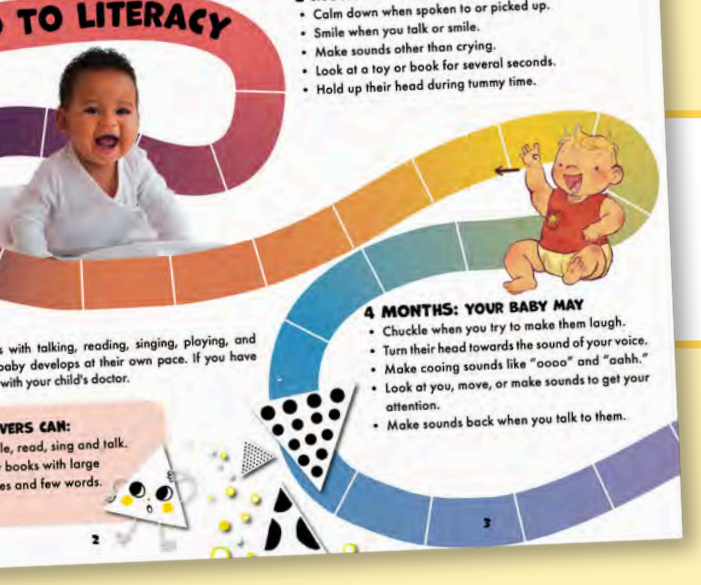
$3.50 per bag

Caregiver Engagement Videos

A QR code on every title links to engaging videos for caregivers in English and Spanish.

Included on every book

> "**Parental responsiveness** plays a foundational role in shaping brain architecture."
>
> **National Scientific Council on the Developing Child**

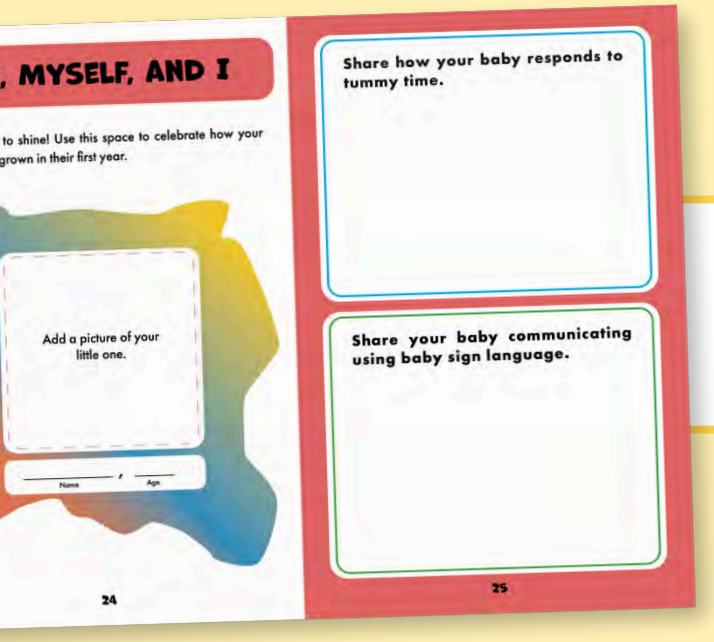


Family-Friendly Tips

Fun bite-sized ideas make literacy part of everyday life starting from birth.

Virtual Caregiver Lessons

Short videos engage caregivers in research-informed strategies like baby sign language.



Reflection Prompts

Celebrate milestones and capture precious moments in the first three years of life.

Baby Sign Language

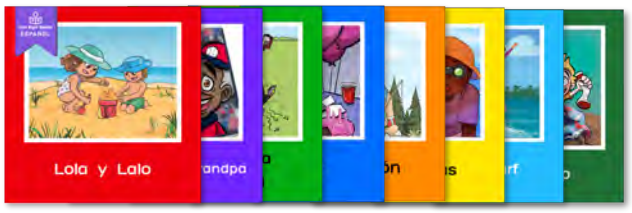
Positive communication begins before words.

Tailored to Your District's Needs

We are your Science of Reading partner. We'll work with you to customize our resources to align with your district's educational goals for accelerating student achievement.

Personalized Video Message

Introduce decodables to your community with a personalized video featuring your superintendent—easily accessed by a QR code.



Customize Your Library

Libraries can be customized based on reading scores, content requirements, and core curriculums.

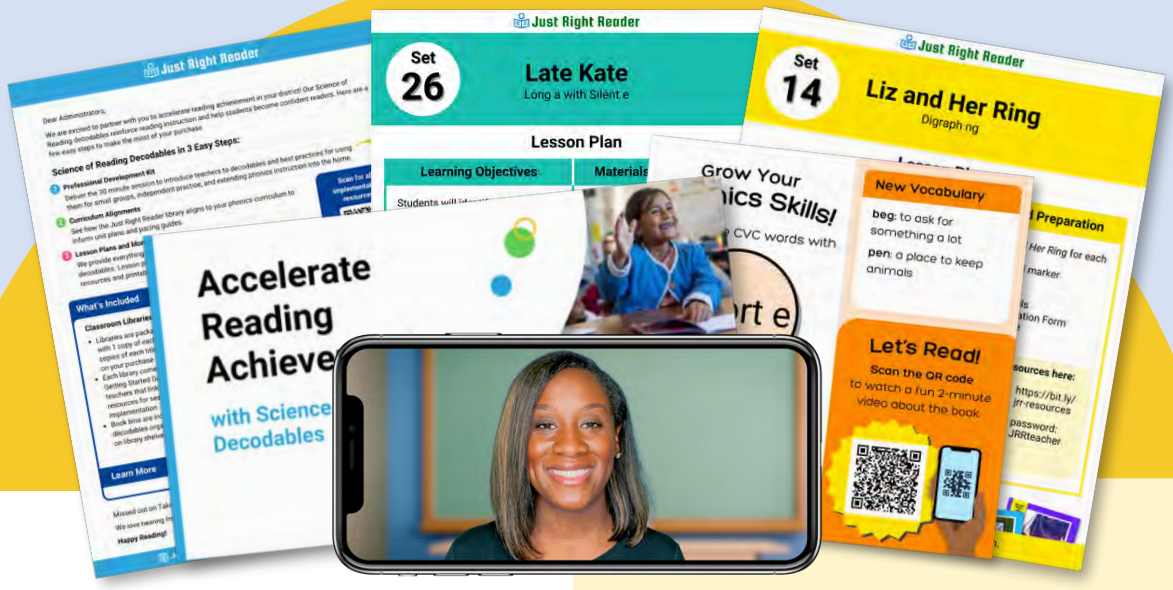
Take-Everywhere Decodable Packs Personalized for Each Student

Customize your Take-Everywhere Decodable Packs to be delivered at key moments throughout the school year.

Science of Reading Symposiums

We've teamed up with leading literacy experts. Join us for the latest research and actionable strategies that raise achievement for all students.

Scan the QR code to watch our past symposiums, or host/sponsor one in your district!



Resources for Teachers and District Leaders

- **Turnkey Professional Development for Staff**
- **Getting Started Guides**
- **Lesson Plans for Every Title**
- **Curriculum Alignments**
- **District Implementation Guides**

Resources for Caregivers

- **Video Phonics Lessons in Multiple Languages**
- **Printable Materials in English and Spanish**
- **Educational Blog Articles and Resources**
- **Quick Tips via Text Message**

> "We have an audacious goal of 95% of our students reading at or above grade level...**Just Right Reader decodables are key to closing that gap.**"

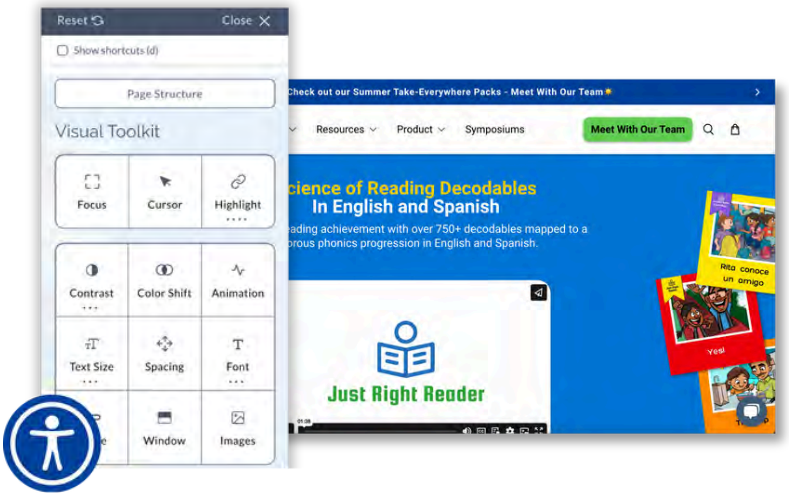
Cliff Jones
Chief Academic Officer
Fulton County Schools

Our Commitment to Inclusion

Just Right Reader believes literacy should be accessible to all learners and families.

Compliance Standards & Certifications

- **508 Compliance**
- **WCAG Compliance**
- **NIMAS Certification**
- **SOC 2 Type 1 Certification**



Inclusive Storytelling

Our books feature diverse characters, reflecting children with **disabilities and promoting inclusivity** to cultivate empathy and understanding.

Contact Our Team!

Learn more about our options for students with diverse needs, and let us know how else we can support the students in your district.

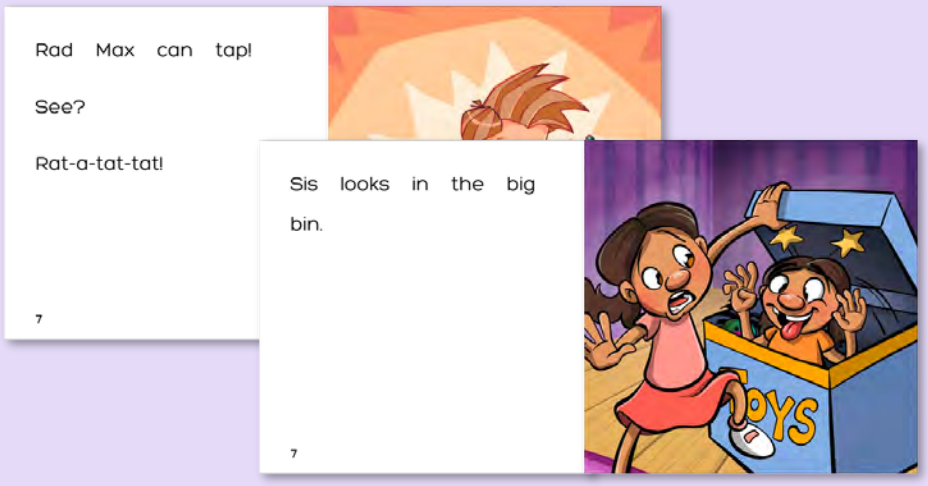
go.justrightreader.com/inclusion

Book Accessibility Features

High Contrast

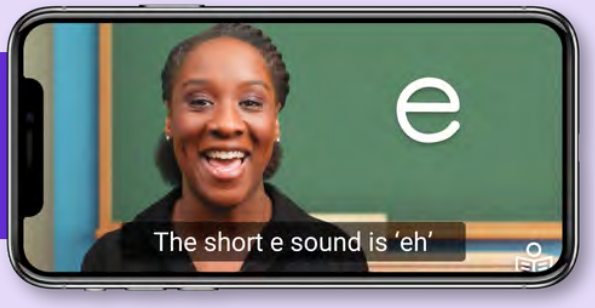
Large Print

Accessible Fonts



Video Accessibility Features

Closed Captioning: Textual representations of spoken content for the deaf or hard-of-hearing



Accessible Platforms: Robust video platforms to enhance accessibility through captions and audio descriptions

Audio Descriptions

Additional audio tracks describing visual details for visually diverse users.

Transcripts

Written versions of video content for reading preference or accessibility needs.

Accessible Media Players

Support for keyboard navigation and screen readers.

Family Engagement

Foster highly effective school-to-home partnerships with our **family engagement platform** that raises student achievement.

Phonics Lessons and Videos

Families support their children's literacy journey by scanning the QR code on each decodable to watch a fun phonics lesson.

Support for Families in Their Native Language

Video lessons translated into multiple languages help parents and caregivers support their child's reading development.

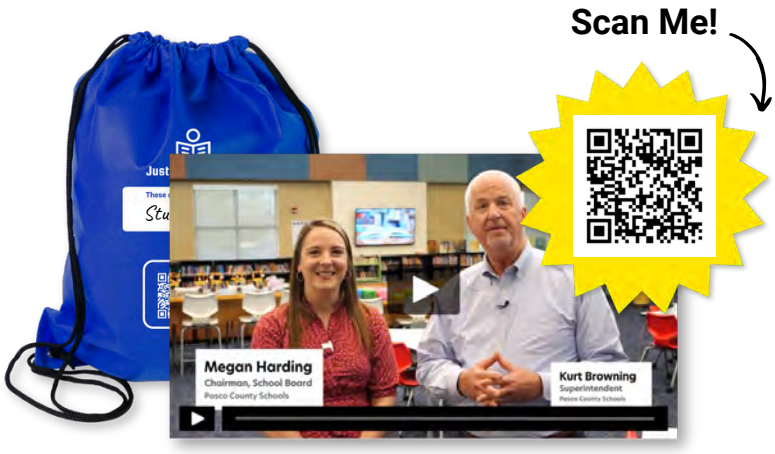
Translated Languages:

- Spanish
- Urdu
- Vietnamese
- Arabic
- Mandarin**
- Russian**
- Portuguese**
- Hmong**
- Haitian Creole**

**Coming soon!

Custom Community Literacy Videos from the Superintendent

Share a personalized video from your superintendent introducing decodables and emphasizing the value of reading together as a family.



Family Engagement Training Add-Ons

Family Engagement Nights

Partner with us to host a literacy event to build community, strengthen school-to-home partnerships, and empower families with tools to support reading at home.

- Family-friendly presentation on the research around family engagement and literacy from a **Science of Reading expert**
- Overview of how to effectively use **Just Right Reader resources** at home to support literacy growth
- English & Spanish **translation services**

Literacy Training for Families & Caregivers

Science of Reading professional development for families and caregivers to confidently support their children's literacy development

In-Person or Virtual Training

60-minute sessions on the Science of Reading research, strategies to use at home, and more

On-Demand Videos

Bite-sized, research-based videos available in multiple languages

Educational Resources

Articles, research-based best practices, interactive activities, and easy-to-use strategies

NEW!

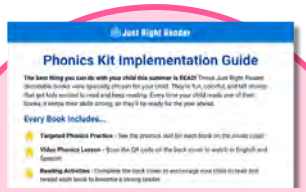
Reinforce Phonics Skills with Our Phonics Toolkit!

Available **FALL 2024**

$75 each

Elevate your phonics instruction with our *Phonics Toolkit*! Engage students with personalized, hands-on activities that reinforce phonemic awareness and phonics skills through fun and interactive learning.

Perfect for small group instruction, independent practice, multilingual learners, and more.



Implementation Guide

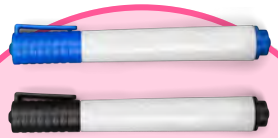
Support for teachers and caregivers in effectively using the toolkit

Magnetic Letter Tiles

Interactive decoding, segmenting, and blending practice

Articulation Tools

Tools to focus on tongue placement and mouth movements for proper pronunciation



Dry-Erase Markers

Repeated writing practice to strengthen skills

Magnetic Activity Mats

Various mats to meet diverse student needs, from mapping sounds to sound-letter correspondences to morphemes

Phonics Toolkit: go.justrightreader.com/toolkit

Libraries Aligned to Core Programs and State Standards

Our libraries feature Science of Reading decodables, resources for educators and families, fun videos in multiple languages, and ADA accessibility ensure an enriched learning experience for every child.

TEKS

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	111	$680.00	$4,080.00
1st Grade	130	$780.00	$4,680.00
2nd Grade	90	$555.00	$3,330.00

UFLI

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	128	$785.00	$4,710.00
1st Grade	116	$700.00	$4,200.00
2nd Grade*	90	$580.00	$3,480.00

95 Phonics

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	90	$555.00	$3,330.00
1st Grade	118	$710.00	$4,260.00
2nd Grade	92	$590.00	$3,540.00

EL Education

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	100	$615.00	$3,690.00
1st Grade	117	$705.00	$4,230.00
2nd Grade	82	$530.00	$3,180.00

Amplify CKLA

Library	Titles	Price	Classpack Price (6 copies of each title)
Kindergarten	110	$675.00	$4,050.00
1st Grade	115	$695.00	$4,170.00
2nd Grade	78	$525.00	$3,150.00

Don’t see your core curriculum or standards listed?

We align to all core literacy curriculums and standards. Scan to view more curriculum alignments, including LETRS, Heggerty, and more!

Alignment Libraries: go.justrightreader.com/alignment-libraries

Proudly donated over 1 million decodables in 2024

...to keep students reading.

Scan Here to Learn More!

go.justrightreader.com/pilot

Just Right Reader

Science of Reading Instructional Materials & Resources

JustRightReader.com

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

JUST RIGHT READER INC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☑ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

100 Throckmorton St. Suite 380

Requester's name and address (optional)

6 City, state, and ZIP code

Fort Worth, TX 76102

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

9	0	–	1	9	0	3	7	7	2

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ► Jan Shea Date ► 2/8/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

WBENC
WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL
JOIN FORCES. SUCCEED TOGETHER.

hereby grants

National Women's Business Enterprise Certification

to

JUST RIGHT READER, INC.

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.

Certification Granted: January 31, 2024
Expiration Date: January 31, 2025
WBENC National Certification Number: WBE2400374

WBENC National WBE Certification was processed and validated by Women's Business Enterprise Council - Pacific, a WBENC Regional Partner Organization.

Authorized by Janice Greene, PhD, President & CEO Women's Business Enterprise Council - Pacific

WBECPACIFIC
WOMEN'S BUSINESS ENTERPRISE COUNCIL
JOIN FORCES. SUCCEED TOGETHER.

NAICS: 513130
UNSPSC: 56120000, 86101708

Center for Women & Enterprise · Great Lakes Women's Business Council · Greater Women's Business Council · Women's Business Council Southwest · WBECMETRONY · WBECGREATERDMV · WBEA · WBECEAST · WBECFLORIDA · WBECORV · Women's Business Development Center · WBECSOUTH · WBECWEST

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Kaplan Early Learning Company

General Comments:

General Attachments:
Cooperative Purchasing Connection - RFP #25.2_Certificate of Insurance.pdf
Cooperative Purchasing Connection - RFP #25.2_Forms and Signatures.pdf
Cooperative Purchasing Connection - RFP #25.2_K-Truck Delivery - Delivery Assistance.pdf
Solicitation - 3 25.2 - Questionnaire.docx
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company:	Kaplan Early Learning Company
Company Address:	1310 Lewisville-Clemmons Rd
City, State, Zip code:	Lewisville, NC 27023
Website:	www.kaplanco.com
Phone:	800-334-2014

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	David Bumgarner	dbumgarner@kaplanco.com	800-334-2014 Ext. 3235
Contract Manager	Elizabeth Patterson	epatterson@kaplanco.com	800-334-2014 Ext. 6208
Sales Manager	Mark Hanson	mhanson@kaplanco.com	800-334-2014 Ext. 3486
Marketing Manager	Anna Wilmoth	awilmoth@kaplanco.com	800-334-2014 Ext. 3480
Customer Service Manager	Jennifer Cummings	jcummings@kaplanco.com	800-334-2014 Ext. 3239
Account Manager(s)	Pam Tester	ptester@kaplanco.com	800-334-2014 Ext. 6122

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

1GPA Exp. March 2028; Cooperative Council of Governments/Equalis Exp. Jan 2029; BuyBoard Exp. Oct. 2027; Purchasing Cooperative of America Exp. Sept. 2027; NCPA Exp. Apr 2025; TIPS Exp. May 2029

Kaplan Early Learning Company receives several solicitations from multiple agencies throughout the year. Terms offered from Kaplan will depend on the bid specifications outlines in each bid. Kaplan Early Learning Company does not influence our customers' contract choice. Our policy is to offer a consistent pricing strategy across our customer spectrum.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** ✓ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** ✓ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Kaplan Early Learning Company had its beginning in 1949 when Leon Kaplan opened a toy store in downtown Greensboro, North Carolina, for the holiday buying season. In 1950 he and his wife moved the store, Tiny Town, to West Fifth Street in Winston-Salem, North Carolina. Tiny Town carried toys, juvenile furniture, and games. It wasn't long before the store outgrew the modest space and moved to West Fourth Street. One of the reasons for the store's success was that Mr. Kaplan made a point of offering unique and out-of-the-ordinary toys. Another Tiny Town opened in the Thruway Shopping Center in Winston-Salem, North Carolina, in 1955. Mr. Kaplan had several stores located in Atlanta, Georgia, Boca Raton, Florida, and Washington, DC.

Mr. Kaplan's interest in educational books and toys led him to form the School Supply Division (known today as Kaplan Early Learning Company) in 1968. The School Supply division distributed early childhood educational materials and unique toys, showing the learning experience children can get from each one. Kaplan Early Learning Company sells products to school systems, childcare centers, and federal groups such as military child development centers and recreational programs, special needs programs and to private companies as well as the general public. Kaplan Early Learning Company has become a major distributor of early childhood educational materials in the United States.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Kaplan Early Learning Company creates several catalogs each year along with sales brochures and pamphlets published periodically throughout the year. Kaplan continually strives to enhance the quality of early childhood products by offering educators outstanding materials and training. In 2001, Kaplan created the Professional Development Team whose focus is to partner with early childhood professionals and build customer relations through developing and adapting the most appropriate and current work in assessment, curriculum and training products for educators.

Kaplan Early Learning Company's philosophy is simple; "We will be the premier resource and service provider in the childhood development arena, focusing on educational environments, innovative products, information and services directed toward learning readiness". Our success lies in our strong business reputation for quality products, excellent customer service, and our role as a resource for all current and potential customers. Thanks to the dedication, loyalty, and hard work of Kaplan employees, the company has tripled in size since 1980. Kaplan Early Learning Company will continue to grow and prosper through the continued efforts of our employees working as a customer-focused team. Last year Kaplan celebrated its 54th year of serving the early childhood educational market.

Kaplan Early Learning Company has been a leader in the early childhood market for over 50 years that enhance children's learning with a stellar reputation in our market. We contribute our continued growth to the trust and appreciation of our customers in our products, our service, and our integrity.

Kaplan is known for quality products and exceptional service. And, as Hal Kaplan says: "Kaplan never discounts quality". We stand behind our products and take pride in our reputation as a valuable partner to our customers.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Kaplan provides instructional materials to thousands of customers in the tri-state area as well as nationwide. Below is a list of some of the agencies that Kaplan Early Learning Company serves:

- Child Care Aware
- Lutheran Social Services

- CCR&R
- YMCA's
- Community Action Programs
- Head Starts
- School Districts
- US Military Bases' Child Care

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

City/County/Government – 5%
K12 Education – 23%
Higher Education – 1%

5. Describe your experience and sales approach your company will take with participating public agencies.

Our in-house marketing team gives us the flexibility to create a consistent message, across multiple types of media, in a timely manner and our Targeted Sales team will follow any leads to obtain all sales opportunities. The effectiveness of this approach will increase sales on our contract annually.

- Master Agreement will be solicited to eligible members
- Kaplan offers the best competitive pricing available
- No additional cost for members to participate

Our sales force will be notified of Kaplan's continued contract agreement with CPC. They then will converse with their area managers to determine the best plan of attach – which normally consists of tradeshow promotions, in-person visits and phone calls to all interested parties. Kaplan's sales force has previously been trained on all aspects of the CPC Master Agreement terms and has implemented this training for the previous 4 years resulting in a highly successful partnership.

6. Provide any additional information relevant to this section.

Kaplan Early Learning Company has been a leader in the early childhood market for over 50 years that enhance children's learning with a stellar reputation in our market. We contribute our continued growth to the trust and appreciation of our customers in our products, our service, and our integrity.

Kaplan is known for quality products and exceptional service. And, as Hal Kaplan says: "Kaplan never discounts quality". We stand behind our products and take pride in our reputation as a valuable partner to our customers.

Provide three (3) references that have purchased instructional materials and classroom supplies <u>from your company within the last two (2) years</u>. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. <u>Failure to confirm reference of past work may affect your evaluation.</u>

Reference #1 – Company Name	Southeast Iowa Regional Medical Great River Health
Service/Product Purchased	Early childhood educational materials and furnishings
Year of Purchase	Customer for 25+ years
Reference Contact	Dianne Petersen
Phone	319-768-1234
Email	dpetersen@greatriverhealth.org

Reference #2 – Company Name	Holy Family Catholic Schools
Service/Product Purchased	Early childhood educational materials and furnishings
Year of Purchase	Customer for 24+ years
Reference Contact	Liz Ernst

Phone	563-582-5456
Email	lernst@holyfamilydbq.org

Reference #3 – Company Name	Community Early Childhood Center
Service/Purchase Purchased	Early childhood educational materials and furnishings
Year of Purchase	Customer for 11+ years
Reference Contact	Renee Rude
Phone	515-573-0443
Email	Reneerude16@gmail.com

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Kaplan Early Learning Company is located at 1310 Lewisville-Clemmons Road in Lewisville, North Carolina. The site includes 2 office buildings, a 160,000 square foot warehouse, a 204,000 square foot distribution center, and a catalog showroom. There have been several additions to the original site including 60,000 square feet added to the warehouse in 1991, a four-story addition in 1993 for more office, warehouse, and training space, and a distribution center in 1995.

In winter of 2023 Kaplan Early Learning Company completed our newest expansion, a 50,000 square foot expansion to our warehouse. We are excited to have this additional space to ensure our inventory can meet the demands of our customer now and well into the future.

Kaplan takes many measures to ensure our products arrive at the delivery time required by CPC members. By keeping a well-stocked inventory in a warehouse of over 160,000 sq. feet, by designating a dedicated Customer Account Support Team who will facilitate orders from CPC members, and by using shipping companies that meet Kaplan's strict delivery policies, Kaplan Early Learning Company will reliably meet CPC members delivery requirements. When an unforeseen incident occurs that disrupts our delivery commitment, such as carrier strikes, wintry weather road conditions, hurricane or other weather problems, Kaplan's Customer Account Support team will continue to track and communicate with CPC members on the status of their order. Online tracking of orders on the website will be available 24 hours a day, 7 days a week.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Kaplan Early Learning Company possesses many unique aspects that set our company apart from our competitors. Let's look at three specific examples.

- First, Kaplan's business philosophy requires a company-wide team approach to customer satisfaction. Each Kaplan employee is responsible for our customers' Kaplan experience. This has allowed our employees to directly increase our customer base, our market share and our fiscal growth. We are not just employees of a company – we are the company. And, as such, we have a voice in our success. In the present world of "business as usual", Kaplan Early Learning Company core values promote exceptional customer satisfaction and loyalty.
- Second, Kaplan also is aware that innovative products are required in the educational world of today. Technology is essential in our schools and Kaplan is always on the forefront of new technological products for classrooms. We also use the latest technology to provide an e-market place to allow teachers to download e-books, music, resource books, and actual lesson plans planned by educational professionals to expand their teaching resources.
- Finally, Kaplan Early Learning Company has expanded our company's focus from simply being a vendor supplying products to providing Professional Development courses for teachers, educators, and early childhood care providers. These courses can be customized to meet specific school district requirements.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

The orders will be entered into our PeopleSoft system upon receipt. Our Order Placement Team will monitor the orders. Once an order is entered, it will go to our warehouse within 24-48 hours. The packages can and will be labeled with the purchase order number and the room or individual who is to receive the order. This information must be transmitted on the order details. Our warehouse personnel ensure that the correct products are picked for each order. Delivery is 7-10 business days ARO within the contiguous United States on in-stock items; 2-6 weeks ARO for drop ship items; backorders normally ship within 30 business days ARO. Once the shipment arrives, please count the cartons to ensure that the end user has all of their order. The boxes should also be checked to see if there is any possible visible damage. If an item is missing or damaged, please contact our Customer Account Support Team at 1-800-334-2014. An invoice will be generated and sent to the billing entity specified on the order once the order has shipped.

Kaplan's plan includes alignment of all individual departments' input to achieve a successful roll out of the CPC contract to eligible customers within 30 days of contract award. From a robust marketing plan, targeted sales follow-up, strategic sales force action, efficient contract administration, contract education meeting for customer service team, and incorporation of all required accounting procedures, Kaplan can effectively and efficiently implement the CPC contract. Please note that due to being a current CPC PARTNER vendor, Kaplan has already successfully implemented this contract plan and is prepared to support a successful partnership.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Kaplan's average fill rate is 95%.

Kaplan Early Learning Company understands that on-time delivery is essential to customer satisfaction. We take seriously the delivery requirements of our customers. Normal delivery is 7 to 10 business days for in-stock items; 2-6 weeks for drop ship items; and backorders normally ship within 30 business days. To meet this challenge, Kaplan uses only proven delivery services such as UPS, UPS ground, Wilson truck lines, Roadrunner, etc. Historically, Kaplan's delivery service has been applauded by our customers.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Kaplan Early Learning Company's Customer Account Support team is open Monday-Friday 8 am to 7 pm EST. The department is manned by 19 customer service professionals averaging 15 years' experience with Kaplan. Because Kaplan has an integrated PeopleSoft system, one toll-free phone call to our Customer Account Support team is all that is required to solve billing issues, tracking orders, checking on backorders, etc.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

A typical plan includes alignment of both our digital and print efforts for a joint rollout within the first 90 days of planning. Digital efforts typically include an email blast to the appropriate audience, social media outreach where applicable, custom landing page and formatted email blasts for employees to forward to their contacts. Print efforts typically include a targeted postcard/flyer featuring the announcement, applicable representatives and cross promoting any digital efforts. Thereafter, our experienced sales force of 44 representatives nationwide continues to spread the word on the streets through a combination of in-person visits and phone calls. Our telesales department also has the ability to conduct larger phone awareness campaigns.

The sales force is notified of the agreement and the initial national push from the corporate office. They are then in conversations with their area managers to determine the best plan of attach – which normally consists of tradeshow promotions, in-person visits and phone calls to all interested parties.

Ninety-day plan describing strategy to market agreement

- A co-branded press release within first 30 days - We have capabilities to produce the press release and distribute among most effective channels
- Announcement of award through any applicable social media sites - We have over 10,000 followers throughout out Kaplan Early Learning Company social media channels, including Facebook, Twitter, Pinterest, LinkedIn, Google+ and Instragram
- Direct mail campaigns - We have in-house marketing project management and in-house graphic designers to facilitate these campaigns in a timely manner
- Participation in trade shows - Our sales forces attend hundreds of trade shows annually.
- As stated above, our sales forces attend hundreds of trade shows annually.
- We have in-house marketing project management and in-house graphic and digital designers to facilitate these campaigns in a timely manner
- Kaplan has a Marketing Department that employs 10 full-time marketing specialists supported by a professional photographer and website programmers. The department is led by Anna Wilmoth, Vice President/Director of Marketing, has been with Kaplan for 12 years in a leadership capacity. Our commitment to market this contract is supported by these proposals:
- The marketing team will design and initiate a custom advertising plan that will incorporate the talent and expertise of multiple departments to achieve the best promotional outcome.
- Marketing pieces advertising the contract with terms will be mailed to all eligible customers. Quarterly mailing will focus attention on the contract and the partnership between Omnia and Kaplan.
- Digital promotion of contract using social media outlets.
- Kaplan's Targeted Sales Team will create a targets-sales plan of contact via phone contracted customers to ensure they know about the contract, the terms, and any additional information they may require. Our Targeted Sales Team supports the marketing campaigns that Kaplan has for many customers.
- Our 44 territory managers will also market the contract by visiting customers, attending conferences and contacting eligible customers to ensure they have access to the contract's information.

We have an in-house digital graphic designer and team to execute specific landing pages around these types of opportunities.

- Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier – This information can be published on both printed and digital marketing pieces
- Summary of Products and Pricing – A simple summary of Kaplan products and contract terms will be listed on the website home page. Individual item pricing for over 5000 products can be displayed on the website itself.
- Marketing Materials – Marketing materials will be supplied upon request.
- Electronic Link to Cooperative Purchasing Connection's website including the online registration page – This link can be published on both printed and digital marketing pieces

7. Describe your company's contract implementation or customer transition plan.

Any agency listed as a member of CPC will be able to purchase off this contract. KELC requests that members reference contract #4619 when ordering to ensure they receive correct terms. Should a customer not be listed, KELC will request their CPC membership number or ask that they contact CPC to register as a member and supply their membership number.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Kaplan is currently integrated with multiple e-commerce platforms; Kaplan has successfully integrated with ESM, SciQuest, Oracle, SAP, PeopleSoft, BuyerQuest, SunGard, b-pack, Adopt-A-Classroom/Kleo/Classwallet, and others.

Depending upon the third-party e-commerce platform your organization uses, Kaplan will work with your designated team through the entire integration process from beginning to end.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

✓ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

My Kaplan Platinum, our customizable e-commerce system, was designed with customers like you in mind. It offers a sophisticated set of online tools that take the complexity out of purchasing supplies.

- Accepts purchase orders
- Fast, convenient, and secure ordering process
- View contract pricing and discounts, as applicable
- Track orders and shipments
- View order history
- Create shopping lists
- Approve or modify pending orders based on tiered approval levels unique to your organization.
- Invoice numbers are noted for each order; must call Customer Account Support for copy of invoice
- Product return option is available
- Credit cards accepted
- Connects contract terms to account as applicable

You'll know exactly who's ordering what, and for how much. It's all at your fingertips!

For more information or to have a My Kaplan Platinum account established for your organization, contact our Customer Account Support at 800-334-2014.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

Discount applied to orders of $300 or more on current list pricing in effect at time of order. Free standard UPS shipping applied to orders of $100 or more per shipping location. Some exclusions apply

4. Describe your warranty and warranty process for all products and services.

We guarantee the quality of our merchandise for one year.

The majority of the products we sell have a one-year warranty. We do have some products which have extended warranties. Here is a sample of these products:

- Trikes: 5 year warranty
- Kaplan Cots: 8 year Warranty
- Unit Wood Blocks: Lifetime Warranty
- Carolina Line Furniture: Lifetime Warranty

- Premium Maple Furniture: Lifetime Warranty
- Nature Color Furniture: 10 Year Warranty

5. Describe the return process and restocking fees associated with a return.

Your satisfaction is our priority. We at Kaplan Early Learning Company want you to be pleased with your purchases. If for any reason you are not satisfied with any part of your order, you may return it for credit, exchange or refund. Unused items may be returned by calling our Customer Account Support team to request a return authorization number. Items that are returned due to customer ordering error will be charged 15% of item value for return fee. We suggest that before signing any delivery receipt, please check all packages for damage or carton shortages. Please note any damage or discrepancies on the receipt before signing.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Any additional discounts may be negotiated with KELC's sales representative based on order size shipping to one location.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Terms of payment are Net 30.

Kaplan accepts Visa, MasterCard, Discover, American Express, ACH or Check; Kaplan does not charge any additional fees for payment via credit card.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Kaplan's Early Childhood Edition and Infants Toddlers and Twos Edition Catalogs are updated annually in January; Kaplan Elementary Edition is updated annually in May.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Future discountable products will be priced with the same contracted discount proposed for Cooperative Purchasing Connections members.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

The contract will be hard coded into our PeopleSoft system to ensure that contract terms are adhered to.

11. Provide any additional information relevant to this section.

Kaplan will offer the lowest price available on any discountable item. If the item is on sale at a price lower than contract pricing, the sale price will be offered. Contract discount % is not applicable to any sale/clearance price. If the contract price is lower than sale price, contract pricing will prevail. Contract discount % will be applied to the list price of item at time order is placed.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Kaplan Online Floor Planner:

Make your classroom vision into a reality with our free online floor planning tool. Enter the dimensions of your space and then simply drag and drop your favorite Kaplan products into your virtual classroom. You can rearrange your virtual classroom until you're satisfied with the design, view it in 3-D and estimate the cost.

Customize Classroom Lists & Correlation List:

Selecting appropriate materials has never been simpler! Our customized classroom lists & curriculum correlations, researched and developed by our education experts, suggest materials aligned to specific standards, benchmarks, and objectives.

MY KAPLAN, Customizable Online Supply Procurement Solution:

The only full-service provider in the early childhood industry, Kaplan Early Learning Company has a unique perspective. We do more than sell supplies. Our goal is to streamline your supply procurement process without sacrificing quality or service. My Kaplan, our customizable e-commerce system, was designed with customers like you in mind. It offers a sophisticated set of online tools that take the complexity out of purchasing supplies. You'll know exactly who's ordering what, when and for how much. It is all at your fingertips!

- Fast, convenient and secure way to order the supplies you need
- View contract pricing and discounts, as applicable
- Track orders and shipments
- View order history
- Create shopping lists
- Approve or modify pending orders based using tiered approval levels unique to your organization

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. The discount does not apply to outdoor playground structures, parts, surfacings or services of playground. Discount does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggle Buggy & accessories, LEGO products, laminators & accessories, all Maple Line furniture, sterilizers, all PPE items, and custom kitting (special order items). Discount applied to orders of $300 or more on current list pricing in effect at time of order. Web pricing prevails over catalog pricing. Product exclusions are subject to change.

Shipping Exclusions: Excludes Playground items, Truck items , Next Day Air, 2nd Day Air, and K-Truck delivery services. Free standard UPS shipping applied to orders of $1,000 or more per shipping location.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

Items from our exclusion list above are excluded from the 2% administration fee.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Kaplan Early Learning Company	**Date**	8-19-24
Address	1310 Lewisville-Clemmons Rd	**City, State, Zip**	Lewisville, NC 27023
Contact Person	Elizabeth Patterson	**Title**	Director of Bids/Contracts
Authorized Signature	Elizabeth Patterson	**Title**	Director of Bids/Contracts
Email	bids@kaplanco.com	**Phone**	800-334-2014

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this	_____ **day of**	**Contract #**	
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

   (i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

   (ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

   (iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

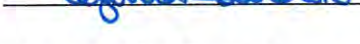
CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Kaplan Early Learning Company **Authorized Signature** 

Full Name Elizabeth Patterson **Title** Director of Bids/Contracts

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies
Solicitation Number: RFP 25.2
Supplier Name: Kaplan Early Learning Company

If a subcontractor will not be used, check this box: ✓ Kaplan Early Learning Company does not use subcontractors

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

KAPLAN
EARLY LEARNING COMPANY

K-Truck Delivery and Delivery Assistance

Orders over $40,000, shipping to one location, qualify for K-Truck Delivery Service at no charge.
Orders between $30,000-$40,000, shipping to one location, qualify for K-Truck Delivery Service for an additional fee of 5% of order value if order discount is greater than 15%, no charge if order discount is less than 15%.
Orders between $20,000-$30,000, shipping to one location, qualify for Delivery Assistance/Installation for an additional fee of 10% of order value if order discount is greater than 15%, no charge if order discount is less than 15%.

K-Truck Delivery is a full service offering that assists the customer throughout the whole installation process. It includes:

- A Kaplan Delivery Specialist, who will be on-site to ensure the highest level of customer service and satisfaction
- Temporary labor
- All cartons will be labeled with a "mark for" label that will identify the room and the area in the room that the item needs to be delivered.
- Our installation crew unloads the truck and distributes cartons to correct rooms and areas.
- Our installation crew will protect walls, floors, doorways, and corners from scratches and dents during delivery and setup.
- Upon request/negotiation, our installation crew will open all cartons, unwrap, and place materials in specified areas.
- Our installation crew will assemble all furniture pieces, placing them in appropriate areas for each classroom setup.
- Upon request/negotiation, our installation crew will inventory all items against a sign off sheet sent with crew.
- Our installation crew will ensure that delivery area and property remain clean upon completion.
- Removal of shipping materials from the building and deposit into a customer-provided dumpster

****Important**** It is Kaplan Early Learning Company's Turnkey Installation policy to not mount or attach items to walls. The customer will be responsible for the mounting and attaching of items to the walls. Any additional information concerning wall installation can be provided by KELC's Total Customer Care professional at time of order placement.

Delivery Assistance includes temporary help per request to assist with unloading and moving product to the classroom. This service requires the sales rep to be present to oversee the temp labor and does not include assembly of product.

Both K-Truck Delivery and Delivery Assistance must be requested and scheduled through your sales representative in order to provide the highest level of customer service in a timely manner. Your area sales representative, Pam Tester, will be on-site to assist with the delivery, installation, set-up, and to help with any training/instruction that may be needed for use of any the materials delivered. Firm delivery dates will be verified after a qualifying order is placed.

Kaplan Early Learning Company's K-Truck Delivery and Delivery Assistance services are unique in our industry. Your area sales representative and contact is Pam Tester ptester@kaplanco.com 800-334-2014 Ext. 6122.

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 3/19/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Scott Insurance
400 Bellemeade Street, Suite 201
Greensboro NC 27401

CONTACT NAME: Carrie Sowards
PHONE (A/C, No, Ext): 336-510-0073 FAX (A/C, No): 434-455-8549
E-MAIL ADDRESS: csowards@scottins.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Travelers Casualty and Surety Company of America (	31194
INSURER B : Travelers Property Casualty Company of America (A+	25674
INSURER C : North River Insurance Company (A)	21105
INSURER D : Zurich American Ins Co A+	16535
INSURER E :	
INSURER F :	

INSURED KAPLEAR-01
Kaplan Early Learning Company, Inc.
1310 Lewisville-Clemmons Rd.
Lewisville NC 27023

COVERAGES **CERTIFICATE NUMBER:** 1302559695 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
D	X COMMERCIAL GENERAL LIABILITY			GLO 2930818-01	10/1/2023	10/1/2024	EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE [X] OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 100,000
	X 25,000						MED EXP (Any one person)	$ 10,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY	$ 1,000,000
	X POLICY [ ] PRO-JECT [ ] LOC						GENERAL AGGREGATE	$ 2,000,000
	OTHER:						PRODUCTS - COMP/OP AGG	$ 2,000,000
								$
D	AUTOMOBILE LIABILITY			BAP 2930819-01	10/1/2023	10/1/2024	COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
							Comp/Collision	$ 1000/1000
B	X UMBRELLA LIAB X OCCUR			CUP-4W930782-24-NF	3/1/2024	10/1/2024	EACH OCCURRENCE	$ 5,000,000
C	EXCESS LIAB CLAIMS-MADE			5228127441	3/1/2024	10/1/2024	AGGREGATE	$ 5,000,000
	DED RETENTION $						10x5 Excess	$ 10,000,000
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N			WC 2930817-01	10/1/2023	10/1/2024	PER STATUTE OTH-ER	
	ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? [ ] N/A	N/A					E.L. EACH ACCIDENT	$ 1,000,000
	(Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000
A	Cyber/Crime Employee Theft/Fidelity Bond			106742187	3/1/2024	3/1/2025	Cyber/Crime Emp Theft/Fid Bond	2000000/1,000,000 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E Mount Faith Ave
Fergus Falls MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Lakeshore Learning Materials, LLC

General Comments:

General Attachments:
Certificate of Insurance (COI) - Lakeshore Learning Materials, LLC.pdf
Forms - Signatures – Lakeshore Learning Materials, LLC.pdf
Lakeshore 2024 Price List with 5% Discount (Cooperative Purchasing Connection).pdf
Pricing Schedule – Lakeshore Learning Materials, LLC.xlsx
Questionnaire - Lakeshore Learning Materials, LLC.pdf
Supplemental Documentation - Lakeshore Learning Materials, LLC.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Lakeshore Learning Materials, LLC

Company Address: 2695 E. Dominguez Street

City, State, Zip code: Carson, CA 90895

Website: www.lakeshorelearning.com

Phone: (800) 421-5354

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Anthony Sanchez	asanchez@lakeshorelearning.com	(308) 281-1371
Contract Manager	Jennifer Doran	jdoran@lakeshorelearning.com	(800) 421-5354 X 2300
Sales Manager	Anthony Sanchez	asanchez@lakeshorelearning.com	(308) 281-1371
Marketing Manager	Brittany Balandis	bbalandis@lakeshorelearning.com	(800) 421-5354 X 2398
Customer Service Manager	Kelly Nagy	knagy@lakeshorelearning.com	(800) 421-5354 X 2603
Account Manager(s)	Anthony Sanchez	asanchez@lakeshorelearning.com	(308) 281-1371

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

AEPA Furniture Contract #022-A Expires: 2/28/2026
Buyboard Contract #667-22 Expires 3/31/2025
Sourcewell Contract #040121 Expires 4/1/2025

Upon award, we will notify all appropriate Lakeshore departments and regional managers about the new contract. Our regional managers will actively spread the word about our new Cooperative Purchasing Connection relationship when visiting customers. If requested, we can create targeted flyers that include specific contract details. We can also note the contract in each participating agency's Lakeshore account. Lakeshore regional managers can also attend any conferences related to Cooperative Purchasing Connection.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
N/A

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
N/A

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Like many great enterprises, Lakeshore started with one person taking a chance. In 1954, an Omaha homemaker named Ethelyn decided to pack up her family and move to California to open a toy store. The move was a bit unconventional for a woman in 1950s America—but entrepreneurs don't typically follow the status quo. Initially, Ethelyn focused on selling toys to parents, but before long, local schools started calling her for art materials and other classroom supplies. Ethelyn listened to her customers. Sensing an untapped market, she sold the store and started Lakeshore Learning Materials.

Eventually, Ethelyn's sons, Charles and Michael, joined the business—expanding operations and turning Lakeshore into a million-dollar company within just a few years. When Ethelyn retired in 1971, Michael assumed the duties of CEO, while Charles became the Vice President in charge of merchandise and buying. Today, Michael's sons, Bo and Josh, are an integral part of the business as well—having worked their way up from summer jobs in the warehouse to CEO and Chief Product Officer, respectively. Two generations later, Lakeshore continues to offer the best products and service around—and we're still expanding! In addition to our growing network of over 60 retail stores, we offer multiple mail-order catalogs to meet the needs of parents, teachers and children worldwide. Plus, our full-service website offers instantaneous access to our catalogs as well as free activity ideas, classroom designs for infants through middle school and much more.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

70% of our customers in the Minnesota tri-state area have been purchasing from us for over 20 years and 90% for over 10 years. We assign a dedicated project manager to each customer, who is supported by internal Lakeshore staff. With Lakeshore, you will be working with a single point of contact from start to finish, making your purchasing process as smooth and seamless as possible. Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

Whether it be our Flex-Space furniture line, or one of the many Sole Source products designed in-house, Lakeshore is constantly paying attention to market trends and the purchasing patterns of our customers. In addition to attending conferences and fairs all over the world, Lakeshore has a dedicated group of former teachers working to develop new materials that they know other teachers will need.

Lakeshore's passion for supporting educators does not end with the products we make. Our Lakeshore Professional Services Group (PSG) is proud to offer personalized, hands-on learning services designed to support the unique and growing needs of teachers and educators.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Lakeshore provides instructional materials and classroom supplies to over 10,000 different customers on a yearly basis.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

K-12 – 40%
Higher Education – 3%
City/County/Government – 3%

5. Describe your experience and sales approach your company will take with participating public agencies.

Here at Lakeshore, we pride ourselves in our 100% customer retention, We assign a dedicated project manager to each customer, who is supported by internal Lakeshore staff. With Lakeshore, you will be working with a single point of contact from start to finish, making your purchasing process as smooth and seamless as possible. Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

Our marketing plan will be managed at our corporate office headquarters in Carson, California. We have marketing and art departments that will be dedicated to the Cooperative Purchasing Connection Marketing Plan. Our Marketing Director is Brittany Balandis, who is committed to marketing this contract to ensure that Cooperative Purchasing Connection participating entities' needs are met.

Our marketing staff has extensive experience implementing strategies throughout the country and will be versed in the intricacies of the contract with Cooperative Purchasing Connection. Marketing staff will be trained to use Cooperative Purchasing Connection as a primary source and will create and distribute materials that specifically emphasize the benefits of working with Cooperative Purchasing Connection and Lakeshore.

Upon award, we will notify all appropriate Lakeshore departments and regional managers about the new contract. Our regional managers will actively spread the word about our new Cooperative Purchasing Connection relationship when visiting customers. If requested, we can create targeted flyers that include specific contract details. We can also note the contract in each participating agency's Lakeshore account. Lakeshore regional managers can also attend any conferences related to Cooperative Purchasing Connection.

Sales will be monitored from the participating agencies provided they reference the Cooperative Purchasing Connection contract on their purchase orders. All reported sales will be provided in the form of a Usage Report. Simply provide a Cooperative Purchasing Connection member list and we will include those members on our reports.

6. Provide any additional information relevant to this section.

N/A

Provide three (3) references that have purchased instructional materials and classroom supplies <u>from your company within the last two (2) years</u>. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. <u>Failure to confirm reference of past work may affect your evaluation.</u>

Reference #1 – Company Name	*Chicago Public Schools*
Service/Product Purchased	*Instructional Materials and Classroom Supplies*
Year of Purchase	*2023*
Reference Contact	*David Kim*
Phone	*(773) 553-2332*
Email	*dkim@cps.edu*

Reference #2 – Company Name	*Peoria Public Schools District 150*
Service/Product Purchased	*Instructional Materials and Classroom Supplies*
Year of Purchase	*2023*
Reference Contact	*Dr. Sandra Wilson*
Phone	*(309) 672-6536*
Email	*sandra.wilson@psd150.org*

Reference #3 – Company Name	*Utica Community Schools*
Service/Purchase Purchased	*Instructional Materials and Classroom Supplies*
Year of Purchase	*2023*
Reference Contact	*CJ Wajeeh*
Phone	*(586) 797-6904*
Email	*cheryl.wajeeh@uticak12.org*

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Experience

Lakeshore has extensive experience working with school districts, early childhood programs (both public and private) and government agencies. Below are a few examples of the types of large orders that we skillfully and conscientiously handle on a regular basis.

- *Milwaukee Public Schools selected Lakeshore to partner in the redesign of kindergarten and 1st-grade classrooms districtwide. The goal was to provide teachers and students with environments that reflected early childhood best practices and would encourage children to collaborate, explore and engage with a variety of resources across domains. Classroom design and furniture selection were created in an intentional way, and the hands-on resources selected provided teachers with opportunities to create stimulating learning centers and opportunities for their students.*

- *For the past two years, we have been providing the Cleveland Metropolitan School District with 4th-, 5th- and 6th-grade activity kits that are aligned to state and national standards in social studies and English language arts. The kits include customized, hands-on materials, as well as extensive teacher guides. Additionally, we offer professional development for the coaches and teachers involved in the project.*

- *District of Columbia Public Schools submitted more than $1.7 million in full classroom orders. The district gave us 400 class-list inventories, which we closely examined in order to determine the schools' specific needs. Finally, we shipped orders to approximately 70 different locations—and then completed classroom setup in just two weeks!*

- *We provided an array of developmentally appropriate STEM kits for infant/toddler, preschool/pre-K and school-age programs in San Antonio. Innovative and engaging, the kits were designed to give children a fun, hands-on introduction to STEM.*

Product Availability and Delivery Capability

We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, we won't bill or invoice you until every item is delivered. From the day we receive your order, you will receive your materials in 7-21 working days, guaranteed. For large orders, we will work with our manufacturers to make sure we have the appropriate stock available to meet your delivery dates.

With more than 2.4 million square feet of warehouse space, we're able to keep items in stock and ready to ship. We have two state-of-the-art distribution centers located in Carson, California, and Midway, Kentucky, enabling us to serve the United States coast-to-coast! Our Carson distribution center is located at our company headquarters near the Ports of Long Beach and Los Angeles, accessible from every major trucking corridor, and our new distribution center in Midway is centrally located for all U.S. customers. Because Lakeshore is uniquely and strategically positioned geographically, our customers receive an unparalleled delivery experience.

From order to delivery, expect the best service in the industry!

- *No invoice until your entire order has shipped*
- *Simple and hassle-free order tracking*
- *Custom labeling—so every item is delivered to the right classroom*
- *A single invoice no matter how many boxes or shipments in your order*
- *Personalized service from order to delivery*

Order Procedure

In order to meet the project delivery schedule, Lakeshore requires purchase orders within 7-21 business days before scheduled delivery dates.

When Lakeshore receives a purchase order from Cooperative Purchasing Connection, your dedicated Lakeshore Inside Partner Lena Nguyen will contact CPC to coordinate the logistics of the delivery, such as:

- *Delivery dates and locations*
- *Unloading restrictions*
- *Stairs/elevator restrictions*
- *Setup requirements*

Once delivery details are confirmed, Lena will process your purchase orders and work with our Traffic Department to arrange delivery dates according to your schedule.

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, KY and Carson, CA), until CPC provides confirmation to release orders and schedule deliveries.

Delivery of Goods

Lakeshore typically ships over a million boxes via Fedex each year, with four to eight Fedex semi-truckloads leaving our warehouses every day. We contract with five trucking companies that deliver 45,000 truckloads of materials each year to different regions across the country, and that number is growing.

Delivery Time is 7-21 business days ARO.

Lakeshore is flexible and can alter delivery and installation schedules if CPC's schedule changes.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Lakeshore's commitment to service is unparalleled from start to finish. Not only can we comply with all terms and conditions of the RFP, we can also provide a seamless experience from designing classrooms through delivery and beyond. Lakeshore's classroom design team draws from our complete line of furniture to create classrooms that support the most up-to-date education practices while supporting the needs of children and teachers.

Our furniture is designed by expert educators in partnership with furniture engineers to ensure function and durability are blended—creating items that perfectly meet the needs of educators and students. We also create every piece to be top of the line. We believe that every child deserves the best—which is why all of our furniture is designed to be the best. We don't offer upgrades or additions, as all furniture is designed to be the highest quality from the outset. In addition, we offer exceptional details, including metal-to-metal construction, removable casters with no-scratch bottoms, and more.

Our commitment is evidenced by the fact that we thoroughly inspect each shipment we receive and never drop-ship. Upon ordering, Lakeshore is able to ship complete classrooms quickly and efficiently—with custom cartoning and labeling so every item gets to the right location. At delivery, we offer a complete white-glove experience and a degree of flexibility that demonstrates the value of a true partnership. Because we are always in stock, we ship efficiently, quickly and completely. If for any reason the customer experiences unforeseen delays in construction or other issues, we can store complete orders at our distribution facilities. We are certain that we can offer unmatched service in our partnership with CPC.

At Lakeshore, we have extensive classroom experience. Our product developers are true educators who understand the functional requirements of classroom furniture. They ensure that our furniture is the best by conferring regularly with thought leaders and other experts in education research and design. Each Lakeshore furniture line is designed with the specific needs of students in mind, is developmentally appropriate and includes intentional elements that enhance the learning experience.

Flex-Space Furniture

Lakeshore designed Flex-Space to allow teachers to arrange flexible spaces that fluidly change throughout the day—supporting a wide variety of independent and cooperative learning activities, while also giving students choices about how they learn best. Innovative, comfortable and versatile, Flex-Space promotes inspiration and equips students for success in the 21st-century world. What better springboard for helping children create, collaborate, communicate and think critically!

From balance ball seats and cozy couches to mobile desks and tables that glide wherever students need them, Flex-Space provides the flexibility that 21st-century classrooms demand. Created for kindergarten through eighth grade, Flex-Space gets students actively involved in their own education, discovering which learning methods work best for them, and ultimately developing the higher-level thinking needed for college and career success.

Lakeshore's expert development team created Flex-Space to meet the highest standards of quality, durability and lasting value—all hallmarks of the company's long-standing reputation. Highlights of Flex-Space furniture include:

- ***Mobility:** Built-in locking casters (which can also be easily removed) quickly transport furniture as activities change throughout the day. This makes it easy to create custom spaces for independent work, group projects, whole-class presentations and more.*
- ***Collaborative Spaces:** Desks and tables configure multiple ways to support student interaction, while cozy carpets and chairs provide comfortable settings for small-group meetings.*
- ***Flexible Seating:** A variety of seating options lets students choose those that help them focus and perform at their best—whether they prefer wobble chairs, beanbag seats or one of many other options.*

Outdoor Furniture

We also offer a full line of rugged outdoor classroom furniture that is specifically designed to withstand exposure to the elements. Outdoor furniture includes tables, storage units, privacy nooks and even comfy furniture. The entire line was designed to be functional and easy to use. For example, cushions feature fade-resistant and water-resistant covers and attach to the seats with a simple hook-and-loop fastener. The entire line is crafted from all-weather, easy-clean materials that include hidden metal construction that is built to last. We have even created all-weather covers that slip right over the storage units to help protect materials.

Heavy-Duty, Classic Birch, Kids Colors™ Furniture and More

Our Heavy-Duty, Classic Birch and Kids Colors furniture lines were designed with the specific needs of preschoolers in mind. Each piece is sized specifically for little ones while simultaneously keeping the needs of educators in mind. In addition to chairs and tables, each line includes storage units that have been specifically designed to store and organize materials required in high-quality early childhood classrooms. Lakeshore also offers top-quality carpets, soft seating and sturdy cots in addition to special furniture pieces needed in a preschool classroom. For example, our dramatic play furniture is designed with play in mind and has undergone extensive testing to meet real-world expectations. Likewise, our sensory tables are crafted for durability—plus, they are easy to clean and perfectly sized for little ones. We are confident that we have everything you need to completely furnish any early childhood classroom.

First Steps® and Connective Furniture

First Steps was created specifically for infants and toddlers. This beautiful birch line includes a non-toxic, wipe-clean finish for easy cleaning and care. It is also GREENGUARD Certified to help improve the quality of indoor air and earn LEED points. The design of the furniture includes a dense, rounded cruising rail, which is perfect to help little ones stand and eventually take their first steps. The pieces are also scientifically weighted to prevent tipping as little ones grasp for balance and learn to stand and walk. Shelf heights are accessible for little ones, and the overall low heights help caregivers keep toddlers in view. The variety of furniture pieces also helps support different classroom needs—from open materials storage to a locking cabinet. We also offer connective furniture, which is easily configured and includes storage units, panels and gates to accommodate any space. Connective furniture is ideal for creating nurturing spaces while supporting the practical classroom needs of caregivers and children.

Classroom Design

Our classroom design team is comprised of expert educators with years of real-life classroom experience. When it comes to classroom layout, they understand best practices and incorporate the most current research on learning and teaching while designing each classroom. Having designed thousands of classroom layouts, the team is able to identify and solve a variety of potential problems before they become problems. The team has designed a wide range of learning spaces, including traditional classrooms, flexible classrooms, outdoor classrooms, media centers, libraries and more. They also review and implement any requirements related to licensing, state or federal regulations, curriculum or accreditation standards, and more. We also offer complimentary 3-D classroom layouts for all Complete Classrooms® orders, which include "scaled" renderings depicting all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality.

After approval of classroom renderings, ordering and delivery is easy! Plus, everything ships together in a single order. You never need to worry about a partial classroom delivery or materials being left on the playground. Our installation teams ensure that every delivery runs smoothly and efficiently—and we don't leave until you are happy. Finally, we won't bill or invoice until every item is delivered—and you can expect your materials as soon as 7-10 business days from our California distribution center and 2-4 business days from our Kentucky distribution center.

Installation Procedure

On delivery day, we take care of everything! Our delivery teams are trained to provide unbeatable service from the moment they arrive. We'll take care of every detail from start to finish. Lakeshore's Installation Supervisor will supervise the delivery to ensure that all items are assembled, complete setup in each room, and remove all debris such as cardboard and packaging. Upon completion of each installation, our supervisor will also verify that classrooms are left in ready to move in condition! Should any rooms require further cleaning, such as vacuuming, dusting or mopping, additional cleaning services will be arranged.

Installation Team

Lakeshore is proud to offer in-house highly trained installation and service team. With over 100,000 installations successfully completed to date, Lakeshore is fully equipped in assisting school districts with complete classroom or expansion projects! Lakeshore does not anticipate any delays in installations and can fulfill installation projects of any size! The number of staff Lakeshore assigns to an installation project depends on the size of the order and the number of days required to complete installation. Lakeshore does not anticipate any delays in installations and can fulfill installation projects of any size! Lakeshore will require a minimum of 10 business days' notice to coordinate installation requirements. The number of staff Lakeshore assigns to an installation project depends on the size of the order and the number of days required to complete installation.

On the date of installation, our team will meet the truck, offload materials, and place all materials in designated area(s) or classroom(s). A supervisor will supervise the delivery to ensure that all items are assembled, complete set-up in each room and remove all debris such as cardboard and packings.

Dealer/Manufacturer Authorization

Lakeshore develops and manufactures the vast majority of the items featured in our catalogs, retail stores and website. As a direct manufacturer, we are not restricted from sales, territories, or Dealer Authorizations. For this proposal, we are happy to offer our complete furniture lines for RFP #25.2. Please visit our website, www.LakeshoreLearning.com, or review the enclosed catalogs and price list to view all of our available products.

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:

AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT
LA LC LCW LDA LK LL LM PP PX RA RE RJ RR TT YB

Please see the attached store list for authorized Lakeshore retail stores.

We certify that we are the manufacturer of, and are authorized to sell and install all Lakeshore Learning Materials products and furniture lines.

Quality & Safety
At Lakeshore, children's safety is our highest priority—and we know it's the top concern of our customers, too. That's why we want to provide you with detailed information about Lakeshore's testing and certification process…and share with you the rigorous steps we take to ensure our products are safe.

In the 70 years that we've been in business, Lakeshore has always been a huge step ahead when it comes to safety. Not only are we in full compliance with all the current U.S. safety regulations, but we also have our own in-house Quality Assurance Team that tests and inspects every item we carry with even more rigorous standards than those required by law. Every item we sell must meet or exceed all the government safety requirements, or we don't carry it—period.

For us, safety begins at the moment a product idea is conceived and put into development. First, we ensure that all the materials that go into each new product are safe. The materials must be phthalate-compliant (phthalates are sometimes found in PVC and other plastics), as well as BPA-compliant (BPA, or bisphenol A, is sometimes found in clear, hard plastics). The materials must also pass strict standards for lead content.

Once we confirm that the materials, we're using are safe, we conduct exhaustive "use and abuse" testing to make sure each product will remain safe through years of everyday use. And after a product passes our rigorous testing, it is then tested and certified by a third-party testing laboratory. Finally, we continue to monitor the safety of our products through periodic testing, both internally and by third-party labs, to ensure that our suppliers maintain the high level of integrity we demand of our materials.

For Lakeshore, children's safety always comes first. You can rest assured that the products we sell are safe and that we are doing everything we can to provide our customers with superior-quality products that they can trust with their children.

Lakeshore strives to offer the best possible pricing, which we pass along to our customers every day. Regardless of volume, if CPC contracts with Lakeshore, the board will receive the highest- quality products and the current best pricing available. With a 99% fill rate, Lakeshore is in stock and ready for immediate delivery.

When you work with Lakeshore, you get more than a vendor. You get a partner to help realize the educational goals of CPC.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Order Procedure
In order to meet the project delivery schedule, Lakeshore requires purchase orders within 7-21 business days before scheduled delivery dates.

When Lakeshore receives a purchase order from Cooperative Purchasing Connection, your dedicated Lakeshore Inside Partner Lena Nguyen will contact CPC to coordinate the logistics of the delivery, such as:

- *Delivery dates and locations*
- *Unloading restrictions*
- *Stairs/elevator restrictions*
- *Setup requirements*

Once delivery details are confirmed, Lena will process your purchase orders and work with our Traffic Department to arrange delivery dates according to your schedule.

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, KY and Carson, CA), until CPC provides confirmation to release orders and schedule deliveries.

Orders can be placed online at www.LakeshoreLearning.com, over the phone by calling (800) 778-4456, by fax (800) 537-5403 or by emailing PO's to orderdept@lakeshorelearning.com. If ordering online, participating members must reference "Per RFP #25.2" in the comment section at checkout.

eProcurement
Lakeshore offers custom eProcurement solutions that can meet all electronic ordering and invoicing needs. Our eProcurement team serves over 5,000 organizations nationwide, from metropolitan school districts to local Head Starts. We can create custom Procurement websites, as well as electronic integration via cxml punchout and EDI.

Benefits of Custom E-Procurement Websites

Online Ordering
- *Control spending by setting up authorized users and restrictions.*
- *Improve efficiency*
- *Simplify reporting & reconciliation*
- *Achieve "green" goals*
- *Access to contract pricing!*

Online features
- *Online order tracking and administration*
- *Purchasing system integration (SAP, Oracle & more)*
- *Custom spending thresholds and approval processes*
- *Custom product assortments and terms*
- *Setup is fast and secure!*

Customization
Lakeshore has the capability of creating separate user logons and passwords, with no limit of users!
We can also customize our ePro website to limit purchases to just Classroom Furniture. Terms such as discount, free shipping, and tax exemption are built right into the site, so you always receive contract pricing.

Restrictions
We can also add in levels of approval routing (up to three different approval levels) into the site, along with individual. We can also narrow down item selection to target your schools' needs, such as removing certain types of items. Individual users can also be assigned spending limits or budgets, so that they do not exceed limits when shopping.

Purchase Options
Staff can purchase online by using a purchase order, or credit card. For further customization, please contact our customer service team at (855) 827-5830.

Our E-Procurement team is available to discuss eProcurement options or EDI integration with CPC's systems by phone at (855) 827-5830 or via email at myepro@lakeshorelearning.com.
Lakeshore will not be including a dealer network.

Installation Procedure
On delivery day, we take care of everything! Our delivery teams are trained to provide unbeatable service from the moment they arrive. We'll take care of every detail from start to finish. Lakeshore's Installation Supervisor will supervise the delivery to ensure that all items are assembled, complete setup in each room, and remove all debris such as cardboard and packaging. Upon completion of each installation, our supervisor will also verify that classrooms are left in ready to move in condition! Should any rooms require further cleaning, such as vacuuming, dusting or mopping, additional cleaning services will be arranged.

Complete Classrooms® design, delivery and white-glove installation service complimentary on orders of $20,000 or more that ship to a single location in the contiguous United States.

Depending on delivery location, additional charges may apply. This service includes:

- *Unpacking and assembly*
- *Supervised setup in a classroom, a library, a media center or other learning space*
- *Custom labeling and boxing of orders by designated information, such as by classroom or teacher*
- *Supervised verification that all rooms are in ready-to-move-in condition*

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

With more than 2.4 million square feet of warehouse space, we're able to keep items in stock and ready to ship. We have two state-of-the-art distribution centers located in Carson, California, and Midway, Kentucky, enabling us to serve the United States coast-to-coast!

Lakeshore is proud to have a 99% fill rate. We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, we won't bill or invoice you until every item is delivered. From the day we receive your order, you will receive your materials in 7-21 working days, guaranteed. For large orders, we will work with our manufacturers to make sure we have the appropriate stock available to meet your delivery dates.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

We can't say it enough: Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

Customer Service Center:

Address: *Lakeshore Learning Materials - Customer Service Department*
2695 E. Dominguez St., Carson, CA 90895
Phone: *(800) 428-4414*
Fax: *(310) 537-4261*
E-Mail: *lakeshore@lakeshorelearning.com*
Hours of Operation: Monday–Friday, 6:00 a.m.–6:00 p.m., PST

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Our marketing plan will be managed at our corporate office headquarters in Carson, California. We have marketing and art departments that will be dedicated to the Cooperative Purchasing Connection Marketing Plan. Our Marketing Director is Brittany Balandis, who is committed to marketing this contract to ensure that Cooperative Purchasing Connection participating entities' needs are met.

Our marketing staff has extensive experience implementing strategies throughout the country and will be versed in the intricacies of the contract with Cooperative Purchasing Connection. Marketing staff will be trained to use Cooperative Purchasing Connection as a primary source, and will create and distribute materials that specifically emphasize the benefits of working with Cooperative Purchasing Connection and Lakeshore.

Upon award, we will notify all appropriate Lakeshore departments and regional managers about the new contract. Our regional managers will actively spread the word about our new Cooperative Purchasing Connection relationship when visiting customers. If requested, we can create targeted flyers that include specific contract details. We can also note the contract in each participating agency's Lakeshore account. Lakeshore regional managers can also attend any conferences related to Cooperative Purchasing Connection.

Sales will be monitored from the participating agencies provided they reference the Cooperative Purchasing Connection contract on their purchase orders. All reported sales will be provided in the form of a Usage Report. Simply provide a Cooperative Purchasing Connection member list and we will include those members on our reports.

7. Describe your company's contract implementation or customer transition plan.

Upon award, your dedicated Lakeshore representative Brittany Kerwin will reach out to confirm all post-award requirements and provide a timeframe for delivery of goods. All internal teams and personnel assigned to the account will be briefed on

contractual requirements. If your order includes furniture or other goods needing installation, Lakeshore offers installation services, as outlined below.

Order Procedure
Cooperative Purchasing Connection participating entities can order by credit card or purchase order. (In order to meet the project delivery schedule, Lakeshore requires purchase orders within 7-21 business days before scheduled delivery dates.)

When Lakeshore receives an order from a Cooperative Purchasing Connection participating entity, your dedicated Lakeshore Sales Support Specialist Lena Nguyen will contact the member to coordinate the logistics of the delivery, such as:

- *Delivery dates and locations*
- *Unloading restrictions*
- *Stairs/elevator restrictions*
- *Setup requirements*

Once delivery details are confirmed, Lena will process the order and work with our Traffic Department to arrange delivery dates according to your schedule.

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, KY and Carson, CA), until the Cooperative Purchasing Connection participating entity provides confirmation to release orders and schedule deliveries.

Sales Support Specialist Name: Lena Nguyen
Address: 2695 E. Dominguez Street, Carson, CA 90895
Phone: (800) 421-5354 ext. 2760
Fax: (310) 537-7990
E-Mail: lnguyen@lakeshorelearning.com

Online Ordering System – Lakeshore ePro Site
Lakeshore is proud to offer Cooperative Purchasing Connection participating entities a free eProcurement website to help schools and institutions cut administrative costs, streamline processes, and put the entire purchasing cycle at their fingertips. Our eProcurement team serves over 10,000 organizations nationwide, from metropolitan school districts to local Head Starts. We can customize multiple features and support electronic integration via cxml punchout and EDI.

Cooperative Purchasing Connection participating entities' free eProcurement website will display item name, item number, item description, intended age/grade range, catalog price, contract price, image(s) of the product, assembly information (if applicable), shipping information (if applicable), eco-labeling (if applicable), warranty information, and more.

Lakeshore's eProcurement website complements any purchasing system (Oracle, SAP, Ariba, Skyward and more) and includes only those features you need.

Delivery of Goods
Lakeshore typically ships over a million boxes via Fedex each year, with four to eight Fedex semi-truckloads leaving our warehouses every day. We contract with five trucking companies that deliver 45,000 truckloads of materials each year to different regions across the country, and that number is growing.

Delivery Time is 7-21 business days ARO for ship-to destinations within the contiguous United States. For orders shipping to Alaska and Hawaii, please allow 2-4 weeks. Shipments to APO/FPO addresses take 4-6 weeks. Shipments to U.S. territories take 3-6 weeks. We ship to the following U.S. territories: Puerto Rico, U.S. Virgin Islands, Guam, Marshall Islands, Palau, American Samoa, Federated States of Micronesia and Northern Mariana Islands. Freight charges will apply to orders shipping outside of the contiguous United States.

Lakeshore is flexible and can alter delivery and installation schedules if the Cooperative Purchasing Connection participating entity's schedule changes.

Product Availability and Delivery Capability
From order to delivery, expect the best service in the industry!

- *More than 2.4 million square feet of warehouse space in Carson, California, and Midway, Kentucky, to keep items in stock and ready to ship*
- *Simple and hassle-free order tracking*
- *Custom labeling—so every item is delivered to the right classroom, library, media center or other learning space*

- *A single invoice no matter how many boxes or shipments in your order*
- *Personalized service from order to delivery*

Classroom Design Planning
We have extensive experience partnering with Site and Design Advisory Teams on large classroom projects. Upon award, our team can meet with Advisory Boards to visit the classroom sites to measure, develop and deliver 3-D renderings of each classroom at no additional cost.

We will offer complimentary 3-D classroom layouts for all Complete Classrooms® orders, which include "scaled" renderings depicting all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality in each classroom environment. Using our experienced Sales, Design and Installation teams, you get the expertise you need and the support you want.

Installation Procedure
On delivery day, we take care of everything! Our delivery teams are trained to provide unbeatable service from the moment they arrive. We'll take care of every detail from start to finish. Lakeshore's Installation Supervisor will supervise the delivery to ensure that all items are assembled, complete setup in each room, and remove all debris such as cardboard and packaging. Upon completion of each installation, our supervisor will also verify that classrooms are left in ready to move in condition! Should any rooms require further cleaning, such as vacuuming, dusting or mopping, additional cleaning services will be arranged.

Complete Classrooms® design, delivery and white-glove installation service complimentary on orders of $20,000 or more that ship to a single location in the contiguous United States.
Depending on delivery location, additional charges may apply. This service includes:
- *Unpacking and assembly*
- *Supervised setup in a classroom, a library, a media center or other learning space*
- *Custom labeling and boxing of orders by designated information, such as by classroom or teacher*
- *Supervised verification that all rooms are in ready-to-move-in condition*

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.
Lakeshore offers custom eProcurement solutions that can meet all electronic ordering and invoicing needs. Our eProcurement team serves over 5,000 organizations nationwide, from metropolitan school districts to local Head Starts. We can create custom Procurement websites, as well as electronic integration via cxml punchout and EDI. Benefits of Custom E-Procurement Websites include online ordering, control spending by setting up authorized users and restrictions, improve efficiency, simplify reporting & reconciliation, achieve "green" goals, and access to contract pricing! Online order tracking and administration, purchasing system integration (SAP, Oracle & more), custom spending thresholds and approval processes, custom product assortments and terms, setup is fast and secure. Lakeshore has the capability of creating separate user logons and passwords, with no limit of users. We can also customize our e-Procurement website to limit purchases to just Classroom Furniture. Terms such as discount, free shipping, and tax exemption are built right into the site, so you always receive contract pricing. We can also add levels of approval routing (up to three different approval levels) into the site, along with individual. We can also narrow item selection to target customers' needs by removing certain categories of items. Individual users can also be assigned spending limits or budgets, so that they do not exceed limits when shopping. Staff can purchase online by using a purchase order or credit card. For further customization or EDI integration with Cooperative Purchasing Connection systems, contact our ePro support team at (855) 827-5830 or via e-mail at myepro@lakeshorelearning.com.

9. Provide any additional information relevant to this section.
N/A

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.

X Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Pricing is the same or better as offered to cooperative purchasing organizations or state purchasing departments.

2. Describe how participating agencies will verify they are receiving contract pricing.
Must reference "Per Bid #25.2" on all purchase orders to receive these terms.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
No minimum order requirement. Free shipping on all orders shipping to one location in the contiguous United States.

4. Describe your warranty and warranty process for all products and services.
We unconditionally guarantee every item. We stake our reputation on the quality of our products. If you are unhappy with any item for any reason, return it to us for a full refund or exchange.

- ***Lifetime warranty*** *on premium-quality classroom furniture, tables and desks, chairs, and cots*
- ***10-year warranty*** *on Classroom Carpets*
- ***5-year warranty*** *on Write & Wipe Mobile Tables & Desks, Outdoor Furniture, trikes, and cribs*
- *All other items receive a full-year warranty (unless otherwise noted)*

5. Describe the return process and restocking fees associated with a return.
We can't say it enough: Customer satisfaction is our number-one priority. In addition to a dedicated Inside Partner, our in-house Customer Service Department is staffed with multifaceted individuals who go out of their way to provide a peak experience. Our Customer Service representatives are available to assist with any questions regarding our products. They can be reached at (800) 428-4414 Monday–Friday, 6:00 a.m.–6:00 p.m., PST.

Not only are our products distinguished by their quality, educational merit and safety—they're also backed by our ironclad guarantee: If you are unhappy with any item for any reason, you may return it for a full refund or exchange…no questions asked.

Customer Service – Sales Support Specialist:
Name: *Lena Nguyen*
Address: *2695 E. Dominguez Street, Carson, CA 90895*
Phone: *(800) 421-5354 ext. 2760*
Fax: *(310) 537-7990*
E-Mail: lnguyen@*lakeshorelearning.com*

Customer Service Center:
Address: *Lakeshore Learning Materials - Customer Service Department*
2695 E. Dominguez St., Carson, CA 90895
Phone: *(800) 428-4414*
Fax: *(310) 537-4261*
E-mail: *lakeshore@lakeshorelearning.com*
Hours of Operation: Monday–Friday, 6:00 a.m.–6:00 p.m., PST

6. Describe any promotional opportunities on top of contract pricing that might be available.
Our marketing plan will be managed at our corporate office headquarters in Carson, California. We have marketing and art departments that will be dedicated to the Cooperative Purchasing Connection Marketing Plan. Our marketing staff has extensive experience implementing strategies throughout the country and will be versed in the intricacies of the contract with CPC. Marketing staff will be trained to use CPC as a primary source and will create and distribute materials that specifically emphasize the benefits of working with CPC and Lakeshore. Our Director of Marketing and Events is Brittany Balandis, who is committed to marketing this contract to ensure that CPC participating agencies needs are met.

Upon award, we will notify all appropriate Lakeshore departments and regional managers about the new contract. Our regional managers will actively spread the word about our new CPC relationship when visiting eligible customers. Additionally, Lakeshore will market the new contract to all CPC eligible members in the following ways:

***Digital Marketing**:*
Lakeshore's Marketing Department works with national and regional partners (including cooperatives) to develop a digital plan and creative to support their needs. Typically, assets for website or email needs are created on a monthly, every-other-month or quarterly cadence, and can be provided to the co-op for distribution via its own marketing channels (website, newsletter, email, etc.) or sent directly to co-op members from Lakeshore (all dependent on the preferred method).

Local Sales Rep Support:
Lakeshore has an on-the-ground staff of 117 Sales representatives located across the country. Also a dedicated cooperative team works directly with the Marketing Department at Lakeshore's headquarters to ensure customer requests for materials (emails, flyers, etc.) are customized to their requested specifications and unique needs.

Local Store Support:
Lakeshore operates 62 retail stores across the country. Lakeshore's retail presence not only provides a channel for direct sales of products and services to our customers, but also allows the company to be further involved and invested in the local education community. Lakeshore offers free, customized in-store events to our customers (i.e., customers can elect to host a professional development training, staff appreciation day, or family engagement event at our store for no cost), as well as other great resources and perks.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Lakeshore's standard payment terms are Net 30 Days. For your convenience, we accept a wide variety of payment options to make ordering a breeze, including check, money order/cashier's check, ACH and EDI. We also accept Purchasing Cards (Pcards).

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Lakeshore is committed to offering the best pricing we possibly can. Catalogs and prices are subject to change with the release of new catalogs in January and February of each year and in the event of significant factors outside our control, such as government-imposed import tariffs.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

The discount being offered will be applicable to all new product introductions and will align with the established contract pricing.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Sales will be monitored from the participating agencies provided they reference "Per Bid #25.2" on their purchase orders. All reported sales will be provided in the form of a usage report.

11. Provide any additional information relevant to this section.

N/A

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Industry Leader
Lakeshore is proud to be an industry leader in many important ways. Below we have outlined several key areas where service greatly impacts student outcomes. We believe that agencies like Cooperative Purchasing Connection should expect all of these things as minimum requirements for any vendor who wishes to do business with them.

- *Product Safety: Lakeshore will provide up-to-date testing documentation upon request to ensure that each item sold or distributed meets all current ASTM requirements.*

- *Distribution: NO DROP SHIPMENTS. All orders arrive 100% complete, in one shipment, from one point of origin—Lakeshore's distribution center.*

- *Custom Cartoning & Labeling: Boxes are labeled by site, by classroom, and/or by teacher name so materials can be quickly inventoried and delivered to each location without error.*

- *Delivery Services: Lakeshore offers complimentary White-Glove Service on Complete Classroom orders over $20,000 shipping to a single location within the contiguous U.S. (may include additional charge for remote locations), which includes working with on-site personnel to schedule the delivery, meeting the truck upon arrival, coordinating with site contacts, assembling all furniture, placing materials, and organizing each room to specification.*

- *Classroom Layouts: Lakeshore provides complimentary 3-D classroom layouts for all Complete Classroom orders, which includes scaled renderings depicting all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality in each classroom environment.*

- *E-Procurement Services: Lakeshore offers complimentary and customized e-procurement services that are compatible with in-house purchasing systems and web-based platforms (Oracle, Ariba, SAP, Skyward, etc.). We offer a full-service menu of functions including quick order approval, multi-level approvals, user-specific budgets, customized product assortments, multiple payment options, easy self-service user administration, and more.*

- *Warranties & Guarantees: Lakeshore offers a lifetime warranty on all premium-quality classroom furniture, tables and desks, chairs, and cots, a 10-year warranty on all classroom carpets, a 5-year warranty on all write & wipe mobile tables & desks, outdoor furniture, trikes and cribs, a full-year warranty on all other items, and an unconditional guarantee of satisfaction on all purchases.*

GREENGUARD Gold Certification: Lakeshore's furniture lines are certified by the GREENGUARD Environmental Institute to support low emissions standards—reducing chemical pollutants and helping to improve indoor air quality

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

- *Must reference "Per Bid# 25.2" on all purchase orders to receive the terms given to Cooperative Purchasing Connection*
- *Discounts are not applicable to sale items.*
- *Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change with the release of new catalogs in January and February of each year and in the event of significant factors outside our control, such as government-imposed import tariffs.*

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

N/A

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Lakeshore Learning Materials, LLC	**Date**	8/29/24
Address	2695 E. Dominguez Street	**City, State, Zip**	Carson, CA, 90895
Contact Person	Christopher Kingston	**Title**	Bid Analyst
Authorized Signature		**Title**	Bid Analyst
Email	biddept@lakeshorelearning.com	**Phone**	(800) 421-5354

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Lakeshore Learning Materials, LLC **Authorized Signature** 8/29/24

Full Name Christopher Kingston **Title** Bid Analyst

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Lakeshore Learning Materials, LLC

If a subcontractor will not be used, check this box: ✓

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Lakeshore®

September 16, 2024

Cooperative Purchasing Connection
Amy Lohse
1001 E Mt Faith Ave
Fergus Falls, MN 56537

RE: Bid #25.2 Instructional Materials and Classroom Supplies

Dear Amy Lohse and Cooperative Purchasing Connection Staff,

Thank you for providing Lakeshore Learning Materials the opportunity to respond to Bid #25.2 Instructional Materials and Classroom Supplies. Lakeshore is dedicated to creating innovative educational materials and furniture that spark young imaginations, instill a sense of wonder and foster a lifelong love of learning. With materials, furniture and environments for students of all ages, we help each individual reach developmental milestones and achieve education goals—while still having fun!

OFFER

Lakeshore is pleased to present the following offer to Cooperative Purchasing Connection:

- 5% discount on all non-sale items from Lakeshore's catalogs, website (www.LakeshoreLearning.com) and retail stores (see attached Store List for locations).
- Free shipping on all orders shipping to a single location in the contiguous United States.

Complimentary Complete Classrooms® design, delivery and white-glove installation service on orders of $20,000 or more that ship to a single location in specific areas within the contiguous United States. Please reach out to your local Lakeshore Representative Brittany Kerwin to determine if additional charges may apply based on delivery location.
Depending on delivery location, additional charges may apply. This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

Must reference "Per Bid #25.2" on all purchase orders to receive these terms.

Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs or global pandemic; for current prices please visit www.LakeshoreLearning.com.

Lakeshore®

DELIVERY OF GOODS

Lakeshore ships millions of boxes each year, with numerous semi-truckloads leaving our warehouses every day. We contract with leading trucking companies that deliver thousands of truckloads of materials each year to different regions across the country, and that number is growing.

Lakeshore is flexible and can alter delivery and installation schedules if Cooperative Purchasing Connection's schedule changes.

PRODUCT AVAILABILITY AND DELIVERY CAPABILITY

Two National Distribution Centers to Serve You!

With two national distribution centers serving the eastern and western regions of the United States, we can provide fast shipping anywhere in the country. And with 2.4 million square feet of storage capacity, our in-stock rate is among the highest industry-wide!

- No drop shipments—all orders ship direct from Lakeshore
- Simple and hassle-free order tracking
- Custom labeling—so every item is delivered to the right classroom, library, media center or other learning space
- Personalized service from order to delivery

Lakeshore®

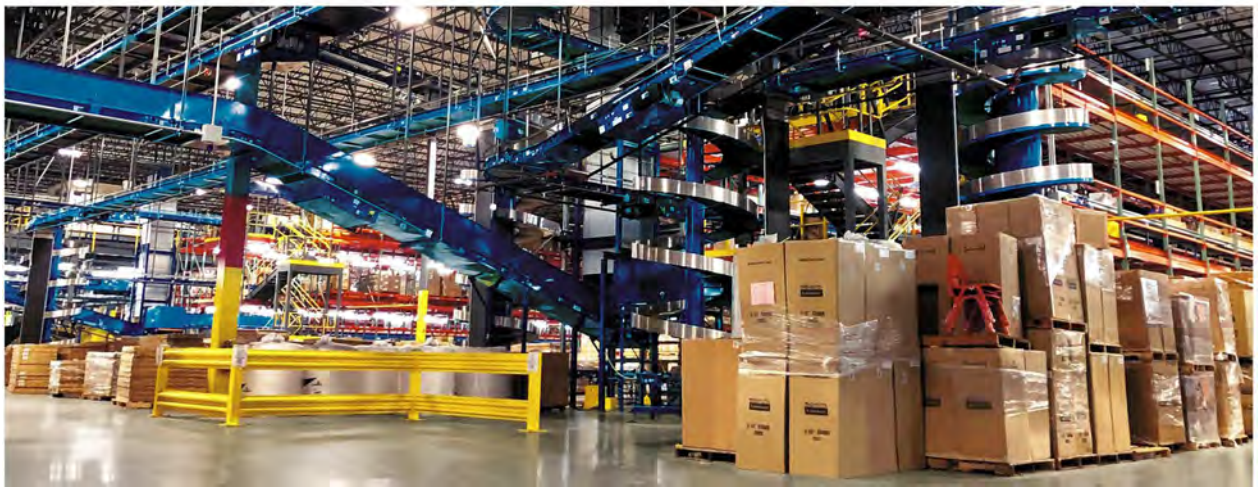
INSTALLATION PROCEDURE

On delivery day, we take care of everything—with White-Glove Delivery and Installation service*! This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

* **Complimentary Complete Classrooms® design, delivery and white-glove installation service on orders of $20,000 or more that ship to a single location in specific areas within the contiguous United States. Please reach out to your local Lakeshore Representative Brittany Kerwin to determine if additional charges may apply based on delivery location.**

Lakeshore®



OUR APPROACH TO PRODUCT DEVELOPMENT

At Lakeshore, we develop our products based on recognized, evidence-based best practices. Designed to meet grade-level expectations and to support the achievement of key developmental milestones, Lakeshore products are created by expert educators with years of classroom experience. All products are developed with intentionality and designed to focus on and support principles and practices identified in current research; each product is evaluated for its alignment with the available research as well as for its practical functions in the classroom or other learning space.

In addition to independent laboratory testing, Lakeshore products are both teacher-tested and child-tested to ensure appropriateness, durability and safety. From development to manufacturing, we maintain strict oversight to ensure the quality of our products.

DIRECT MANUFACTURER

With Lakeshore, you're working with a single point of contact from start to finish. As the direct manufacturer of Lakeshore products, we develop a vast majority of the items featured in our catalogs, in our retail stores and on our website. We are not restricted from sales, territories or dealer authorizations. In addition, our products are backed by our ironclad guarantee: If you are unhappy with any item for any reason, return it to us for a full refund or exchange.

We maintain strict control of manufacturing specifications and processes. The fully staffed office near our overseas factories ensures top-quality, virgin raw materials are used. Plus, our in-house mechanical/process engineers regularly inspect and consult with the factories, ensuring manufacturing processes operate effectively, producing consistent, high-quality furniture pieces. In-house inspectors also conduct strict and thorough factory inspections on all orders following manufacturing—before furniture units are shipped and stocked at Lakeshore distribution centers.

Lakeshore®

CLASSROOM & SCHOOL DESIGN PLANNING

We have extensive experience partnering with site and design advisory teams on large projects. Upon award, our team can meet with advisory boards to visit classrooms, libraries, media centers or other sites to measure, develop and deliver complimentary 3-D classroom layouts. These "scaled" 3-D renderings are available at no additional cost—and feature all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality in each environment.

All classroom and school design services are supported by traditional furniture for preschool to kindergarten and flexible furniture options for preschool to high school settings. All Lakeshore furniture is developed in-house by educators and design engineers who ensure that all units are manufactured for ultimate strength and durability. In addition, our in-house team of mechanical/process engineers assist with the selection of raw materials, ensuring the highest quality and appropriateness for all furniture.

PROFESSIONAL DEVELOPMENT

Lakeshore Professional Services Group (PSG) is proud to offer personalized, hands-on learning services designed to support the unique and growing needs of teachers and educators. As educators themselves, our PSG specialists will partner with you to customize the perfect mix of content and training to support your professional development needs.

In addition, our team will assist you with every step of the process:

- Determine your learning goals
- Assist with your organization's decision-making process
- Create a custom solution specific to your content/training needs
- Plan and lead implementation

Below are just a few of our wide range of standing topics:

- Social-Emotional Development
- Flexible Seating for 21st-Century Classrooms
- Developmentally Appropriate Activities
- Language and Literacy
- Cognitive Development
- STEM/STEAM
- Standards for Mathematical Practice
- Environments
- Instructional Support
- Intervention

Professional Development can be tailored for a variety of audiences, including teachers, administrators and parents. Choose from in-person events, live or recorded virtual sessions, or a combination of both.

Lakeshore®

ORDER PROCEDURE

When Lakeshore receives a purchase order from Cooperative Purchasing Connection, your dedicated Lakeshore Sales Support Specialist, Lena Nguyen, will contact Cooperative Purchasing Connection to coordinate the logistics of the delivery, such as:

- Delivery dates and locations
- Unloading restrictions
- Stairs/elevator restrictions
- Setup requirements

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, Kentucky, and Carson, California) until Cooperative Purchasing Connection provides confirmation to release orders and schedule deliveries.

PRODUCT WARRANTY

We unconditionally guarantee every item. We stake our reputation on the quality of our products. If you are unhappy with any item for any reason, return it to us for a full refund or exchange.

- **Lifetime warranty** on premium-quality classroom furniture, tables and desks, chairs, and cots
- **10-year warranty** on Classroom Carpets
- **5-year warranty** on Write & Wipe Mobile Tables & Desks, Outdoor Furniture, trikes, and cribs
- All other items receive a full-year warranty (unless otherwise noted)

CUSTOMER SERVICE

We can't say it enough: Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

Customer Service Center:

Address:	Lakeshore Learning Materials - Customer Service Department
	2695 E. Dominguez St., Carson, CA 90895
Phone:	(800) 428-4414
Fax:	(310) 537-4261
E-Mail:	lakeshore@lakeshorelearning.com
Hours of Operation:	Monday–Friday, 6:00 a.m.–6:00 p.m., PST

RETURNS OR EXCHANGES

Not only are our products distinguished by their quality, educational merit and safety—they're also backed by our ironclad guarantee. If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked! If you need assistance with an order, simply contact our Customer Service Department at (800) 428-4414.

Lakeshore®

EXCLUSIVE ITEMS

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:

AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT LA
LC LCW LDA LK LL LM PP PX RA RE RJ RR RS TT VX WE WF YB

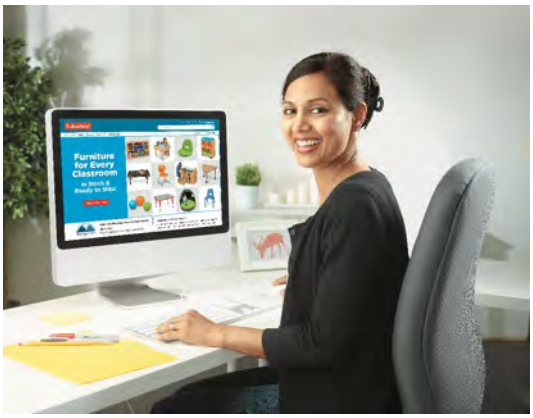
CUSTOM WEBSITES: ePROCUREMENT SERVICES

Lakeshore eProcurement Services helps schools and institutions cut administrative costs, streamline processes and put the entire purchasing cycle at their fingertips.

With over 20,000 enrolled customers, from metropolitan and rural school districts to local early learning programs, custom ePro websites are designed to meet the needs of any organization.

Our custom ePro websites complement any system:

- Oracle
- SAP
- Ariba
- Skyward and more



Over 30 features to choose from:

- Visibility of account terms
- Multilevel approval process (up to 4 levels)
- Instant quotes
- Quick order approval
- One-click bulk orders
- User-specific budgets and expirations, shipping/billing rules and views
- Exclusive items
- Customized product assortment
- Item restrictions and maximum limits on orders
- Easy self-service user administration
- Search function that narrows results quickly and accurately
- Multiple payment options: PO, account, P-Card, credit card, gift card, etc.
- Tablet-friendly

Lakeshore®

QUALITY & SAFETY

Focus on Safety

At Lakeshore, children's safety is our highest priority—and we know it's the top concern of our customers. That's why we want to provide you with detailed information about Lakeshore's testing and certification process, including the rigorous steps we take to ensure our products are safe.

Not only are we in full compliance with all the current U.S. safety regulations, but we also have our own in-house Product Regulatory & Compliance Team, which tests and inspects every item we carry with even more rigorous standards than those required by law. Every item we sell must meet or exceed all government safety requirements, or we don't carry it.

First, we ensure that all the materials that go into each new product are safe. (For example, materials in all children's products must be phthalate-compliant and must also meet strict standards for lead content.) Once we confirm that the materials we're using are safe, we conduct exhaustive "use and abuse" testing to make sure each product will remain safe through years of everyday use. And after a product passes our rigorous testing, it is then tested and certified by a third-party testing laboratory. Finally, we continue to monitor the safety of our products through periodic testing, both internally and by third-party labs, to ensure that our suppliers maintain the high level of integrity we demand of our materials.

Designed by Educators

All of our exclusive products are designed by credentialed educators with years of real-world classroom experience. As subject-matter experts, they intentionally design Lakeshore products to meet content and performance standards at appropriate ages and abilities. In addition, our product developers utilize the latest research to ensure products remain relevant in a continuously evolving educational environment. Finally, they are involved in every stage of product development as well as the creation of ancillary materials to support implementation.

In-House Engineering

Our product developers are supported by a dedicated team of in-house engineers who ensure the quality and integrity of our designs. They use 3-D printing technology to oversee our designs and maintain strict control over the quality and durability of each product. In addition, just as we source the highest-quality raw materials for our furniture, we only use virgin materials and composites in our manipulatives—avoiding regrind material that can compromise a product's integrity.

Transparency in Manufacturing

Once a design is finalized, we maintain close supervision over the entire manufacturing process. Our manufacturing experts—who possess degrees in mechanical engineering, chemical engineering, process engineering and other related fields—spend all of their time at our production sites. They closely monitor the manufacturing processes and the materials being used to ensure the highest-quality products for our customers. Having our own experts on hand allows us to manufacture our products without the use of third parties.

Our commitment to responsible and ethical business practices extends to everything we do—including our social and community responsibilities. Lakeshore has a strict no-tolerance policy for human rights violations, child labor or other labor law violations; we have a fully staffed Hong Kong office set up for the sole purpose of enforcing that policy and ensuring the highest health and safety standards are met by our vendors. If manufacturing issues arise, we take corrective action by providing additional training and development. Our engineers work closely with the factory's owners and engineers—reinforcing Lean and Six Sigma Manufacturing processes and overseeing the entire production process from start to finish.

Lakeshore®

BRIEF HISTORY

Like many great enterprises, Lakeshore started with one person taking a chance. In 1954, an Omaha homemaker named Ethelyn decided to pack up her family and move to California to open a toy store. The move was a bit unconventional for a woman in 1950s America—but entrepreneurs don't typically follow the status quo. Initially, Ethelyn focused on selling toys to parents, but before long, local schools started calling her for art materials and other classroom supplies. Ethelyn listened to her customers. Sensing an untapped market, she sold the store and started Lakeshore Learning Materials.

Eventually, Ethelyn's sons, Charles and Michael, joined the business—expanding operations and turning Lakeshore into a million-dollar company within just a few years. When Ethelyn retired in 1971, Michael assumed the duties of CEO, while Charles became the Vice President in charge of merchandise and buying. Today, Michael's sons, Bo and Josh, are an integral part of the business as well—having worked their way up from summer jobs in the warehouse to CEO and Chief Product Officer, respectively.

Two generations later, Lakeshore continues to offer the best products and service around—and we're still expanding! In addition to our growing network of over 60 retail stores, we offer multiple mail-order catalogs to meet the needs of parents, teachers and children worldwide. Plus, our full-service website offers instantaneous access to our catalogs as well as free activity ideas, classroom designs for infants through middle school and much more.

Distribution Center 2: Kentucky

2695 E. Dominguez St. • Carson, CA 90895 • (800) 421-5354 • Fax (310) 537-7990 • www.LakeshoreLearning.com

Lakeshore®

EXPERIENCE

Lakeshore has extensive experience working with school districts, early childhood programs (both public and private) and government agencies. Below are a few examples of the types of large orders that we skillfully and conscientiously handle on a regular basis.

Killeen Independent School District - Based in Killeen, Texas, the district tasked Lakeshore with designing and furnishing 60 elementary classrooms and 10 specialty rooms—including breakout spaces, a music center, a library and a special education resource area. In addition to supplying the furniture and materials, Lakeshore also provided full installation services and debris removal for all 70 learning spaces. Killeen ISD is now equipped with flexible, multipurpose spaces to support teachers, students and overall classroom management.

San Diego City Schools - Based in San Diego, California, this sprawling district partnered with Lakeshore to modernize 151 elementary classrooms at 32 different sites. The goal was to provide teachers and students with environments that reflect best practices for 21st-century learning—while also encouraging engagement, exploration and collaboration across multiple learning domains. Lakeshore fulfilled every order and provided comprehensive setup for each location, including installation and debris removal. All 151 classrooms were completed ahead of schedule and in less than four weeks.

Peoria Public Schools - Based in Peoria, Illinois, the Board of Education contracted with Lakeshore to outfit their Early Learning Center, off-campus Extension Center and Parent Lending Library with furniture and supplemental materials. The partnership continued to grow—with Lakeshore contracted to upgrade all kindergarten through 4th-grade classrooms with mobile furniture designed to engage students and allow teachers to utilize a variety of different instructional practices. By the end of 2023, Lakeshore will also have outfitted the district's dual-language programs, media centers and self-contained classrooms designed for special education.

Salinas City Elementary School District - Based in Salinas, California, the district reached out to Lakeshore to implement the use of mobile furniture in pre-k and transitional kindergarten classrooms, as well as classrooms for students with special needs. This process involved intensive collaboration and modification to classroom design to support the use of adaptive equipment and to accommodate varying learning modalities. To support the process further, Lakeshore furnished pilot classrooms to ensure success when furniture was fully implemented across 60+ classrooms in the district.

Long Beach Unified School District - Based in Long Beach, California, the district partnered with Lakeshore to modernize 265 preschool, transitional kindergarten, kindergarten, outdoor and special day classrooms using the company's proprietary mobile furniture. In addition, each preschool environment was aligned to California Preschool Learning Foundations criteria and LBUSD school readiness goals. Prior to implementation, 30 classrooms were piloted for 45 days to allow for necessary modifications and improvements. All classrooms were delivered and installed over summer break so that each setting would be ready in time for the new school year.

Lakeshore®

FURNITURE FOR THE 21ST-CENTURY SCHOOL

Flex-Space FURNITURE

Design & Development

- Lakeshore's Flex-Space Furniture is designed to support the development of key skills needed for the 21st century—communication, collaboration, critical thinking and creativity.
- Flex-Space Furniture gives teachers the ability to create flexible spaces, allowing educators to quickly and easily reconfigure classrooms, libraries, media centers and nontraditional spaces for various projects and group sizes!
- Flex-Space Furniture is managed by Lakeshore's product developers—who are all former teachers! Their decades of combined classroom experience ensure that Flex-Space Furniture is designed with the teacher in mind and supports best teaching practices.
- Lakeshore product developers' long experience designing manipulatives and supplemental curricula assures that Flex-Space Furniture will transform all learning spaces into student-centered environments that support project-based learning.
- The Flex-Space Furniture line includes various flexible seating options, providing student choice to support individual learning styles.
- All furniture pieces are designed to seamlessly integrate the storage and use of student materials, tools and manipulatives.
- In-house design engineers ensure that all furniture is manufactured for ultimate strength and longevity.
- In-house mechanical/process engineers assist with the selection of raw materials, ensuring the highest quality and appropriateness for all furniture.
- Lakeshore offers Professional Development services, including sessions targeted to support the implementation of an effective 21st-century classroom.

Manufacturing Standards

- Strict control of manufacturing specifications and processes. Fully staffed office near factories ensures top-quality, virgin raw materials are used.
- In-house mechanical/process engineers regularly inspect and consult with factories, ensuring manufacturing processes operate effectively, producing consistent, high-quality furniture pieces.
- In-house inspectors conduct strict and thorough factory inspections on all orders following manufacturing—before furniture units are shipped and stocked at Lakeshore distribution centers.
- Metal-to-metal construction for ultimate durability, along with fully captured back panels and durable, protective edgebands to prevent moisture and warping.

Testing & Quality Assurance

- In-house use-and-abuse testing is conducted on all designs throughout the development process to guarantee that furniture meets strict standards. Designs are revised and improved after each test prior to manufacturing until all standards are met.
- Outside lab testing and certifications conducted to meet strict safety and flammability standards. Certification and testing documents available upon request.
- In-house use-and-abuse testing conducted on orders after arrival at Lakeshore distribution centers to ensure consistent quality over time.
- Every order is inspected to ensure 100% customer satisfaction.
- Lifetime warranty on all tables, stacking chairs, storage units and shelves.

Lakeshore®

LAKESHORE FURNITURE: DIFFERENT OPTIONS FOR DIFFERENT NEEDS

All Lakeshore furniture is designed by our in-house team of product developers—who are all educators with years of classroom experience. Their deep and practical knowledge ensures that Lakeshore's purpose-built furniture supports best teaching practices, child learning and development, and long-term facilities' management.

Flex-Space

- Mobile furniture for elementary school to high school supports the development of key skills needed for the 21st century—communication, collaboration, critical thinking and creativity
- Desks, tables and seating allow students to quickly transition from independent to collaborative learning...and back again
- Allows educators to easily reconfigure classrooms, libraries, media centers and nontraditional spaces for various projects and group sizes
- Inspires dynamic spaces that fit every student's individual learning style
- Made of tough, wipe-clean laminate on top & bottom; supported by durable, full-steel frames; deep design for added stability and storage; top-quality, locking casters
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

Flex-Space Jr.™

- The first complete line of mobile furniture for early childhood environments
- Rolls anywhere educators need—transitioning learning spaces in seconds to support circle time, naptime, mealtime, classroom cleaning, physical distancing or just refreshing the room
- Made of tough, wipe-clean laminate on top and bottom; supported by durable, full-steel frames; deep design for added stability and storage; top-quality, locking casters
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

Classic Birch

- Quality-crafted for early childhood settings, kid-safe and built to last
- Natural wood furniture fosters an inviting environment for early learners
- Made of solid birch with a nontoxic, wipe-clean finish; reinforced dado joint construction; fully captured hardboard backings for extra strength; smooth, eased edges for safety
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

2695 E. Dominguez St. • Carson, CA 90895 • (800) 421-5354 • Fax (310) 537-7990 • www.LakeshoreLearning.com

Lakeshore®

Heavy Duty

- Durable laminate with the look and appeal of wood is perfect for early childhood
- Supports the visual and design aesthetic of any learning environment
- Made of sturdy laminate with smooth rounded corners for safety; metal-to-metal construction for ultimate durability, wipe-clean surfaces resist moisture and stains; PVC edgebands for extra durability
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

Kids Colors™

- Easy-care, kid-friendly and classroom-tough
- Available in 4 colors: blue, red, yellow and green
- Tempered steel hardware for strength; double-reinforced joint construction; durable, wipe-clean laminate surfaces; kid-friendly, rounded corners for safety
- Backed by lifetime warranties

Just Like Home™

- Everything caregivers need to make learning feel like home
- A perfect addition to Montessori-inspired and Reggio-inspired early learning settings
- Solid hardwood construction that's built to last; metal-to-metal connections for maximum strength; wipe-clear surfaces that resist moisture and stains; durable, textured vinyl cushions for extra comfort
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

First Steps®

- Early childhood furniture that's built to last and toddler-safe
- Hardwood furniture designed specifically for toddler settings
- Low-to-ground design keeps toddlers in view; easy-grip handrails help tots stand, keep their balance and take steps; play-top surface to keep toys fully contained; nontoxic wipe-clean finish for easy care
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties

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Lakeshore®

Outdoor

- Everything you need to take learning outdoors
- Looks like wicker, but constructed of tightly woven all-weather plastic for lasting durability in early learning programs
- Made of easy-clean materials; fade-resistant and water-resistant fabric covers; hidden metal construction; adjustable feet to make leveling easy
- Backed by 5-year warranties

Flex-Space Engage Modular Furniture

- Our Flex-Space line now includes furniture for middle and high school students
- Covered in attractive textured vinyl that looks just like fabric but is a breeze to wipe clean!
- Perfect for next-generation learning—making collaboration, group work and study time more inviting than ever
- Ideal for common areas, libraries, and even teacher lounges!
- Designed by educators, the furniture is made to easily be mixed and matched creating custom learning spaces.
- Want to make spaces tech-ready? Just add the coordinating table with built-in power outlets!

GREENGUARD® GOLD CERTIFICATION

Lakeshore offers a variety of classroom furniture pieces that have earned GREENGUARD Gold Certification. Many of our furniture lines (Classic Birch, Flex-Space, First Steps® and Heavy-Duty) are certified by the GREENGUARD Environmental Institute to support low emissions standards—reducing chemical pollutants and helping to improve indoor air quality.

GREENGUARD Gold Certification is recognized by numerous sustainable building programs, including the LEED® Building Rating System. Purchasing products that are GREENGUARD Gold Certified helps you earn points toward LEED certification. Products on our website that feature the GREENGUARD Gold logo are certified by the GREENGUARD Environmental Institute to comply with low emissions standards—reducing chemical pollutants and helping improve the quality of indoor air.

For a complete listing of Lakeshore's GREENGUARD Gold Certified products, just search the keyword "GREENGUARD" on our website. You may also request more information from Lakeshore's Customer Service Department by calling (800) 421-5354.

Lakeshore®

DEDICATED STAFF

Anthony Sanchez, Territory Representative
Anthony's responsibilities include personally servicing customers in her respective areas of Illinois and Minnesota to ensure that each customer's needs are met and that they receive superior service and quality educational materials. You can reach Anthony by phone at (800) 421-5354 ext. 2197, by fax at (310) 537-7990 or by e-mail at asanchez@lakeshorelearning.com.

Jared Weston, Vice President of Inside Sales & Professional Services
Jared has 8 years of experience at Lakeshore. Jared is passionate about supporting educators with both high-quality resources and professional development. He is responsible for managing the Inside Sales Department as well as Lakeshore's Professional Services Group (PSG). He ensures that all customers are receiving the best possible service. You can reach Jared by phone at (618) 978-1325, by fax at (310) 537-7990 or by e-mail at jweston@lakeshorelearning.com.

Doug Williams, Senior Vice President of Government & Military
Doug has 14 years of experience at Lakeshore. He ensures that all customers in his area are receiving the best possible service. He also has a direct role in servicing the top clients in the area. You can reach Doug by phone at (317) 615-0051, by fax at (310) 537-7990 or by e-mail at dougwilliams@lakeshorelearning.com.

Tyler Domski, Vice President, Business Process & Contracts
Tyler has 13 years of experience at Lakeshore. He ensures that all customers in his area are receiving the best possible service. He also has a direct role in servicing the top clients in the area. You can reach Tyler by phone at (800) 421-5354, ext. 2783, by fax at (310) 537-7990 or by e-mail at tdomski@lakeshorelearning.com.

Lena Nguyen, Sales Support Specialist
Lena acts as a liaison between Lakeshore and the customer to ensure open lines of communication so the customer's expectations are met and exceeded. Her responsibilities include personal account service, management of large deliveries and orders that require special handling, general sales support and special events. You can reach Lena by phone at (800) 421-5354, ext. 2110, by fax at (310) 537-7990 or by e-mail at lnguyen@lakeshorelearning.com.

In addition to the team outlined above, Lakeshore's Bid Department is available for timely support. Director of Bid & Contracts Jennifer Doran, Bid Manager Eunice Peterson, and Bid Analyst Christopher Kingston will ensure that Lakeshore adheres to all contractual agreements and commitments, assist with renewals, and answer any questions regarding the contract. Our Bid Team is available via e-mail at biddept@lakeshorelearning.com or by phone at (800) 421-5354.

Should you have any questions, please feel free to contact Anthony Sanchez at (800) 421-5354 ext. 2197 or asanchez@lakeshorelearning.com.

Lakeshore®

Thank you in advance for giving Lakeshore Learning Materials the opportunity to serve you. We look forward to doing business with you!

Sincerely,

Christopher Kingston
Bid Analyst
Lakeshore Learning Materials

Lakeshore®

A Trusted Partner Since 1954

August 29, 2024

Cooperative Purchasing Connection
Lisa M Truax
1001 E Mt Faith Ave
Fergus Falls, MN 56537

Re: Dealer/Manufacturer Authorization for Bid #25.2 Instructional Materials and Classroom Supplies

Dear Amy Lohse and Cooperative Purchasing Connection Staff,

Lakeshore develops and manufactures the majority of items featured in our catalogs, on our website and at our retail stores. As a direct manufacturer, we are not restricted from sales, territories or Dealer Authorizations. For this proposal, we are happy to offer our complete furniture lines for Bid #25.2 Instructional Materials and Classroom Supplies. Please visit our website at www.LakeshoreLearning.com, or review the enclosed price list, to view all available products.

Among the wide range of furniture and educational products we offer are over a thousand innovative, intentionally designed and purpose-built items for which Lakeshore is the sole-source vendor. These exclusive materials are easily identified by the two- or three-letter alpha prefix in their item number. All items you see with the following prefixes are sole-source items you won't find anywhere but Lakeshore:

AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT
LA LC LCW LDA LK LL LM PP PX RA RE RJ RR RS TT VX WE WF YB

Please see the attached store list for authorized Lakeshore retail stores.

We certify that we are the manufacturer of Lakeshore Learning Materials and are authorized to sell and install all Lakeshore Learning Materials products and furniture lines.

Thank you in advance for giving Lakeshore Learning Materials the opportunity to serve you. We look forward to doing business with you!

Sincerely,

Christopher Kingston
Bid Analyst
Lakeshore Learning Materials

SECRETARY'S CERTIFICATE

The undersigned, Jennifer Centazzo, being the duly appointed and acting Chief Operating Officer of Lakeshore Learning Materials, LLC, a California Limited Liability Company (the "Company"), does hereby certify that the resolution set forth below is a true and complete copy of a resolution duly adopted by the Board of Managers of the Company by unanimous written consent on January 6, 2024; and that said resolution has not been amended or repealed and is still in full force and effect:

THEREFORE, BE IT RESOLVED that
Tyler Domski, be, and he hereby is, appointed and designated as Vice President of Business Process and Contracts, Mike Duong, be, and he hereby is, appointed and designated as Vice President of Sales Operations, Jennifer Doran, be, and she hereby is, appointed and designated as Director - Bid & Contracts, Rafael Muro, be, and he hereby is, appointed and designated as Bid Operations Manager, Eunice Peterson, be, and she hereby is, appointed and designated Bid Manager, Mariel Barbosa, be, and she hereby is, appointed and designated as Bid Administration Manager, and Luke Creamer, be, and he hereby is, appointed and designated as Bid Analyst, and Johanna Lopez, be, and she hereby is, appointed and designated as Bid Analyst, Kyle Ferguson-Owens, be, and she hereby is, appointed and designated as Bid Analyst, and Christopher Kingston, be, and he hereby is, appointed and designated as Bid Analyst, and Lizbeth Borja, be, and she hereby is, appointed and designated as Bid Analyst, and Jason Shamburg, be, and he hereby is, appointed and designated as Bid Analyst, all with full power and authority to act in the name and on behalf of the Company in all negotiations, concerns and transactions with third parties, their employees or agents in connection with bidding, which actions shall include but not be limited to the execution of, and affixation of the corporate seal to, all bids, papers, documents, affidavits, bond, sureties, purchase orders and notices issued pursuant to the provisions of any such bid or contract, with each and every such act to be conclusive evidence of their authority therefore and the Company's ratification, approval, confirmation and acceptance thereof as valid and binding upon the Company.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Company this 29th day of August, 2024.

Jennifer Centazzo
Chief Operating Officer

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Lakeshore Parent, LLC

2 Business name/disregarded entity name, if different from above.

Lakeshore Learning Materials, LLC

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☒ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . P

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

2695 E. Dominguez Street

6 City, state, and ZIP code

Carson, CA, 90895

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

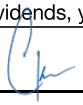
8	7	–	2	8	0	2	6	5	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person**  **Date** 4/30/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

must obtain your correct taxpayer identification number (TIN), which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid).
- Form 1099-DIV (dividends, including those from stocks or mutual funds).
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds).
- Form 1099-NEC (nonemployee compensation).
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers).
- Form 1099-S (proceeds from real estate transactions).
- Form 1099-K (merchant card and third-party network transactions).
- Form 1098 (home mortgage interest), 1098-E (student loan interest), and 1098-T (tuition).
- Form 1099-C (canceled debt).
- Form 1099-A (acquisition or abandonment of secured property).

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

Caution: If you don't return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued);

2. Certify that you are not subject to backup withholding; or

3. Claim exemption from backup withholding if you are a U.S. exempt payee; and

4. Certify to your non-foreign status for purposes of withholding under chapter 3 or 4 of the Code (if applicable); and

5. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting is correct. See *What Is FATCA Reporting*, later, for further information.

Note: If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien;
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States;
- An estate (other than a foreign estate); or
- A domestic trust (as defined in Regulations section 301.7701-7).

Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding. Payments made to foreign persons, including certain distributions, allocations of income, or transfers of sales proceeds, may be subject to withholding under chapter 3 or chapter 4 of the Code (sections 1441–1474). Under those rules, if a Form W-9 or other certification of non-foreign status has not been received, a withholding agent, transferee, or partnership (payor) generally applies presumption rules that may require the payor to withhold applicable tax from the recipient, owner, transferor, or partner (payee). See Pub. 515, Withholding of Tax on Nonresident Aliens and Foreign Entities.

The following persons must provide Form W-9 to the payor for purposes of establishing its non-foreign status.

- In the case of a disregarded entity with a U.S. owner, the U.S. owner of the disregarded entity and not the disregarded entity.
- In the case of a grantor trust with a U.S. grantor or other U.S. owner, generally, the U.S. grantor or other U.S. owner of the grantor trust and not the grantor trust.
- In the case of a U.S. trust (other than a grantor trust), the U.S. trust and not the beneficiaries of the trust.

See Pub. 515 for more information on providing a Form W-9 or a certification of non-foreign status to avoid withholding.

Foreign person. If you are a foreign person or the U.S. branch of a foreign bank that has elected to be treated as a U.S. person (under Regulations section 1.1441-1(b)(2)(iv) or other applicable section for chapter 3 or 4 purposes), do not use Form W-9. Instead, use the appropriate Form W-8 or Form 8233 (see Pub. 515). If you are a qualified foreign pension fund under Regulations section 1.897(l)-1(d), or a partnership that is wholly owned by qualified foreign pension funds, that is treated as a non-foreign person for purposes of section 1445 withholding, do not use Form W-9. Instead, use Form W-8EXP (or other certification of non-foreign status).

Nonresident alien who becomes a resident alien. Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a saving clause. Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the payee has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement to Form W-9 that specifies the following five items.

1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.

2. The treaty article addressing the income.

3. The article number (or location) in the tax treaty that contains the saving clause and its exceptions.

4. The type and amount of income that qualifies for the exemption from tax.

5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

Example. Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if their stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first Protocol) and is relying on this exception to claim an exemption from tax on their scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a nonresident alien or a foreign entity, give the requester the appropriate completed Form W-8 or Form 8233.

Backup Withholding

What is backup withholding? Persons making certain payments to you must under certain conditions withhold and pay to the IRS 24% of such payments. This is called "backup withholding." Payments that may be subject to backup withholding include, but are not limited to, interest, tax-exempt interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, payments made in settlement of payment card and third-party network transactions, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will not be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

Payments you receive will be subject to backup withholding if:

1. You do not furnish your TIN to the requester;

2. You do not certify your TIN when required (see the instructions for Part II for details);

3. The IRS tells the requester that you furnished an incorrect TIN;

4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only); or

5. You do not certify to the requester that you are not subject to backup withholding, as described in item 4 under "*By signing the filled-out form*" above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See *Exempt payee code*, later, and the separate Instructions for the Requester of Form W-9 for more information.

See also *Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding*, earlier.

What Is FATCA Reporting?

The Foreign Account Tax Compliance Act (FATCA) requires a participating foreign financial institution to report all U.S. account holders that are specified U.S. persons. Certain payees are exempt from FATCA reporting. See *Exemption from FATCA reporting code*, later, and the Instructions for the Requester of Form W-9 for more information.

Updating Your Information

You must provide updated information to any person to whom you claimed to be an exempt payee if you are no longer an exempt payee and anticipate receiving reportable payments in the future from this person. For example, you may need to provide updated information if you are a C corporation that elects to be an S corporation, or if you are no longer tax exempt. In addition, you must furnish a new Form W-9 if the name or TIN changes for the account, for example, if the grantor of a grantor trust dies.

Penalties

Failure to furnish TIN. If you fail to furnish your correct TIN to a requester, you are subject to a penalty of $50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

Civil penalty for false information with respect to withholding. If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a $500 penalty.

Criminal penalty for falsifying information. Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

Misuse of TINs. If the requester discloses or uses TINs in violation of federal law, the requester may be subject to civil and criminal penalties.

Specific Instructions

Line 1

You must enter one of the following on this line; **do not** leave this line blank. The name should match the name on your tax return.

If this Form W-9 is for a joint account (other than an account maintained by a foreign financial institution (FFI)), list first, and then circle, the name of the person or entity whose number you entered in Part I of Form W-9. If you are providing Form W-9 to an FFI to document a joint account, each holder of the account that is a U.S. person must provide a Form W-9.

• **Individual.** Generally, enter the name shown on your tax return. If you have changed your last name without informing the Social Security Administration (SSA) of the name change, enter your first name, the last name as shown on your social security card, and your new last name.

Note for ITIN applicant: Enter your individual name as it was entered on your Form W-7 application, line 1a. This should also be the same as the name you entered on the Form 1040 you filed with your application.

• **Sole proprietor.** Enter your individual name as shown on your Form 1040 on line 1. Enter your business, trade, or "doing business as" (DBA) name on line 2.

• **Partnership, C corporation, S corporation, or LLC, other than a disregarded entity.** Enter the entity's name as shown on the entity's tax return on line 1 and any business, trade, or DBA name on line 2.

• **Other entities.** Enter your name as shown on required U.S. federal tax documents on line 1. This name should match the name shown on the charter or other legal document creating the entity. Enter any business, trade, or DBA name on line 2.

• **Disregarded entity.** In general, a business entity that has a single owner, including an LLC, and is not a corporation, is disregarded as an entity separate from its owner (a disregarded entity). See Regulations section 301.7701-2(c)(2). A disregarded entity should check the appropriate box for the tax classification of its owner. Enter the owner's name on line 1. The name of the owner entered on line 1 should never be a disregarded entity. The name on line 1 should be the name shown on the income tax return on which the income should be reported. For example, if a foreign LLC that is treated as a disregarded entity for U.S. federal tax purposes has a single owner that is a U.S. person, the U.S. owner's name is required to be provided on line 1. If the direct owner of the entity is also a disregarded entity, enter the first owner that is not disregarded for federal tax purposes. Enter the disregarded entity's name on line 2. If the owner of the disregarded entity is a foreign person, the owner must complete an appropriate Form W-8 instead of a Form W-9. This is the case even if the foreign person has a U.S. TIN.

Line 2

If you have a business name, trade name, DBA name, or disregarded entity name, enter it on line 2.

Line 3a

Check the appropriate box on line 3a for the U.S. federal tax classification of the person whose name is entered on line 1. Check only one box on line 3a.

IF the entity/individual on line 1 is a(n) . . .	THEN check the box for . . .
• Corporation	Corporation.
• Individual or • Sole proprietorship	Individual/sole proprietor.
• LLC classified as a partnership for U.S. federal tax purposes or • LLC that has filed Form 8832 or 2553 electing to be taxed as a corporation	Limited liability company and enter the appropriate tax classification: P = Partnership, C = C corporation, or S = S corporation.
• Partnership	Partnership.
• Trust/estate	Trust/estate.

Line 3b

Check this box if you are a partnership (including an LLC classified as a partnership for U.S. federal tax purposes), trust, or estate that has any foreign partners, owners, or beneficiaries, and you are providing this form to a partnership, trust, or estate, in which you have an ownership interest. You must check the box on line 3b if you receive a Form W-8 (or documentary evidence) from any partner, owner, or beneficiary establishing foreign status or if you receive a Form W-9 from any partner, owner, or beneficiary that has checked the box on line 3b.

Note: A partnership that provides a Form W-9 and checks box 3b may be required to complete Schedules K-2 and K-3 (Form 1065). For more information, see the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

If you are required to complete line 3b but fail to do so, you may not receive the information necessary to file a correct information return with the IRS or furnish a correct payee statement to your partners or beneficiaries. See, for example, sections 6698, 6722, and 6724 for penalties that may apply.

Line 4 Exemptions

If you are exempt from backup withholding and/or FATCA reporting, enter in the appropriate space on line 4 any code(s) that may apply to you.

Exempt payee code.

• Generally, individuals (including sole proprietors) are not exempt from backup withholding.

• Except as provided below, corporations are exempt from backup withholding for certain payments, including interest and dividends.

• Corporations are not exempt from backup withholding for payments made in settlement of payment card or third-party network transactions.

• Corporations are not exempt from backup withholding with respect to attorneys' fees or gross proceeds paid to attorneys, and corporations that provide medical or health care services are not exempt with respect to payments reportable on Form 1099-MISC.

The following codes identify payees that are exempt from backup withholding. Enter the appropriate code in the space on line 4.

1—An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2).

2—The United States or any of its agencies or instrumentalities.

3—A state, the District of Columbia, a U.S. commonwealth or territory, or any of their political subdivisions or instrumentalities.

4—A foreign government or any of its political subdivisions, agencies, or instrumentalities.

5—A corporation.

6—A dealer in securities or commodities required to register in the United States, the District of Columbia, or a U.S. commonwealth or territory.

7—A futures commission merchant registered with the Commodity Futures Trading Commission.

8—A real estate investment trust.

9—An entity registered at all times during the tax year under the Investment Company Act of 1940.

10—A common trust fund operated by a bank under section 584(a).

11—A financial institution as defined under section 581.

12—A middleman known in the investment community as a nominee or custodian.

13—A trust exempt from tax under section 664 or described in section 4947.

The following chart shows types of payments that may be exempt from backup withholding. The chart applies to the exempt payees listed above, 1 through 13.

IF the payment is for . . .	THEN the payment is exempt for . . .
• Interest and dividend payments	All exempt payees except for 7.
• Broker transactions	Exempt payees 1 through 4 and 6 through 11 and all C corporations. S corporations must not enter an exempt payee code because they are exempt only for sales of noncovered securities acquired prior to 2012.
• Barter exchange transactions and patronage dividends	Exempt payees 1 through 4.
• Payments over $600 required to be reported and direct sales over $5,000[1]	Generally, exempt payees 1 through 5.[2]
• Payments made in settlement of payment card or third-party network transactions	Exempt payees 1 through 4.

[1] See Form 1099-MISC, Miscellaneous Information, and its instructions.

[2] However, the following payments made to a corporation and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees, gross proceeds paid to an attorney reportable under section 6045(f), and payments for services paid by a federal executive agency.

Exemption from FATCA reporting code. The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. Therefore, if you are only submitting this form for an account you hold in the United States, you may leave this field blank. Consult with the person requesting this form if you are uncertain if the financial institution is subject to these requirements. A requester may indicate that a code is not required by providing you with a Form W-9 with "Not Applicable" (or any similar indication) entered on the line for a FATCA exemption code.

A—An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a)(37).

B—The United States or any of its agencies or instrumentalities.

C—A state, the District of Columbia, a U.S. commonwealth or territory, or any of their political subdivisions or instrumentalities.

D—A corporation the stock of which is regularly traded on one or more established securities markets, as described in Regulations section 1.1472-1(c)(1)(i).

E—A corporation that is a member of the same expanded affiliated group as a corporation described in Regulations section 1.1472-1(c)(1)(i).

F—A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state.

G—A real estate investment trust.

H—A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940.

I—A common trust fund as defined in section 584(a).

J—A bank as defined in section 581.

K—A broker.

L—A trust exempt from tax under section 664 or described in section 4947(a)(1).

M—A tax-exempt trust under a section 403(b) plan or section 457(g) plan.

Note: You may wish to consult with the financial institution requesting this form to determine whether the FATCA code and/or exempt payee code should be completed.

Line 5

Enter your address (number, street, and apartment or suite number). This is where the requester of this Form W-9 will mail your information returns. If this address differs from the one the requester already has on file, enter "NEW" at the top. If a new address is provided, there is still a chance the old address will be used until the payor changes your address in their records.

Line 6

Enter your city, state, and ZIP code.

Part I. Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. If you are a resident alien and you do not have, and are not eligible to get, an SSN, your TIN is your IRS ITIN. Enter it in the entry space for the Social security number. If you do not have an ITIN, see *How to get a TIN* below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN.

If you are a single-member LLC that is disregarded as an entity separate from its owner, enter the owner's SSN (or EIN, if the owner has one). If the LLC is classified as a corporation or partnership, enter the entity's EIN.

Note: See *What Name and Number To Give the Requester*, later, for further clarification of name and TIN combinations.

How to get a TIN. If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local SSA office or get this form online at *www.SSA.gov*. You may also get this form by calling 800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can apply for an EIN online by accessing the IRS website at *www.irs.gov/EIN*. Go to *www.irs.gov/Forms* to view, download, or print Form W-7 and/or Form SS-4. Or, you can go to *www.irs.gov/OrderForms* to place an order and have Form W-7 and/or Form SS-4 mailed to you within 15 business days.

If you are asked to complete Form W-9 but do not have a TIN, apply for a TIN and enter "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, you will generally have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

Note: Entering "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon. See also *Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding*, earlier, for when you may instead be subject to withholding under chapter 3 or 4 of the Code.

Caution: A disregarded U.S. entity that has a foreign owner must use the appropriate Form W-8.

Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if item 1, 4, or 5 below indicates otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). In the case of a disregarded entity, the person identified on line 1 must sign. Exempt payees, see *Exempt payee code*, earlier.

Signature requirements. Complete the certification as indicated in items 1 through 5 below.

1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983. You must give your correct TIN, but you do not have to sign the certification.

2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983. You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.

3. Real estate transactions. You must sign the certification. You may cross out item 2 of the certification.

4. Other payments. You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments made in settlement of payment card and third-party network transactions, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).

5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), ABLE accounts (under section 529A), IRA, Coverdell ESA, Archer MSA or HSA contributions or distributions, and pension distributions. You must give your correct TIN, but you do not have to sign the certification.

What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account) other than an account maintained by an FFI	The actual owner of the account or, if combined funds, the first individual on the account[1]
3. Two or more U.S. persons (joint account maintained by an FFI)	Each holder of the account
4. Custodial account of a minor (Uniform Gift to Minors Act)	The minor[2]
5. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee[1]
b. So-called trust account that is not a legal or valid trust under state law	The actual owner[1]
6. Sole proprietorship or disregarded entity owned by an individual	The owner[3]
7. Grantor trust filing under Optional Filing Method 1 (see Regulations section 1.671-4(b)(2)(i)(A))**	The grantor*
8. Disregarded entity not owned by an individual	The owner
9. A valid trust, estate, or pension trust	Legal entity[4]
10. Corporation or LLC electing corporate status on Form 8832 or Form 2553	The corporation
11. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
12. Partnership or multi-member LLC	The partnership
13. A broker or registered nominee	The broker or nominee
14. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity
15. Grantor trust filing Form 1041 or under the Optional Filing Method 2, requiring Form 1099 (see Regulations section 1.671-4(b)(2)(i)(B))**	The trust

[1] List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished.

[2] Circle the minor's name and furnish the minor's SSN.

[3] You must show your individual name on line 1, and enter your business or DBA name, if any, on line 2. You may use either your SSN or EIN (if you have one), but the IRS encourages you to use your SSN.

[4] List first and circle the name of the trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.)

* **Note:** The grantor must also provide a Form W-9 to the trustee of the trust.

** For more information on optional filing methods for grantor trusts, see the Instructions for Form 1041.

Note: If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

Secure Your Tax Records From Identity Theft

Identity theft occurs when someone uses your personal information, such as your name, SSN, or other identifying information, without your permission to commit fraud or other crimes. An identity thief may use your SSN to get a job or may file a tax return using your SSN to receive a refund.

To reduce your risk:

- Protect your SSN,
- Ensure your employer is protecting your SSN, and
- Be careful when choosing a tax return preparer.

If your tax records are affected by identity theft and you receive a notice from the IRS, respond right away to the name and phone number printed on the IRS notice or letter.

If your tax records are not currently affected by identity theft but you think you are at risk due to a lost or stolen purse or wallet, questionable credit card activity, or a questionable credit report, contact the IRS Identity Theft Hotline at 800-908-4490 or submit Form 14039.

For more information, see Pub. 5027, Identity Theft Information for Taxpayers.

Victims of identity theft who are experiencing economic harm or a systemic problem, or are seeking help in resolving tax problems that have not been resolved through normal channels, may be eligible for Taxpayer Advocate Service (TAS) assistance. You can reach TAS by calling the TAS toll-free case intake line at 877-777-4778 or TTY/TDD 800-829-4059.

Protect yourself from suspicious emails or phishing schemes. Phishing is the creation and use of email and websites designed to mimic legitimate business emails and websites. The most common act is sending an email to a user falsely claiming to be an established legitimate enterprise in an attempt to scam the user into surrendering private information that will be used for identity theft.

The IRS does not initiate contacts with taxpayers via emails. Also, the IRS does not request personal detailed information through email or ask taxpayers for the PIN numbers, passwords, or similar secret access information for their credit card, bank, or other financial accounts.

If you receive an unsolicited email claiming to be from the IRS, forward this message to *phishing@irs.gov*. You may also report misuse of the IRS name, logo, or other IRS property to the Treasury Inspector General for Tax Administration (TIGTA) at 800-366-4484. You can forward suspicious emails to the Federal Trade Commission at *spam@uce.gov* or report them at *www.ftc.gov/complaint*. You can contact the FTC at *www.ftc.gov/idtheft* or 877-IDTHEFT (877-438-4338). If you have been the victim of identity theft, see *www.IdentityTheft.gov* and Pub. 5027.

Go to *www.irs.gov/IdentityTheft* to learn more about identity theft and how to reduce your risk.

Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons (including federal agencies) who are required to file information returns with the IRS to report interest, dividends, or certain other income paid to you; mortgage interest you paid; the acquisition or abandonment of secured property; the cancellation of debt; or contributions you made to an IRA, Archer MSA, or HSA. The person collecting this form uses the information on the form to file information returns with the IRS, reporting the above information. Routine uses of this information include giving it to the Department of Justice for civil and criminal litigation and to cities, states, the District of Columbia, and U.S. commonwealths and territories for use in administering their laws. The information may also be disclosed to other countries under a treaty, to federal and state agencies to enforce civil and criminal laws, or to federal law enforcement and intelligence agencies to combat terrorism. You must provide your TIN whether or not you are required to file a tax return. Under section 3406, payors must generally withhold a percentage of taxable interest, dividends, and certain other payments to a payee who does not give a TIN to the payor. Certain penalties may also apply for providing false or fraudulent information.

Lakeshore®

Warranty Information

Lakeshore offers a lifetime warranty on premium-quality classroom furniture.

Premium-Quality Classroom Furniture	**Lifetime Warranty**
Premium-Quality Classroom Tables & Desks	**Lifetime Warranty**
Premium-Quality Classroom Chairs	**Lifetime Warranty**
Premium-Quality Classroom Cots	**Lifetime Warranty**
Classroom Carpets	10 Years
Write & Wipe Mobile Tables & Desks	5 Years
Outdoor Furniture	5 Years
Trikes	5 Years
Cribs	5 Years
All other items in catalog (unless otherwise noted)	1 Year

Guarantee

We unconditionally guarantee every item we offer. If you are unhappy with any item for any reason, simply return it to us for a full refund or exchange. Your satisfaction is our top priority! If you ever have questions or concerns, contact Customer Service at (800) 428-4414 or e-mail lakeshore@lakeshorelearning.com.

2695 E. Dominguez St. • Carson, CA 90895 • LakeshoreLearning.com

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PSG@LakeshoreLearning.com
LakeshoreLearning.com/PSG
(800) 421-5354

PRICE SHEET FOR PROFESSIONAL DEVELOPMENT SERVICES

At Lakeshore, we believe that live, hands-on learning opportunities provide the best results for optimal long-term learning for all participants. Please see our training options below:

- Keynote presentations (district-wide, school-based, or defined group)
- Face-to-face workshops (at the district or school level, open or closed groups)
- Live and pre-recorded webinars (open or closed groups)

Session	Rates
Professional Development Workshop, Parent Training/Family Engagement, and Product Implementation (full day, 3-6 hours)	$4,500
Professional Development Workshop, Parent Training/Family Engagement, and Product Implementation (half-day, up to 3 consecutive hours)	$3,500
Live Virtual Training (90-minute webinar session)	$1,750
Live Virtual Training (60-minute webinar session)	$1,250
Pre-Recorded Webinar (Up to 60-minute webinar session with 30-Day Access to recording)	$1,500

Price Sheet for Professional Development Services is good through the initial contract term and is subject to change on an annual basis.

*Inclusive of content development, facilitation time, and travel costs.
** Lakeshore does not allow the recording or dissemination of virtual or in-person training content.
** 10% surcharge for virtual training translations and a 5% surcharge for in-person training translations.

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 8/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Marsh & McLennan Agency LLC
Marsh & McLennan Ins. Agency LLC
1 Polaris Way #300
Aliso Viejo CA 92656

License#: 0H18131

CONTACT NAME: Bradley Warren
PHONE (A/C, No, Ext): **FAX (A/C, No):**
E-MAIL ADDRESS: occerts@MarshMMA.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Hartford Fire Insurance Company	19682
INSURER B : Sentry Casualty Company	28460
INSURER C : The Continental Insurance Company	35289
INSURER D : XL Specialty Insurance Company	37885
INSURER E :	
INSURER F :	

INSURED
Lakeshore Learning Materials, LLC
2695 E. Dominguez Street
Carson, CA 90895

LAKESEQUIP

COVERAGES **CERTIFICATE NUMBER:** 1051726201 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X **COMMERCIAL GENERAL LIABILITY** CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY [X] PRO-JECT [ ] LOC OTHER:	Y	N	72ECSOF0A3E	7/1/2024	7/1/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 500,000 $ 5,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	**AUTOMOBILE LIABILITY** X ANY AUTO OWNED AUTOS ONLY HIRED AUTOS ONLY SCHEDULED AUTOS NON-OWNED AUTOS ONLY	N	N	72UENCG6716	7/1/2024	7/1/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
C D	X **UMBRELLA LIAB** X OCCUR X **EXCESS LIAB** CLAIMS-MADE DED X RETENTION $ 10,000	N	N	7034190458 US00101090I24A	7/1/2024 7/1/2024	7/1/2025 7/1/2025	EACH OCCURRENCE AGGREGATE	$ 15,000,000 $ 15,000,000
B B	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N [N] **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A	N	9016910001 9016910002	7/1/2024 7/1/2024	7/1/2025 7/1/2025	X PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Hired Auto Physical Damage:
Limit - $50,000
Comprehensive Ded - $500
Collision Ded - $1,000

Workers Compensation:
Retro - $500,000

See Attached...

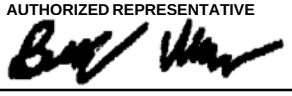
CERTIFICATE HOLDER

Cooperative Purchasing Connection;
1001. E. Mount Faith Ave.
Fergus Falls MN 56537-0000

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



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AGENCY CUSTOMER ID: LAKESEQUIP

LOC #:

ADDITIONAL REMARKS SCHEDULE

AGENCY	NAMED INSURED
Marsh & McLennan Agency LLC	Lakeshore Learning Materials, LLC 2695 E. Dominguez Street Carson, CA 90895
POLICY NUMBER	
CARRIER / NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

Cooperative Purchasing Connection is included as Additional Insured with respects to General Liability, where required by written contract, per attached endorsement.

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COMMERCIAL GENERAL LIABILITY COVERAGE FORM (EXCESS - BROAD FORM)

Various provisions in this policy restrict coverage. Read the entire policy carefully to determine rights, duties and what is and what is not covered.

Throughout this policy the words "you" and "your" refer to the Named Insured in the Declarations, and any other person or organization qualifying as a Named Insured under this policy. The words "we", "us" and "our" refer to the stock insurance company member of The Hartford providing this insurance.

The word "insured" means any person or organization qualifying as such under Section **II** Who Is An Insured.

Other words and phrases that appear in quotation marks have a special meaning. Refer to Section **V** – Definitions.

SECTION I – COVERAGES

COVERAGE A BODILY INJURY AND PROPERTY DAMAGE LIABILITY

1. Insuring Agreement

a. We will pay those sums that you or any insured becomes legally obligated to pay as damages because of "bodily injury" or "property damage" to which this insurance applies; but only to the extent that such "bodily injury" or "property damage" is in excess of the "self-insured retention" that has been exhausted solely by your payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

b. You are responsible for payment of expenses for any defense counsel selected by or on behalf of you or any insured, including "claim expenses", until the "self-insured retention" has been exhausted solely by your payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

If we make a payment relating to the defense counsel or defense of any claim against you or any insured within the "self-insured retention", it will be on your behalf, and you must reimburse us within seven business days of the date you receive notice that such payments have been made.

"Claim expenses" and other defense expenses incurred subsequent to the exhaustion of the "self-insured retention" are payable by us, as provided in Supplementary Payments.

c. If the claim is within the amount of the "self-insured retention", then subject to subsection **d.** below, you shall have the duty to defend any "suit" brought against you or any insured seeking damages because of "bodily injury" or "property damage" to which this insurance applies. Such duty shall continue until the "self-insured retention" has been exhausted solely by your payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

If, however, the amount you have paid on your behalf or on behalf of any insured, for "claim expenses" or judgments and settlements for a claim exceeds the amount of the "self-insured retention", then we shall have the right and duty to defend you or such insured against such claim. Our right and duty to defend ends when we have used up the Limits of Insurance in the payment of judgments or settlements to which this Coverage Part applies.

d. If the amount you have paid, on your behalf or on behalf of any insured, for "claim expenses" and judgments or settlements for a claim does not exceed the amount of the "self-insured retention", we shall not be obligated to assume charge of, participate in, or pay for the investigation or defense of any claim or "suit".

However, if such claim or "suit", in our opinion, involves or is reasonably likely to involve payment by us under this Coverage Part, we shall:

(1) Require you or the insured against whom a claim is made or "suit" is brought, to obtain our written consent regarding the selection of any defense counsel;

(2) At our own expense, have the right but not the duty to investigate and to assign counsel in addition to any defense

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counsel assigned by or on behalf of you or the insured. Such additional counsel shall have the right to participate in the investigation, defense or settlement of any claim or "suit" on our behalf; and

(3) Have the right but not the duty to assume control of the defense, and we shall have that right even if we have not elected to assign additional defense counsel.

If we assume control of the defense:

(a) We shall have the right to select or dismiss defense counsel for the purpose of continuing the defense of any "suit"; and

(b) You shall continue to pay, or reimburse us for, any "claim expenses" pursuant to the defense of you or any insured until the "self-insured retention" is exhausted.

During the course of controlling the defense we shall have the right but not the duty to settle the claim or "suit" by paying all or part of the "self-insured retention" or Limits of Insurance. Such payment is on your behalf, and you are responsible for reimbursing us for payments of damages and "claim expenses" within the "self-insured retention" we have made, within seven business days of the date you receive notice that such payments have been made.

If we avail ourselves of the foregoing right(s), you and any other insured, your and any other insured's claim servicing agency and we shall cooperate in such investigation, defense or settlement.

Any right or opportunity we have exercised to participate in or control the defense ends at our discretion, but in all events ends when we have used up the limit of insurance in the payment of judgments or settlements to which this Coverage Part applies.

e. In no event shall:

(1) The "self-insured retention" be reduced by your or any insured's overhead, cost of investigation of claims by salaried "employees" or "employee" time; nor any expenses or appeals not incurred with our written consent pursuant to the Duties In The Event of Occurrence, Offense, Claim or Suit Condition in Section **IV** or the Appeals Condition in Section **IV**; or

(2) We have any obligation or liability to pay sums or performs acts or services unless explicitly provided for under Supplementary Payments – Coverages **A** and **B.**

f. The amount we will pay for damages is limited as described in Section **III** – Limits Of Insurance. We have no other obligation to pay anything unless explicitly provided for under Supplementary Payments – Coverages **A** and **B.**

g. This insurance applies to "bodily injury" and "property damage" only if:

(1) The "bodily injury" or "property damage" is caused by an "occurrence" that takes place in the "coverage territory";

(2) The "bodily injury" or "property damage" occurs during the "policy period"; and

(3) Prior to the "policy period", no insured listed under Paragraph **1.** of Section **II** – Who Is An Insured and no "employee" authorized by you to give or receive notice of an "occurrence" or claim, knew that the "bodily injury" or "property damage" had occurred, in whole or in part. If such a listed insured or authorized "employee" knew, prior to the "policy period", that the "bodily injury" or "property damage" occurred, then any continuation, change or resumption of such "bodily injury" or "property damage" during or after the "policy period" will be deemed to have been known prior to the "policy period".

h. "Bodily injury" or "property damage" will be deemed to have been known to have occurred at the earliest time when any insured listed under Paragraph **1.** of Section **II** – Who Is An Insured or any "employee" authorized by you to give or receive notice of an "occurrence" or claim:

(1) Reports all, or any part, of the "bodily injury" or "property damage" to us or any other insurer;

(2) Receives a written or verbal demand or claim for damages because of the "bodily injury" or "property damage"; or

(3) Becomes aware by any other means that "bodily injury" or "property damage" has occurred or has begun to occur.

i. Damages because of "bodily injury" include damages claimed by any person or organization for care, loss of services or death resulting at any time from the "bodily injury".

j. Incidental Medical Malpractice

(1) "Bodily injury" arising out of the rendering of or failure to render professional health care services as a physician, dentist, nurse, emergency medical technician or paramedic shall be deemed to be caused by an "occurrence", but only if:

(a) The physician, dentist, nurse, emergency medical technician or paramedic is employed by you to provide such services; and

(b) You are not engaged in the business or occupation of providing such services.

(2) For the purposes of determining the limits of insurance for incidental medical malpractice, any act or omission together with all related acts or omissions in the furnishing of these services to any one person will be considered one "occurrence".

2. Exclusions

This insurance does not apply to:

a. Expected Or Intended Injury

"Bodily injury" or "property damage" expected or intended from the standpoint of the insured. This exclusion does not apply to "bodily injury" or "property damage" resulting from the use of reasonable force to protect persons or property.

b. Contractual Liability

"Bodily injury" or "property damage" for which the insured is obligated to pay damages by reason of the assumption of liability in a contract or agreement. This exclusion does not apply to liability for damages:

(1) That the insured would have in the absence of the contract or agreement; or

(2) Assumed in a contract or agreement that is an "insured contract", provided the "bodily injury" or "property damage" occurs subsequent to the execution of the contract or agreement. Solely for the purposes of liability assumed in an "insured contract", reasonable attorney fees and necessary litigation expenses incurred by or for a party other than an insured are deemed to be damages because of "bodily injury" or "property damage", provided:

(a) Liability to such party for, or for the cost of, that party's defense has also been assumed in the same "insured contract"; and

(b) Such attorney fees and litigation expenses are for defense of that party against a civil or alternative dispute resolution proceeding in which damages to which this policy applies are alleged.

c. Liquor Liability

"Bodily injury" or "property damage" for which any insured may be held liable by reason of:

(1) Causing or contributing to the intoxication of any person;

(2) The furnishing of alcoholic beverages to a person under the legal drinking age or under the influence of alcohol; or

(3) Any statute, ordinance or regulation relating to the sale, gift, distribution or use of alcoholic beverages.

This exclusion applies only if you are in the business of manufacturing, distributing, selling, serving or furnishing alcoholic beverages.

d. Workers' Compensation And Similar Laws

Any obligation of the insured under a workers' compensation, disability benefits or unemployment compensation law or any similar law.

e. Employer's Liability

"Bodily injury" to:

(1) An "employee" of the insured arising out of and in the course of:

(a) Employment by the insured; or

(b) Performing duties related to the conduct of the insured's business; or

(2) The spouse, child, parent, brother or sister of that "employee" as a consequence of Paragraph (1) above.

This exclusion applies:

(1) Whether the insured may be liable as an employer or in any other capacity; and

(2) To any obligation to share damages with or repay someone else who must pay damages because of the injury.

This exclusion does not apply to liability assumed by the insured under an "insured contract".

f. Pollution

(1) "Bodily injury" or "property damage" arising out of the actual, alleged or threatened discharge, dispersal, seepage, migration, release or escape of "pollutants":

(a) At or from any premises, site or location which is or was at any time owned or occupied by, or rented or loaned to, any insured;

(b) At or from any premises, site or location which is or was at any time used by or for any insured or others for the handling, storage, disposal, processing or treatment of waste;

(c) Which are or were at any time transported, handled, stored, treated, disposed of, or processed as waste by or for:

(i) Any insured; or

(ii) Any person or organization for whom you may be legally responsible;

(d) At or from any premises, site or location on which any insured or any contractors or subcontractors working directly or indirectly on any insured's behalf are performing operations; or

(e) To the extent that any such injury or damage is included in the "products-completed operations hazard".

Solely to the extent "pollutants" are brought on or to the premises, site or location in connection with such operations by such insured, contractor or subcontractor; subparagraph **(d)** does not apply to "bodily injury" or "property damage" arising out of the escape of fuels, lubricants or other operating fluids which are needed to perform the normal electrical, hydraulic or mechanical functions necessary for the operation of "mobile equipment" or its parts, if such fuels, lubricants or other operating fluids escape from a vehicle part designed to hold, store or receive them. This exception does not apply if the "bodily injury" or "property damage" arises out of the intentional discharge, dispersal or release of the fuels, lubricants or other operating fluids, or if such fuels, lubricants or other operating fluids are brought on or to the premises, site or location with the intent that they be discharged, dispersed or released as part of the operations being performed by such insured, contractor or subcontractor. This exception also does not apply if the operations are to test for, monitor, clean up, remove, contain, treat, detoxify or neutralize, or in any way respond to, or access the effects of "pollutants".

(2) Any loss, cost or expense arising out of any**:**

(a) Request, demand, order or statutory or regulatory requirement that any insured or others test for, monitor, clean up, remove, contain, treat, detoxify or neutralize, or in any way respond to, or assess the effects of, "pollutants"; or

(b) Claim or suit by or on behalf of a governmental authority for damages because of testing for, monitoring, cleaning up, removing, containing, treating, detoxifying or neutralizing, or in any way responding to, or assessing the effects of, "pollutants".

However, this paragraph does not apply to liability for damages because of "property damage" that the insured would have in the absence of such request, demand, order or statutory or regulatory requirement, or such claim or "suit" by or on behalf of a governmental authority.

g. Aircraft, Auto Or Watercraft

"Bodily injury" or "property damage" arising out of the ownership, maintenance, use or entrustment to others of any "aircraft", "auto" or watercraft owned or operated by or rented or loaned to any insured. Use includes operation and "loading or unloading".

This exclusion applies even if the claims against any insured allege negligence or other wrongdoing in the supervision, hiring, employment, training or monitoring of others by that insured, if the "occurrence" which caused the "bodily injury" or "property damage" involved the ownership, maintenance, use or entrustment to others of any "aircraft", "auto" or watercraft that is owned or operated by or rented or loaned to any insured.

This exclusion does not apply to:

(1) A watercraft while ashore on premises you own or rent;

(2) A watercraft you do not own that is:

(a) Less than 51 feet long; and

(b) Not being used to carry persons for a charge;

(3) Parking an "auto" on, or on the ways next to, premises you own or rent, provided the "auto" is not owned by or rented or loaned to you or the insured;

(4) Liability assumed under any "insured contract" for the ownership, maintenance or use of "aircraft" or watercraft;

(5) "Bodily injury" or "property damage" arising out of the operation of any of the equipment listed in Paragraph **f.(2)** or **f.(3)** of the definition of "mobile equipment"; or

(6) An "aircraft" that is not owned by any insured and is hired, chartered or loaned with a paid crew. However, this exception does not apply if the insured has any other insurance for such "bodily injury" or "property damage", whether the other insurance is primary, excess, contingent or on any other basis.

h. Mobile Equipment

"Bodily injury" or "property damage" arising out of:

(1) The transportation of "mobile equipment" by an "auto" owned or operated by or rented or loaned to any insured; or

(2) The use of "mobile equipment" in, or while in practice for, or while being prepared for, any prearranged racing, speed, demolition, or stunting activity**.**

i. War

"Bodily injury" or "property damage", however caused, arising directly or indirectly, out of:

(1) War, including undeclared or civil war; or

(2) Warlike action by a military force, including action in hindering or defending against an actual or expected attack, by any government, sovereign or other authority using military personnel or other agents; or

(3) Insurrection, rebellion, revolution, usurped power, or action taken by governmental authority in hindering or defending against any of these.

j. Damage to Property

"Property Damage" to:

(1) Property you own, rent, or occupy, including any costs or expenses incurred by you, or any other person, for repair, replacement, enhancement, restoration or maintenance of such property for any reason, including prevention of injury to a person or damage to another's property;

(2) Premises you sell, give away or abandon, if the "property damage" arises out of any part of those premises;

(3) Property loaned to you;

(4) Personal property in the care, custody or control of the insured;

(5) That particular part of real property on which you or any contractors or subcontractors working directly or indirectly on your behalf are performing operations, if the "property damage" arises out of those operations; or

(6) That particular part of any property that must be restored, repaired or replaced because "your work" was incorrectly performed on it.

Paragraph **(2)** of this exclusion does not apply if the premises are "your work" and were never occupied, rented or held for rental by you.

Paragraphs **(3)** and **(4)** of this exclusion do not apply to "property damage" arising from the use of elevators.

Paragraphs **(3), (4), (5)** and **(6)** of this exclusion do not apply to liability assumed under a sidetrack agreement.

Paragraphs **(3)** and **(4)** of this exclusion do not apply to "property damage" to borrowed equipment while not being used to perform operations at the job site.

Paragraph **(6)** of this exclusion does not apply to "property damage" included in the "products-completed operations hazard".

k. Damage To Your Product

"Property damage" to "your product" arising out of it or any part of it.

l. Damage To Your Work

"Property damage" to "your work" arising out of it or any part of it and included in the "products-completed operations hazard".

This exclusion does not apply if the damaged work or the work out of which the damage arises was performed on your behalf by a subcontractor.

m. Damage To Impaired Property Or Property Not Physically Injured

"Property damage" to "impaired property" or property that has not been physically injured, arising out of:

(1) A defect, deficiency, inadequacy or dangerous condition in "your product" or "your work"; or

(2) A delay or failure by you or anyone acting on your behalf to perform a contract or agreement in accordance with its terms.

This exclusion does not apply to the loss of use of other property arising out of sudden and accidental physical injury to "your product" or "your work" after it has been put to its intended use.

n. Recall of Products, Work Or Impaired Property

Damages claimed for any loss, cost or expense incurred by you or others for the loss of use, withdrawal, recall, inspection, repair, replacement, adjustment, removal or disposal of:

(1) "Your product";

(2) "Your work"; or

(3) "Impaired property";

if such product, work, or property is withdrawn or recalled from the market or from use by any person or organization because of a known or suspected defect, deficiency, inadequacy or dangerous condition in it.

o. Personal And Advertising Injury

"Bodily injury" arising out of "personal and advertising injury".

p. Electronic Data

Damages arising out of the loss of, loss of use of, damage to, corruption of, inability to access, or inability to manipulate electronic data.

As used in this exclusion, electronic data means information, facts or programs stored as or on, created or used on, or transmitted to or from computer software, including systems and applications software, hard or floppy disks, CD-ROMS, tapes, drives, cells, data processing devices or any other media which are used with electronically controlled equipment.

q. Employment-Related Practices

"Bodily injury" to:

(1) A person arising out of any "employment–related practices"; or

(2) The spouse, child, parent, brother or sister of that person as a consequence of "bodily injury" to that person at whom any "employment-related practices" are directed.

This exclusion applies:

(1) Whether the insured may be liable as an employer or in any other capacity; and

(2) To any obligation to share damages with or repay someone else who must pay damages because of the injury.

r. Asbestos

(1) "Bodily injury" or "property damage" arising out of the "asbestos hazard".

(2) Any damages, judgments, settlements, loss, costs or expenses that:

(a) May be awarded or incurred by reason of any claim or suit alleging actual or threatened injury or damage of any nature or kind to persons or property which would not have occurred in whole or in part but for the "asbestos hazard";

(b) Arise out of any request, demand, order or statutory or regulatory requirement that any insured or others test for, monitor, clean up, remove, encapsulate, contain, treat, detoxify or neutralize or in any way respond to or assess the effects of an "asbestos hazard"; or

(c) Arise out of any claim or suit for damages because of testing for, monitoring, cleaning up, removing, encapsulating, containing, treating, detoxifying or neutralizing or in any way responding to or assessing the effects of an "asbestos hazard".

s. Distribution Of Material In Violation Of Statutes

"Bodily injury" or "property damage" arising directly or indirectly out of any action or omission that violates or is alleged to violate:

(1) The Telephone Consumer Protection Act (TCPA), including any amendment of or addition to such law; or

(2) The CAN-SPAM Act of 2003, including any amendment of or addition to such law; or

(3) Any Statute, ordinance or regulation, other than TCPA or CAN-SPAM Act of 2003, that prohibits or limits the sending, transmitting, communicating or distribution of material or information.

t. Aircraft Products

(1) "Bodily injury" or "property damage" included in the "products - completed operations hazard" and arising out of the design, manufacture, sale, handling or distribution of "aircraft products", or reliance upon any representation or warranty made with respect thereto, or to any liability arising out of the "grounding" of any "aircraft"; or

(2) Liability assumed by you under any contract or agreement if such liability arises out of "aircraft products" designed, manufactured, sold, handled or distributed by you or by others trading under your name.

COVERAGE B PERSONAL AND ADVERTISING INJURY LIABILITY

1. Insuring Agreement

a. We will pay those sums that you or any insured becomes legally obligated to pay as damages because of "personal and advertising injury" to which this insurance applies; but only to the extent that such "personal and advertising injury" is in excess of the "self-insured retention" that has been exhausted solely by the payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

b. You are responsible for payment of expenses for any defense counsel selected by or on behalf of you or any insured, including "claim expenses", until the "self-insured retention" has been exhausted solely by the payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

If we make a payment relating to the defense counsel or defense of any claim against you or any insured within the "self-insured retention", it will be on your behalf, and you must reimburse us within seven business days of the date you receive notice that such payments have been made.

"Claim expenses" and other defense expenses incurred subsequent to the exhaustion of the "self-insured retention" are payable by us, as provided in Supplementary Payments.

c. If the claim is within the amount of the "self-insured retention", then subject to subsection **d.** below, you shall have the duty to defend any "suit" brought against you or any insured seeking damages because of "personal and advertising injury" to which this insurance applies. Such duty shall continue until the "self-insured retention" has been exhausted solely by the payment of "claim expenses" and that portion of judgments or settlements to which this insurance would have applied in the absence of the "self-insured retention".

If, however the amount you have paid on your behalf or on behalf of any insured, for "claim expenses" or judgments and settlements for a claim exceeds the amount of the "self-insured retention", then we shall have the right and duty to defend you or such insured against such claim. Our right and duty to defend ends when we have used up the Limits of Insurance in the payment of judgments or settlements to which this Coverage Part applies.

d. If the amount you have paid, on your behalf or on behalf of any insured, for "claim expenses" and judgments or settlements for a claim does not exceed the amount of the "self-insured retention", we shall not be obligated to assume charge of, participate in, or pay for the investigation or defense of any claim or "suit".

However, if such claim or "suit", in our opinion, involves or is reasonably likely to involve payment by us under this Coverage Part, we shall:

(1) Require you or the insured against whom the claim is made or "suit" is brought, to obtain our written consent regarding the selection of any defense counsel;

(2) At our own expense, have the right but not the duty to investigate and to assign counsel in addition to any defense counsel assigned by or on behalf of you or the insured. Such additional counsel shall have the right to participate in the investigation, defense or settlement of any claim or "suit" on our behalf; and

(3) Have the right but not the duty to assume control of the defense, and we shall have that right even if we have not elected to assign additional defense counsel.

If we assume control of the defense:

(a) We shall have the right to select or dismiss defense counsel for the purpose of continuing the defense of any "suit"; and

(b) You shall continue to pay, or reimburse us for, any "claim expenses" pursuant to the defense of you or any insured.

During the course of controlling the defense we shall have the right but not the duty to settle the claim or "suit" by paying all or part of the "self-insured retention" or Limits of Insurance. Such payment is on your behalf, and you are responsible for reimbursing us for payments of damages and "claim expenses" within the "self-insured retention" we have made within seven business days of the date you receive notice that such payments have been made.

If we avail ourselves of the foregoing right(s), you and any other insured, your and any other

insured's claim servicing agency and we shall cooperate in such investigation, defense or settlement.

Any right or opportunity we have exercised to participate in or control the defense ends at our discretion, but in all events ends when we have used up the limit of insurance in the payment of judgments or settlements to which this Coverage Part applies.

e. In no event shall:

(1) The "self-insured retention" be reduced by your or any insured's overhead, cost of investigation of claim by salaried "employees", or "employee" time; nor any expenses or appeals not incurred with our written consent pursuant to the Duties In The Event of Occurrence, Offense, Claim or Suit Condition in Section **IV** or the Appeals Condition in Section **IV**; or

(2) We have any obligation or liability to pay sums or performs acts or services unless explicitly provided for under Supplementary Payments – Coverages **A** and **B.**

f. The amount we will pay for damages is limited as described in Section **III** – Limits Of Insurance. We have no other obligation to pay anything unless explicitly provided for under Supplementary Payments – Coverages **A** and **B**.

g. This insurance applies to "personal and advertising injury" caused by an offense arising out of your business but only if the offense was committed in the "coverage territory" during the "policy period".

2. Exclusions

This insurance does not apply to:

a. Knowing Violation Of Rights Of Another

"Personal and advertising injury" arising out of an offense committed by, at the direction or with the consent or acquiescence of the insured with the expectation of inflicting "personal and advertising injury".

b. Material Published With Knowledge Of Falsity

"Personal and advertising injury" arising out of oral, written or electronic publication of material, if done by or at the direction of the insured with knowledge of its falsity.

c. Material Published Prior To Policy Period

"Personal and advertising injury" arising out of oral, written or electronic publication of material whose first publication took place before the beginning of the "policy period".

d. Criminal Acts

"Personal and advertising injury" arising out of a criminal act committed by or at the direction of the insured.

e. Contractual Liability

"Personal and advertising injury" for which the insured has assumed liability in a contract or agreement. This exclusion does not apply to liability for damages that the insured would have in the absence of the contract or agreement.

f. Breach Of Contract

"Personal and advertising injury" arising out of a breach of contract, except an implied contract to use another's "advertising idea" in your "advertisement".

g. Quality Or Performance Of Goods – Failure To Conform To Statements

"Personal and advertising injury" arising out of the failure of goods, products or services to conform with any statement of quality or performance made in your "advertisement".

h. Wrong Description Of Prices

"Personal and advertising injury" arising out of the wrong description of the price of goods, products or services.

i. Infringement Of Intellectual Property Rights

"Personal and advertising injury" arising out of any violation of any intellectual property rights such as copyright, patent, trademark, trade name, trade secret, service mark or other designation of origin or authenticity.

However, this exclusion does not apply to infringement, in your "advertisement", of:

(1) Copyright;

(2) Slogan, unless the slogan is also a trademark, trade name, service mark or other designation of origin or authenticity; or

(3) Title of any literary or artistic work.

j. Insureds In Media And Internet Type Businesses

"Personal and advertising injury" committed by an insured whose business is:

(1) Advertising, broadcasting, publishing or telecasting;

(2) Designing or determining content of web sites for others; or

(3) An Internet search, access, content or service provider.

However, this exclusion does not apply to Paragraphs **20.a.**, **b**. and **c**. of "personal and

advertising injury" under the Definitions Section.

For the purposes of this exclusion, placing an "advertisement" for or linking to others on your website, by itself, is not considered the business of advertising, broadcasting, publishing or telecasting.

k. Electronic Chatrooms Or Bulletin Boards

"Personal and advertising injury" arising out of an electronic chatroom or bulletin board the insured hosts, owns, or over which the insured exercises control.

l. Unauthorized Use Of Another's Name Or Product

"Personal and advertising injury" arising out of the unauthorized use of another's name or product in your e-mail address, domain name or metatag, or any other similar tactics to mislead another's potential customers.

m. Pollution

"Personal and advertising injury" arising out of the actual, alleged or threatened discharge, dispersal, seepage, migration, release or escape of "pollutants" at any time.

n. Pollution-Related

Any loss, cost or expense arising out of any:

(1) Request, demand, order or statutory or regulatory requirement that any insured or others test for, monitor, clean up, remove, contain, treat, detoxify or neutralize, or in any way respond to, or assess the effects of, "pollutants"; or

(2) Claim or suit by or on behalf of a governmental authority for damages because of testing for, monitoring, cleaning up, removing, containing, treating, detoxifying or neutralizing, or in any way responding to, or assessing the effects of, "pollutants".

o. War

"Personal and advertising injury", however caused, arising directly or indirectly out of:

(1) War, including undeclared or civil war;

(2) Warlike action by a military force, including action in hindering or defending against an actual or expected attack, by any government, sovereign or other authority using military personnel or other agents; or

(3) Insurrection, rebellion, revolution, usurped power, or action taken by governmental authority in hindering or defending against any of these.

p. Internet Advertisements And Content Of Others

"Personal and advertising injury" arising out of:

(1) An "advertisement" for others on your website;

(2) Placing a link to a website of others on your website;

(3) Content, including information, sounds, text, graphics, or images from a website of others displayed within a frame or border on your website; or

(4) Computer code, software or programming used to enable;

(a) Your website; or

(b) The presentation or functionality of an "advertisement" or other content on your website.

q. Right Of Privacy Created By Statute

"Personal and advertising injury" arising out of the violation of a person's right of privacy created by any state or federal act.

However, this exclusion does not apply to liability for damages that the insured would have in the absence of such state or federal act.

r. Violation Of Anti-Trust law

"Personal and advertising injury" arising out of a violation of any anti-trust law.

s. Securities

"Personal and advertising injury" arising out of the fluctuation in price or value of any stocks, bonds or other securities.

t. Discrimination

"Personal and advertising injury" arising out of discrimination.

u. Employment-Related Practices

"Personal and advertising injury" to:

(1) A person arising out of any "employment–related practices"; or

(2) The spouse, child, parent, brother or sister of that person as a consequence of "personal and advertising injury" to that person at whom any "employment-related practices" are directed.

This exclusion applies:

(1) Whether the insured may be liable as an employer or in any other capacity; and

(2) To any obligation to share damages with or repay someone else who must pay damages because of the injury.

v. Asbestos

(1) "Personal and advertising injury" arising out of the "asbestos hazard".

(2) Any damages, judgments, settlements, loss, costs or expenses that:

(a) May be awarded or incurred by reason of any claim or suit alleging actual or threatened injury or damage of any nature or kind to persons or property which would not have occurred in whole or in part but for the "asbestos hazard";

(b) Arise out of any request, demand, order or statutory or regulatory requirement that any insured test for, monitor, clean up, remove, encapsulate, contain, treat, detoxify or neutralize or in any way respond to or assess the effects of an "asbestos hazard"; or

(c) Arise out of any claim or suit for damages because of testing for, monitoring, cleaning up, removing, encapsulating, containing, treating, detoxifying or neutralizing or in any way responding to or assessing the effects of an "asbestos hazard".

w. Distribution Of Material In Violation Of Statutes

"Personal and advertising injury" arising directly or indirectly out of any action or omission that violates or is alleged to violate:

(1) The Telephone Consumer Protection Act (TCPA), including any amendment of or addition to such law;

(2) The CAN-SPAM Act of 2003, including any amendment of or addition to such law; or

(3) Any Statute, ordinance or regulation, other than TCPA or CAN-SPAM Act of 2003, that prohibits or limits the sending, transmitting, communicating or distribution of material or information

SUPPLEMENTARY PAYMENTS – COVERAGES A AND B

1. You will pay:

a. With respect to any claim or "suit" against you or any other insured that you have a duty to defend, all "claim expenses" you incur, within the amount of the "self-insured retention". Even if we elect to assume control of the defense, you will continue to pay such expenses, or reimburse us for such expenses within the amount of the "self-insured retention", at our sole discretion and direction. If we pay such expenses, you must reimburse us for all such expenses within seven business days of the date you receive notification that such payment has been made.

b. Prejudgment interest awarded against you or any insured on that portion of the judgment or settlement that is within or equal to the amount of the "self-insured retention"**.** Your payment will be in the ratio that your liability for the judgment rendered or settlement made bears to the whole amount of such judgment or settlement.

c. Interest on that portion of a judgment or settlement that accrues after entry of the judgment and before you have paid, offered to pay, or deposited in court the part of the judgment that is within or equal to the amount of the "self-insured retention". Your payment will be in the ratio that your liability for the judgment rendered or settlement made bears to the whole amount of such judgment or settlement.

Paragraphs **b.** and **c.** above will not reduce the amount of the applicable "self-insured retention".

2. We will pay:

a. With respect to any claim you investigate or settle, or any "suit" against you or any other insured you have a duty to defend, all "claim expenses" in excess of the "self-insured retention".

We will pay all "claim expenses" we incur if we have elected to associate with the defense counsel assigned by or on behalf of you or any other insured, whether within or in excess of the "self-insured retention".

b. The following in the ratio that our liability for the judgment rendered or settlement made bears to the whole amount of such judgment or settlement:

(1) Prejudgment interest awarded against you or any other insured on that portion of the judgment or settlement we pay that is in excess of the amount of the "self-insured retention".

(2) Interest on that portion of a judgment or settlement that accrues after entry of the judgment and before you have paid, offered to pay, or deposited in court the part of the judgment that is in excess of the amount of the "self-insured retention".

(3) Up to $1,000 for the cost of bail bonds required because of accidents or traffic law violations arising out of the use of any vehicle to which the Bodily Injury Liability

Coverage applies. We do not have to furnish these bonds.

(4) The cost of appeal bonds or bonds to release attachments, but only for bond amounts within the applicable limit of insurance. We do not have to furnish these bonds.

(5) All reasonable expenses incurred by the insured at our request to assist us in the investigation or defense of the claim or "suit", including actual loss of earnings up to $500 a day because of time off from work.

(6) All costs taxed against the insured in the "suit".

These payments will not reduce the limits of insurance.

3. If we defend you or any other insured against a "suit" and an indemnitee of such insured is also named as a party to the "suit", we will defend that indemnitee if all of the following conditions are met:

a. The "suit" against the indemnitee seeks damages for which the insured has assumed the liability of the indemnitee in a contract or agreement that is an "insured contract";

b. This insurance applies to such liability assumed by the insured;

c. The obligation to defend, or the cost of the defense of, that indemnitee, has also been assumed by the insured in the same "insured contract";

d. The allegations in the "suit" and the information we know about the "occurrence" are such that no conflict appears to exist between the interests of the insured and the interests of the indemnitee;

e. The indemnitee and the insured ask us to conduct and control the defense of that indemnitee against such "suit" and agree that we can assign the same counsel to defend the insured and the indemnitee; and

f. The indemnitee:

(1) Agrees in writing to:

(a) Cooperate with you and us in the investigation, settlement or defense of the "suit";

(b) Immediately send you and us copies of any demands, notices, summonses or legal papers received in connection with the "suit";

(c) Notify any other insurer whose coverage is available to the indemnitee; and

(d) Cooperate with you and us with respect to coordinating other applicable insurance available to the indemnitee; and

(2) Provides us with written authorization to:

(a) Obtain records and other information related to the "suit"; and

(b) Conduct and control the defense of the indemnitee in such "suit".

So long as the above conditions are met,

(1) Attorneys fees incurred by you in the defense of that indemnitee, necessary litigation expenses incurred by us and necessary litigation expenses incurred by the indemnitee at your request will be borne by you as "claim expenses" until the "self-insured retention" is exhausted; and

(2) Attorneys fees incurred by us in the defense of that indemnitee, necessary litigation expenses incurred by us and necessary litigation expenses incurred by the indemnitee at our request will be borne by us as "claim expenses" by us after the "self-insured retention" has been exhausted.

Notwithstanding the provisions of paragraph **2.b.(2)** of Section **I** – Coverage **A** – Bodily Injury And Property Damage, such payments will not be deemed to be damages for "bodily injury" and "property damage" and will not reduce the limits of insurance; however, such payments will reduce the "self-insured retention" to the same extent that other "claim expenses" reduce the "self-insured retention."

Your obligation to defend an insured's indemnitee and to pay for attorneys fees and necessary litigation expenses as Supplementary Payments ends when you have used up the applicable "self-insured retention" in the payment of judgments, settlements, or "claim expenses"; or when the conditions set forth above, or the terms of the agreement described in paragraph **f.** above, are no longer met.

Our obligation to defend you or any other insured's indemnitee and to pay for attorneys' fees and necessary litigation expenses as Supplementary Payments ends when:

a. We have used up the applicable limit of insurance in the payment of judgments or settlements; or

b. The conditions set forth above, or the terms of the agreement described in Paragraph **f.** above, are no longer met.

SECTION II - WHO IS AN INSURED

1. If you are designated in the Declarations as:

a. An individual, you and your spouse are insureds, but only with respect to the conduct of a business of which you are the sole owner.

b. A partnership or joint venture, you are an insured. Your members, your partners, and their spouses are also insureds, but only with respect to the conduct of your business.

c. A limited liability company, you are an insured. Your members are also insureds, but only with respect to the conduct of your business. Your managers are insureds, but only with respect to their duties as your managers.

d. An organization other than a partnership, joint venture or limited liability company, you are an insured. Your "executive officers" and directors are insureds, but only with respect to their duties as your officers or directors. Your stockholders are also insureds, but only with respect to their liability as stockholders.

e. A trust, you are an insured. Your trustees are also insureds, but only with respect to their duties as trustees.

2. Each of the following is also an insured:

a. Employees And Volunteer Workers

Your "volunteer workers" only while performing duties related to the conduct of your business, or your "employees", other than either your "executive officers", (if you are an organization other than a partnership, joint venture or limited liability company) or your managers (if you are a limited liability company), but only for acts within the scope of their employment by you or while performing duties related to the conduct of your business.

However, none of these "employees" or "volunteer workers" are insureds for:

(1) "Bodily injury" or "personal and advertising injury":

(a) To you, to your partners or members (if you are a partnership or joint venture), to your members (if you are a limited liability company), or to a co-"employee" while in the course of his or her employment or while performing duties related to the conduct of your business, or to your other "volunteer workers" while performing duties related to the conduct of your business*;*

(b) To the spouse, child, parent, brother or sister of that co-"employee" or "volunteer worker" as a consequence of paragraph **(1)(a)** above;

(c) For which there is any obligation to share damages with or repay someone else who must pay damages because of the injury described in paragraphs **(1)(a)** or **(1)(b)** above; or

(d) Arising out of his or her providing or failing to provide professional health care services.

If you are not in the business of providing professional health care services, paragraph **(d)** does not apply to any nurse, emergency medical technician or paramedic employed by you to provide such services.

(2) "Property damage" to property:

(a) Owned, occupied or used by, or

(b) Rented to, in the care, custody or control of, or over which physical control is being exercised for any purpose by

you, any of your "employees", "volunteer workers", any partner or member (if you are a partnership or joint venture), or any member (if you are a limited liability company).

b. Real Estate Manager

Any person (other than your "employee" or "volunteer worker"), or any organization while acting as your real estate manager.

c. Temporary Custodians of Your Property

Any person or organization having proper temporary custody of your property if you die, but only:

(1) With respect to the liability arising out of the maintenance or use of that property; and

(2) Until your legal representative has been appointed.

d. Legal Representative If You Die

Your legal representative if you die, but only with respect to duties as such. That representative will have all your rights and duties under this Coverage Part.

3. Newly Acquired or Formed Organization

Any organization you newly acquire or form, other than a partnership, joint venture or limited liability company, and over which you maintain financial

interest of more than 50% of the voting stock, will qualify as a Named Insured if there is no other similar insurance available to that organization. However:

a. Coverage under this provision is afforded only until the 90th day after you acquire or form the organization or the end of the "policy period", whichever is earlier;

b. Coverage **A** does not apply to "bodily injury" or "property damage" that occurred before you acquired or formed the organization; and

c. Coverage **B** does not apply to "personal and advertising injury" arising out of an offense committed before you acquired or formed the organization.

4. Mobile Equipment

With respect to "mobile equipment" registered in your name under any motor vehicle registration law, any person is an insured while driving such equipment along a public highway with your permission. Any other person or organization responsible for the conduct of such person is also an insured, but only with respect to liability arising out of the operation of the equipment, and only if no other insurance of any kind is available to that person or organization for this liability. However, no person or organization is an insured with respect to:

a. "Bodily injury" to a co-"employee" of the person driving the equipment; or

b. "Property damage" to property owned by, rented to, in the charge of or occupied by you or the employer of any person who is an insured under this provision.

5. Nonowned Watercraft

With respect to watercraft you do not own that is less than 51 feet long and is not being used to carry persons for a charge, any person is an insured while operating such watercraft with your permission. Any other person or organization responsible for the conduct of such person is also an insured, but only with respect to liability arising out of the operation of the watercraft, and only if no other insurance of any kind is available to that person or organization for this liability.

However, no person or organization is an insured with respect to:

a. "Bodily injury" to a co-"employee" of the person operating the watercraft; or

b. "Property damage" to property owned by, rented to, in the charge of or occupied by you or the employer of any person who is an insured under this provision.

6. Additional Insureds When Required By Written Contract, Written Agreement Or Permit

The following person(s) or organization(s) are an additional insured when you have agreed, in a written contract, written agreement or because of a permit issued by a state or political subdivision, that such person or organization be added as an additional insured on your policy, provided the injury or damage occurs subsequent to the execution of the contract agreement.

A person or organization is an additional insured under this provision only for that period of time required by the contract or agreement.

However, no such person or organization is an insured under this provision if such person or organization is included as an insured by an endorsement issued by us and made part of this Coverage Part.

a. Vendors

Any person(s) or organization(s) (referred to below as vendor), but only with respect to "bodily injury" or "property damage" arising out of "your products" which are distributed or sold in the regular course of the vendor's business; and only if this Coverage Part provides coverage for "bodily injury" or "property damage" included within the "products-completed operations hazard".

(1) The insurance afforded the vendor is subject to the following additional exclusions:

This insurance does not apply to:

(a) "Bodily injury" or "property damage" for which the vendor is obligated to pay damages by reason of the assumption of liability in a contract or agreement. This exclusion does not apply to liability for damages that the vendor would have in the absence of the contract or agreement;

(b) Any express warranty unauthorized by you;

(c) Any physical or chemical change in the product made intentionally by the vendor;

(d) Repackaging except when unpacked solely for the purpose of inspection, demonstration, testing, or the substitution of parts under instructions from the manufacturer, and then repackaged in the original container;

(e) Any failure to make such inspections, adjustments, tests or servicing as the vendor has agreed to make or

normally undertakes to make in the usual course of business, in connection with the distribution or sale of the products;

(f) Demonstration, installation, servicing or repair operations, except such operations performed at the vendor's premises in connection with the sale of the product;

(g) Products which, after distribution or sale by you, have been labeled or relabeled or used as a container, part or ingredient of any other thing or substance by or for the vendor; or

(h) "Bodily injury" or "property damage" arising out of the sole negligence of the vendor for its own acts or omissions or those of its employees or anyone else acting on its behalf. However, this exclusion does not apply to:

(i) The exceptions contained in sub-paragraphs **(d)** or **(f)**; or

(ii) Such inspections adjustments or servicing as the vendor has agreed to make or normally undertakes to make in the usual course of business, in connection with the distribution or sale of the products.

(2) This insurance does not apply to any insured person or organization, from whom you have acquired such products, or any ingredient, part or container, entering into, accompanying or containing such products.

b. Lessors of Equipment

(1) Any person or organization from whom you lease equipment; but only with respect to their liability for "bodily injury" or "property damage" or "personal and advertising injury" caused, in whole or in part, by your maintenance, operation or use of equipment leased to you by such person or organization.

(2) With respect to the insurance afforded to these additional insureds, this insurance does not apply to any "occurrence" which takes place after the equipment lease expires.

c. Lessors of Land or Premises

Any person or organization from whom you lease land or premises, but only with respect to liability arising out of the ownership, maintenance or use of that part of the land or premises leased to you.

With respect to the insurance afforded these additional insureds, the following additional exclusions apply:

This insurance does not apply to:

(1) Any "occurrence" which takes place after you cease to lease that land; or

(2) Structural alterations, new construction or demolition operations performed by or on behalf of such person or organization.

d. Architects, Engineers or Surveyors

Any architect, engineer, or surveyor, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf:

(1) In connection with your premises; or

(2) In the performance of your ongoing operations performed by you or on your behalf.

With respect to the insurance afforded these additional insureds, the following additional exclusions apply:

This insurance does not apply to "bodily injury", "property damage" or "personal and advertising injury" arising out of the rendering of or the failure to render any professional services by or for you, including:

1. The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications; or

2. Supervisory, inspection, architectural or engineering activities.

e. Permits issued By State or Political Subdivisions

Any state or political subdivision, but only with respect to operations performed by you or on your behalf for which the state or political subdivision has issued a permit.

With respect to the insurance afforded these additional insureds, this insurance does not apply to:

(1) "Bodily injury", "property damage" or "personal and advertising injury" arising out of operations performed for the state or municipality; or

(2) "Bodily injury" or "property damage" included within the "products-completed operations hazard".

f. Any Other Party

Any other person or organization who is not an insured under paragraphs **a.** through **e.** above, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf:

(1) In the performance of your ongoing operations,

(2) In connection with your premises owned by or rented to you; or

(3) In connection with "your work" and included within the "products-completed operations hazard", but only if;

(a) The written contract or agreement requires you to provide such coverage to such additional insured; and

(b) This Coverage Part provides coverage for "bodily injury" or "property damage" included within the "products-completed operations" hazard".

With respect to the insurance afforded to these additional insureds, this insurance does not apply to:

"Bodily injury", "property damage" or "personal and advertising injury" arising out of the rendering of, or failure to render, any professional architectural, engineering or surveying services, including:

(1) The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications; or

(2) Supervisory, inspection, architectural or engineering activities.

The limits of insurance that apply to additional insureds under this provision is described in Section **III** – Limits Of Insurance. Such limits of insurance apply only in excess of the "self-insured retention".

No person or organization is an insured with respect to the conduct of any current or past partnership, joint venture or limited liability company that is not shown as a Named Insured in the Declarations.

SECTION III LIMITS OF INSURANCE

1. The Most We Will Pay

Subject to item **1.a**. of the **Insuring Agreement,** the Limits of Insurance shown in the Declarations and the rules below fix the most we will pay regardless of the number of:

a. Insureds;

b. Claims made or "suits" brought; or

c. Persons or organizations making claims or bringing "suits".

2. The General Aggregate Limit

The General Aggregate Limit is the most we will pay for the sum of:

a. Damages under Coverage **A**, except damages because of "bodily injury" or "property damage" included in the "products-completed operations hazard"; and

b. Damages under Coverage **B**.

3. Products-Completed Operations Aggregate Limit

The Products-Completed Operations Aggregate Limit is the most we will pay under Coverage **A** for damages because of "bodily injury" and "property damage" included in the "products-completed operations hazard".

4. Personal and Advertising Injury Limit

Subject to **2.** above, the Personal and Advertising Injury Limit is the most we will pay under Coverage **B** for the sum of all damages because of all "personal and advertising injury" sustained by any one person or organization.

5. Each Occurrence Limit

Subject to **2.** or **3.** above, whichever applies, the Each Occurrence Limit is the most we will pay for damages under Coverage **A** because of all "bodily injury" and "property damage" arising out of any one "occurrence".

6. How Limits And Self Insured Retention Apply to Additional Insureds

If you have agreed in a contract or agreement that another person or organization be added as an insured on your policy:

a. You are responsible for payment of any "self-insured retention" on behalf of such person or organization; and

b. The most we will pay on behalf of such insured or any other insured endorsed to this Coverage Part is the lesser of:

(1) The limits of insurance specified in the contract or agreement; or

(2) The Limits of Insurance shown in the Declarations.

Any amount we pay shall be in excess of the "self-insured retention" and is part of and not in addition to the Limits of Insurance shown in the Declarations and described in this Section.

The Limits of Insurance of this Coverage Part and the amount of the "self-insured retention" apply separately to each "policy period". If the "policy

period" is extended after issuance for an additional period, such additional period will be deemed to be part of the "policy period" for purposes of determining the applicable Limits of Insurance and "self-insured retention".

SECTION IV COMMERCIAL GENERAL LIABILITY CONDITIONS

1. Bankruptcy

Your bankruptcy or insolvency, or the bankruptcy of any other insured or of the insured's estate will not relieve:

a. Us of our obligations under this Coverage Part, or

b. You of your obligations to defend any claim or "suit" against you or any other insured.

2. Duties In The Event Of Occurrence, Offense, Claim Or Suit

a. Notice of Occurrence Or Offense

You or any insured must see to it that we are notified as soon as practicable of an "occurrence" or an offense which may result in a claim. To the extent possible, notice should include:

(1) How, when and where the "occurrence" or offense took place;

(2) The names and addresses of any injured persons and witnesses; and

(3) The nature and location of any injury or damage arising out of the "occurrence" or offense.

b. Notice Of Claim Or Suit

If a claim is made or "suit" is brought against any insured, you or any insured must:

(1) Immediately record the specifics of the claim or "suit" and the date received; and

(2) Notify us as soon as practicable if the claim or "suit" is likely to exceed the "self-insured retention".

You or any insured must see to it that we receive written notice of the claim or "suit" as soon as practicable.

c. Assistance And Cooperation Of The Insured

You and any other involved insured must:

(1) Immediately send us copies of any demands, notices, summonses or legal papers received in connection with the claim or "suit" involving or likely to involve a sum in excess of the "self-insured retention";

(2) Authorize us to obtain records and other information;

(3) Cooperate with us in the investigation or settlement of the claim or defense against the "suit";

(4) Assist us, upon our request, in the enforcement of any right against any person or organization which may be liable to the insured because of injury or damage to which this insurance or the "self-insured retention" may also apply;

(5) Advise us of the name and address of defense counsel retained to represent the insured's interest with respect to the "self-insured retention". Further, if the claim or "suit", in our opinion, involves or is reasonably likely to involve payment by us under this Coverage Part, we shall require you or the insured against whom a claim is made or "suit" is brought, to obtain our written consent regarding the selection of any defense counsel;

(6) Furnish us the following information:

(a) Quarterly loss runs identifying all open and paid claims and "claim expenses". Such loss runs shall be furnished until all claims and "claim expenses" are paid;

(b) Complete information on all claims reserved for 50% or more of the amount of the "self-insured retention". This information must be furnished within 30 days from the date such reserve is established;

(c) Complete information on all claims (including multiple claims) arising out of an "occurrence" or offense which might require payment in excess of the "self-insured retention". This information must be furnished within 30 days from the date such possibility first arises;

(d) Complete information on any claim arising out of an "occurrence" or offense involving a minor child, or any of the following injuries:

(i) Death,

(ii) Quadriplegia,

(iii) Paraplegia,

(iv) Brain Damage,

(v) Loss of Vision,

(vi) Loss of Limb, or

(vii) Hospitalization for more than 30 days.

This information must be furnished within 30 days from the date such claim is first made; and

(7) Maintain adequate claim records and supporting data which document reserves for payment of claims, dates and amounts of any settlements, including specific identification of "claim expenses" incurred and paid.

d. Acceptance Or Rejection of Settlement Within The "Self-Insured Retention"

You, any insured as described in Section **II** - Who Is an Insured or any insured endorsed to this Coverage Part shall, as respects the "self-insured retention", exercise good faith in evaluating whether to accept or reject a settlement offer extended by a party making a claim. The failure to exercise such good faith by you, and any such insured will relieve us of any obligation to pay any sum in excess of the amount of the settlement that could have been accepted.

e. Obligations At The Insureds Own Cost

No insureds will, except at the insured's own cost, make or agree to any settlement for a sum in excess of the "self-insured retention" without our consent.

If any insured makes a payment, assumes any obligation, or incurs any expense, other than for first aid, without our consent, such payment, obligation or expense will be at the insured's own cost.

f. Insureds Other Insurance

If we cover a claim or "suit" under this Coverage Part that may also be covered by other insurance available to an insured, such insured must submit such claim or "suit" to the other insurer for defense and indemnity.

g. Knowledge Of An Occurrence, Offense, Claim Or Suit

Paragraphs **a.** and **b.** apply to you or to any insured only when such "occurrence", offense, claim or "suit" is known to:

(1) You or any insured that is an individual;

(2) Any partner, if you or an insured is a partnership;

(3) Any manager, if you or any insured is a limited liability company;

(4) Any "executive officer" or insurance manager, if you or an insured is a corporation;

(5) Any trustee, if you or an insured is a trust; or

(6) Any elected or appointed official, if you or an additional insured is a political subdivision or public entity.

Paragraph **g.** applies separately to you and any insured.

3. Legal Action Against Us

No person or organization has a right under this Coverage Part:

a. To join us as a party or otherwise bring us into a "suit" asking for damages from an insured; or

b. To sue us under this Coverage Part unless all of its terms have been fully complied with.

A person or organization may sue us to recover on an agreed settlement or on a final judgment against an insured; but we will not be liable for damages that are not payable under the terms of this Coverage Part or that are in excess of the applicable limit of insurance. An agreed settlement means a settlement and release of liability signed by us, the insured and the claimant or the claimant's legal representative.

4. Other Insurance

This insurance is excess over any other insurance, whether primary, excess, contingent or on any other basis, except when purchased specifically to apply in excess of this insurance.

If this insurance is excess over other insurance, we will pay only our share of the amount of the loss, if any, that exceeds the sum of:

(1) The total amount that all such other insurance would pay for damages in the absence of this insurance; and

(2) The total of all deductible and self-insured amounts under all that other insurance.

5. Premium Audit

a. We will compute all premiums for this Coverage Part in accordance with our rules and rates.

b. Premium shown in this Coverage Part as advance premium is a deposit premium only. At the close of each audit period we will compute the earned premium for that period and send notice to the first Named Insured. The due date for audit and retrospective premiums is the date shown as the due date on the bill. If the sum of the advance and audit premiums paid for the "policy period" is greater than the earned premium, we will return the excess to the first Named Insured.

c. The first Named Insured must keep records of the information we need for premium computation, and send us copies at such times as we may request.

6. Representations

a. When You Accept This Policy

By accepting this policy, you agree:

(1) The statements in the Declarations are accurate and complete;

(2) Those statements are based upon representations you made to us; and

(3) We have issued this policy in reliance upon your representations.

b. Unintentional Failure To Disclose Hazards

If unintentionally you should fail to disclose all hazards relating to the conduct of your business that exist at the inception date of this Coverage Part, we shall not deny coverage under this Coverage Part because of such failure.

7. Separation Of Insureds

Except with respect to the Limits of Insurance, your responsibility under the "self-insured retention" and any rights or duties specifically assigned in this Coverage Part to the first Named Insured, this insurance applies:

a. As if each Named Insured were the only Named Insured; and

b. Separately to each insured against whom claim is made or "suit" is brought.

8. Transfer Of Rights Of Recovery Against Others To Us

a. Transfer of Rights Of Recovery

If the insured has rights to recover all or part of any payment, including Supplementary Payments, we have made under this Coverage Part, those rights are transferred to us. The insured must do nothing after loss to impair them. At our request, the insured will bring "suit" or transfer those rights to us and help us enforce them.

b. How Recoveries Shall Be Applied

Recoveries shall be applied to reimburse:

(1) First, any interest (including the Named Insured) that paid any amount in excess of our Limits of Insurance;

(2) Second, us, along with any other insurers having a quota share interest at the same level; and

(3) Third, such interests (including the Named Insured) of whom this insurance is excess.

However, a different apportionment may be made to effect settlement of a claim by agreement signed by all interests.

c. Apportionment Among All Interests

Reasonable expenses incurred in the exercise of rights of recovery shall be apportioned among all interests in the ratio of their respective losses for which recovery is sought.

d. Waiver Of Rights Of Recovery (Waiver Of Subrogation)

If the insured has waived any rights of recovery against any person or organization for all or part of any payment, including Supplementary Payments, we have made under this Coverage Part, we also waive that right, provided the insured waived their rights of recovery against such person or organization in a contract, agreement or permit that was executed prior to the injury or damage.

9. When We Do Not Renew

If we decide not to renew this Coverage Part, we will mail or deliver to the first Named Insured shown in the Declarations written notice of the nonrenewal not less than 30 days before the expiration date.

If notice is mailed, proof of mailing will be sufficient proof of notice.

10. Maintenance of Self-Insured Retention

You shall do whatever is required, including provision of sufficient funds, to maintain the "self-insured retention" in full effect during the currency of this policy. If the "self-insured retention" becomes invalid, suspended, unenforceable or uncollectable for any reason, including bankruptcy or insolvency, we shall be liable only to the extent we would have been had such "self-insured retention" remained in full effect.

The first Named Insured shall give us written notice as soon as practicable of any change in the operating status of any "self-insured retention", or when the sum of all incurred losses and "claim expenses" equals or exceeds 70% of the "self-insured retention".

11. Appeals

a. For amounts within the "self-insured retention":

(1) If we or you with our consent, elect to appeal a judgment, then any resultant additional expenses, settlements or judgments to which this insurance applies shall reduce the amount of the "self-insured retention". We shall be liable for such additional expenses, settlements or judgments that are in excess of the "self-insured retention".

(2) If you or any insured, without our consent, elects to appeal a judgment, any resultant additional expenses, settlements or judgments shall not reduce the amount of the "self-insured retention". We shall not be liable for such resultant additional

expenses, settlements or judgments, whether or not they are in excess of the "self-insured retention".

b. For amounts in excess of the "self-insured retention":

(1) If you or any insured elects to appeal, and such appeal is with our consent, then we shall be liable for any additional expenses, settlements or judgments to which this policy applies.

(2) If you or any insured elect to appeal, and such appeal is without our consent, then we shall not be liable for any additional expenses, settlements or judgments.

(3) If you or any insured elect not to appeal a judgment, then we may, at our option, make such appeal at our cost and expense, and we shall be liable for any additional expenses, settlements or judgments to which this policy applies.

We will in no event be obligated to post or obtain any appeal bond, but we will pay for the cost of such a bond obtained by the insured on appeals we consent to, and taxable costs, disbursements and interest incidental thereto.

SECTION V – DEFINITIONS

1. "Advertisement" means the widespread public dissemination of information or images that has the purpose of inducing the sale of goods, products or services through:

a. **(1)** Radio;

(2) Television;

(3) Billboard;

(4) Magazine;

(5) Newspaper; or

b. Any other publication that is given widespread public distribution.

However, "advertisement" does not include:

a. The design, printed material, information or images contained in, on or upon the packaging or labeling of any goods or products; or

b. An interactive conversation between or among persons through a computer network.

2. "Advertising idea" means any idea for an "advertisement".

3. "Aircraft" includes but is not limited to heavier-than-air flying vehicles, helicopters, gliders, missiles or spacecraft.

4. "Aircraft products" means "aircraft" and any other goods or products manufactured, sold, handled or distributed or services provided or recommended by the insured or by others trading under his or her name for use in the manufacture, repair, operation, maintenance or use of any "aircraft".

"Aircraft products" includes:

a. Warranties or representations made at any time with respect to the fitness, quality, durability, performance or use of "aircraft products"; and

b. The providing of or failure to provide warnings or instructions.

5 "Asbestos hazard" means an exposure or threat of exposure to the actual or alleged properties of asbestos and includes the mere presence of asbestos in any form.

6. "Auto" means a land motor vehicle, trailer or semitrailer designed for travel on public roads, including any attached machinery or equipment. But "auto" does not include "mobile equipment".

7. "Bodily injury" means physical:

a. Injury;

b. Sickness; or

c. Disease

sustained by a person and, if arising out of the above, mental anguish or death at any time.

8. "Claim expenses" means:

a. All expenses incurred by or on behalf of you or any other insured with our written consent; and

b. All expense incurred by us on behalf of you or any other insured, if we assume control of the defense pursuant to paragraph **1.c** of the Insuring Agreement.

But "claim expenses" include only those expenses incurred in the investigation or defense of claims or "suits". The following are not "claim expenses":

(1) Claim fees paid to your or any other insured's claim servicing agency;

(2) Any expenses associated with appeals made by you or any other insured without our consent for judgments or settlements, whether greater or lesser than the amount of the "self-insured retention";

(3) Salaries of your "employees", any other insured's "employees", and our "employees", except the costs and expenses of our staff defense counsel and legal assistants; or

(4) Damages.

9. "Coverage territory" means:

a. The United States of America (including its territories and possessions), Puerto Rico and Canada;

b. International waters or airspace, but only if the injury or damage occurs in the course of travel or transportation between any places included in **a.** above; or

c. All other parts of the world if the injury or damage arises out of:

(1) Goods or products made or sold by you in the territory described in a. above;

(2) The activities of a person whose home is in the territory described in a. above, but is away for a short time on your business; or

(3) "Personal and advertising injury" offenses that take place through the Internet or similar electronic means of communication

provided the insured's responsibility to pay damages is determined in the United States of America (including its territories and possessions), Puerto Rico or Canada, in a "suit" on the merits according to the substantive law in such territory or in a settlement we agree to.

10. "Employee" includes a "leased worker". "Employee" does not include a "temporary worker".

11. "Employment-Related Practices" means:

a. Refusal to employ a person;

b. Termination of a person's employment; or

c. Employment-related practices, policies, acts or omissions, such as coercion, demotion, evaluation, reassignment, discipline, defamation, harassment, humiliation or discrimination directed at a person.

12. "Executive officer" means a person holding any of the officer positions created by your charter, constitution, by-laws or any other similar governing document.

13. "Grounding" means:

a. The withdrawal of one or more "aircraft" from flight operations; or

b. The imposition of speed, passenger or load restrictions on such "aircraft" by reason of the existence of or alleged or suspected existence of any defect, fault or condition in such "aircraft" or any part thereof:

(1) Sold, handled or distributed by the insured; or

(2) Manufactured, assembled or processed by any other person or organization:

(a) According to specifications, plans, suggestions, orders or drawings of the insured; or

(b) With tools, machinery or other equipment furnished to such persons or organizations by the insured;

Whether such "aircraft" so withdrawn or restricted are owned or operated by the same or different person or organizations.

14. "Impaired property" means tangible property, other than "your product" or "your work", that cannot be used or is less useful because:

a. It incorporates "your product" or "your work" that is known or thought to be defective, deficient, inadequate or dangerous; or

b. You have failed to fulfill the terms of a contract or agreement;

if such property can be restored to use by:

a. The repair, replacement, adjustment or removal of "your product" or "your work"; or

b. Your fulfilling the terms of the contract or agreement.

15. "Insured contract" means:

a. A contract for a lease of premises. However, that portion of the contract for a lease of premises that indemnifies any person or organization for damage by fire, lightning or explosion to premises while rented to you or temporarily occupied by you with permission of the owner is not an "insured contract";

b. A sidetrack agreement;

c. Any easement or license agreement;

d. An obligation, as required by ordinance, to indemnify a municipality, except in connection with work for a municipality;

e. An elevator maintenance agreement;

f. That part of any other contract or agreement pertaining to your business (including an indemnification of a municipality in connection with work performed for a municipality) under which you assume the tort liability of another party to pay for "bodily injury" or "property damage" to a third person or organization, provided the "bodily injury" or "property damage" is caused, in whole or in part, by you or by those acting on your behalf. Tort liability means a liability that would be imposed by law in the absence of any contract or agreement.

Paragraph **f.** does not include that part of any contract or agreement:

(1) That indemnifies a railroad for "bodily injury" or "property damage" arising out of construction or demolition operations, within 50 feet of any railroad property and affecting any railroad bridge or trestle, tracks, road-beds, tunnel, underpass or crossing;

(2) That indemnifies an architect, engineer or surveyor for injury or damage arising out of:

(a) Preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications; or

(b) Giving directions or instructions, or failing to give them, if that is the primary cause of the injury or damage; or

(3) Under which the insured, if an architect, engineer or surveyor, assumes liability for any injury or damage arising out of the insured's rendering or failure to render professional services, including those listed in **(2)** above and supervisory, inspection, architectural or engineering activities.

16. "Leased worker" means a person leased to you by a labor leasing firm under an agreement between you and the labor leasing firm, to perform duties related to the conduct of your business. "Leased worker" does not include a "temporary worker".

17. "Loading or unloading" means the handling of property:

a. After it is moved from the place where it is accepted for movement into or onto an "aircraft", watercraft or "auto";

b. While it is in or on an "aircraft", watercraft or "auto"; or

c. While it is being moved from an "aircraft", watercraft or "auto" to the place where it is finally delivered;

but "loading or unloading" does not include the movement of property by means of a mechanical device, other than a hand truck, that is not attached to the "aircraft", watercraft or "auto".

18. "Mobile equipment" means any of the following types of land vehicles, including any attached machinery or equipment:

a. Bulldozers, farm machinery, forklifts and other vehicles designed for use principally off public roads;

b. Vehicles maintained for use solely on or next to premises you own or rent;

c. Vehicles that travel on crawler treads;

d. Vehicles, whether self-propelled or not, maintained primarily to provide mobility to permanently mounted:

(1) Power cranes, shovels, loaders, diggers or drills; or

(2) Road construction or resurfacing equipment such as graders, scrapers or rollers;

e. Vehicles not described in **a., b., c. or d**. above that are not self-propelled and are maintained primarily to provide mobility to permanently attached equipment of the following types:

(1) Air compressors, pumps and generators, including spraying, welding, building cleaning, geophysical exploration, lighting and well servicing equipment; or

(2) Cherry pickers and similar devices used to raise or lower workers;

f. Vehicles not described in **a., b., c. or d.** above maintained primarily for purposes other than the transportation of persons or cargo.

However, self-propelled vehicles with the following types of permanently attached equipment are not "mobile equipment" but will be considered "autos":

(1) Equipment, of at least 1,000 pounds gross vehicle weight, designed primarily for:

(a) Snow removal;

(b) Road maintenance, but not construction or resurfacing; or

(c) Street cleaning;

(2) Cherry pickers and similar devices mounted on automobile or truck chassis and used to raise or lower workers; and

(3) Air compressors, pumps and generators, including spraying, welding, building cleaning, geophysical exploration, lighting and well servicing equipment.

19. "Occurrence" means an accident, including continuous or repeated exposure to substantially the same general harmful conditions.

20. "Personal and advertising injury" means injury, including consequential "bodily injury", arising out of one or more of the following offenses:

a. False arrest, detention or imprisonment;

b. Malicious prosecution;

c. The wrongful eviction from, wrongful entry into, or invasion of the right of private occupancy of a room, dwelling or premises that a person occupies, committed by or on behalf of its owner, landlord or lessor;

d. Oral, written or electronic publication of material that slanders or libels a person or organization or disparages a person's or organization's goods, products or services;

e. Oral, written or electronic publication of material that violates a person's right of privacy;

f. Copying, in your "advertisement", a person's or organization's "advertising idea" or style of "advertisement"; or

g. Infringement of copyright, slogan, or title of any literary or artistic work, in your "advertisement".

21. "Policy period" means the period beginning with the inception date shown in the Declarations and ending with the earlier of:

a. The date of cancellation of this Coverage Part; or

b. The expiration date shown in the Declarations.

22. "Pollutants" mean any solid, liquid, gaseous or thermal irritant or contaminant, including smoke, vapor, soot, fumes, acids, alkalis, chemicals and waste. Waste includes materials to be recycled, reconditioned or reclaimed.

23. "Products-completed operations hazard":

a. Includes all "bodily injury" and "property damage" occurring away from premises you own or rent and arising out of "your product" or "your work" except:

(1) Products that are still in your physical possession; or

(2) Work that has not yet been completed or abandoned. However, "your work" will be deemed completed at the earliest of the following times:

(a) When all of the work called for in your contract has been completed.

(b) When all of the work to be done at the job site has been completed if your contract calls for work at more than one job site.

(c) When that part of the work done at a job site has been put to its intended use by any person or organization other than another contractor or subcontractor working on the same project.

Work that may need service, maintenance, correction, repair or replacement, but which is otherwise complete, will be treated as completed.

b. Does not include "bodily injury" or "property damage" arising out of:

(1) The transportation of property, unless the injury or damage arises out of a condition in or on a vehicle not owned or operated by you, and that condition was created by the "loading or unloading" of that vehicle by any insured;

(2) The existence of tools, uninstalled equipment or abandoned or unused materials; or

(3) Products or operations for which the classification, listed in the Declarations or in a policy schedule, states that products-completed operations are subject to the General Aggregate Limit.

24. "Property damage" means:

a. Physical injury to tangible property, including all resulting loss of use of that property. All such loss of use shall be deemed to occur at the time of the physical injury that caused it; or

b. Loss of use of tangible property that is not physically injured. All such loss of use shall be deemed to occur at the time of the "occurrence" that caused it.

As used in this definition, computerized or electronically stored data, programs or software are not tangible property. Electronic data means information, facts or programs:

a. Stored as or on;

b. Created or used on; or

c. Transmitted to or from;

computer software, including systems and applications software, hard or floppy disks, CD-ROMS, tapes, drives, cells, data processing devices or any other media which are used with electronically controlled equipment.

25. "Self-insured retention" refers to the amount(s) set forth in the Declarations as such, and is defined below:

a. As respects the All Coverages (including Products-Completed Operations) Aggregate Retention, "self-insured retention" means the amount you must pay as damages and "claim expenses" for all "personal and advertising injury" and all "occurrences" taking place during the "policy period";

b. Subject to **a.** above, as respects the Products-Completed Operations Aggregate Retention, "self-insured retention" means the amount you must pay as damages and "claim expenses" for all "occurrences" taking place during the "policy period" and arising out of the "products-completed operations hazard";

c. Subject to **a.** above, as respects the General Aggregate Retention, "self-insured retention" means the amount you must pay as damages and "claim expenses" for all "personal and

advertising injury" and all "occurrences" arising out of other than the "products-completed operations hazard"; and

d. Subject to **b.** or **c.** above, whichever applies, as respects the Personal and Advertising Injury Retention, or the Each Occurrence Retention, "self-insured retention" means the amount you must pay as damages and "claim expenses" for "personal and advertising injury", or any one "occurrence", respectively, before we will pay anything.

You are responsible for payment of any sums in satisfaction of the "self-insured retention" regardless of whether you or any other insured is found legally liable for damages.

Your obligation to pay the "self-insured retention" shall apply fully and separately to each "policy period" shown in the Declarations and shall not be reduced by:

a. The payment of any deductible amount, any participation of the insured or any amount retained by the insured under any other policy of insurance for any other applicable "policy period";

b. Any payment made on your behalf by another, including any payment from any other applicable insurance;

c. Any defense costs or damages to which this insurance does not apply; or

d. Any amount we pay pursuant to **1.b**. of the Insuring Agreement, unless you reimburse us.

However, if the "policy period" is extended after issuance for an additional period of less than 12 months, the additional period will be deemed part of the last preceding period for purposes of determining the applicable "self-insured retention".

26. "Suit" means a civil proceeding in which damages because of "bodily injury", "property damage" or "personal and advertising injury" to which this insurance applies are alleged. "Suit" includes:

a. An arbitration proceeding in which such damages are claimed and to which the insured must submit or does submit with our consent; or

b. Any other alternative dispute resolution proceeding in which such damages are claimed and to which the insured submits with our consent.

27. "Temporary worker" means a person who is furnished to you to substitute for a permanent "employee" on leave or to meet seasonal or short-term workload conditions.

28. "Volunteer worker" means a person who

a. Is not your "employee";

b. Donates his or her work;

c. Acts at the direction of and within the scope of duties determined by you; and

d. Is not paid a fee, salary or other compensation by you or anyone else for their work performed for you.

29. "Your product":

a. Means:

(1) Any goods or products, other than real property, manufactured, sold, handled, distributed or disposed of by:

(a) You;

(b) Others trading under your name; or

(c) A person or organization whose business or assets you have acquired; and

(2) Containers (other than vehicles), materials, parts or equipment furnished in connection with such goods or products.

b. Includes:

(1) Warranties or representations made at any time with respect to the fitness, quality, durability, performance or use of "your product"; and

(2) The providing of or failure to provide warnings or instructions.

c. Does not include vending machines or other property rented to or located for the use of others but not sold.

30. "Your work":

a. Means:

(1) Work or operations performed by you or on your behalf; and

(2) Materials, parts or equipment furnished in connection with such work or operations.

b. Includes:

(1) Warranties or representations made at any time with respect to the fitness, quality, durability, performance or use of "your work", and

(2) The providing of or failure to provide warnings or instructions.

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Lockfast Inc.

General Comments:

General Attachments:
3 Questionnaire - Lockfast LLC.pdf
4 Forms - Signatures - Lockfast LLC.pdf
5 Pricing Schedule - Lockfast LLC.xlsx
6 Certificate of Insurance (COI) - Lockfast LLC.pdf
ISO Cert 2024-2027.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Lockfast LLC

Company Address: 107 Northeast Dr

City, State, Zip code: Loveland, OH 45140

Website: https://lockfast.com/school-program

Phone: 513.701.6920 or 800.543.7157

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Ed Packer	epacker@lockfast.com	800.543.7157
Contract Manager	Chris Fields	cfields@lockfast.com	513.701.6946
Sales Manager	Marsha Jacques	mjacques@lockfast.com	513.701.6941
Marketing Manager	Marsha Jacques	mjacques@lockfast.com	513.701.6941
Customer Service Manager	Chris Fields	cfields@lockfast.com	513.701.6946
Account Manager(s)	Chris Fields	cfields@lockfast.com	513.701.6941

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

N/A – no other cooperative or state contracts

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** *X* ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
N/A

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
N/A

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Lockfast aims to provide our customers with the most constructive solutions using our wide selection of high-quality fabrics and fasteners. We have decades of experience in various industries such as exhibit & tradeshow, automotive, aerospace, education, and medical equipment. The company was founded in 1969.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Our solutions are tailored to our customer's needs and requirements, which always keeps us viable in the industry. Our products are always relevant & needed for the 'meeting' industry. Customer retention is high, the majority of our customers are repeat and have been for decades.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Approximately 250

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

Approximately 4-5% of revenue from K12/higher education and government is derived from instructional materials and classroom supplies on an annual basis.

5. Describe your experience and sales approach your company will take with participating public agencies.

Lockfast typically takes a solution-based approach with our customers. We like to understand the needs and requirements of our customers, and then recommend our products (or services, converting material to exact sizes) that fit best.

6. Provide any additional information relevant to this section.

N/A

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Broward County Public Schools
Service/Product Purchased	Hook & loop fastening tape, hook & loop fastening coins, and Tempo fabric
Year of Purchase	2024
Reference Contact	Rhonda Bachmann
Phone	754-321-0505
Email	rhonda.bachmann@browardschools.com

Reference #2 – Company Name	Ector County Independent School District
Service/Product Purchased	Hook & loop fastening tape, hook & loop fastening coins
Year of Purchase	2024
Reference Contact	Savannah Soto
Phone	432-456-9719
Email	savannah.soto@ectorcountyisd.org

Reference #3 – Company Name	Arlington Public Schools
Service/Purchase Purchased	Hook & loop fastening tape, hook & loop fastening coins, and Tempo fabric
Year of Purchase	2024
Reference Contact	Erin Donohue
Phone	703-228-6123
Email	erin.donohue@apsva.us

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

We have one location based out of Loveland, OH which is approximately 20 miles from downtown Cincinnati. We source materials globally and always keep a large amount of stock available. This allows us to ship out orders within 24-48 hours of purchase order receipts. We always have staff available during business hours to take orders, send samples, or answer any questions. If we receive orders before 1PM EST, we are typically able to ship them out on the same day. We have multiple pickups daily with FedEx that supports this. Our products are always high quality, and if there are ever any issues, they will be resolved quickly and correctly. Our experience with this process has been going for many decades (since 1969) and we will continue to operate at this capacity.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

We provide reliable & quality products that apply to & solve our customers' needs. Our sales approach is about finding the right solution in a custom and personalized way. We have an extensive line of products that are used across various industries and various applications. Our team is knowledgeable in numerous industries, ranging from automotive, aerospace, and medical components to exhibit & display or tradeshows. Overall, Lockfast's products can truly be used for so many different applications and we are able to work with customers to find the right one that works for them.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

We receive the order via email -> order entered and confirmed with an order acknowledgement to the buyer -> order will ship within 24-48 hours -> at the time of shipping, we will follow up with your invoice & tracking information.
The lead time is only 24-48 hours plus transit time, delivery will be through FedEx. We typically have enough stock for all orders & always have safety measures in place. As stated below, we also carry wider material that can be used to slit down into more narrow widths.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

100% - we keep plenty of safety stock to fulfill orders. In the case that we do run out of stock, we keep wider material in stock that we are able to slit down into more narrow widths. We also pride ourselves in meeting project deadlines for our customers, we fulfill many 'rushed' orders for automotive JIT production/delivery, along with panels or fabric needed for tradeshows, corporate events, and other exhibits.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

M-F 8:30am – 5pm, through email or phone. We will investigate any customer service issues and come up with the most optimal solution to address & satisfy your concerns.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

The 3 people listed on the contacts section above will be the only ones handling this account; all will be trained and familiar with the contract. Our sales staff will send sample packets/binders showing all our products and will be available to answer any questions or take orders.

7. Describe your company's contract implementation or customer transition plan.

We accept school purchases on net 30 terms or P-cards.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Lockfast can proficiently process orders directly with educators and/or through punch-out/cXML.

9. Provide any additional information relevant to this section.

N/A

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
X_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Pricing is better than what is offered to retail/individual entities and is equal for individual educational agencies and other cooperative educational agencies.

2. Describe how participating agencies will verify they are receiving contract pricing.
Pricing can be found & verified in the submitted pricing schedule, along with on our website at https://lockfast.com/school-program. Lockfast employees will also verify at the time of order entry and invoicing.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
One roll minimum order for all hook & loop, whether it be the continuous rolls or coins/dots. Tempo fabric has a minimum order of 8 yards. We do not sell below these minimums, therefore there are no surcharges.

4. Describe your warranty and warranty process for all products and services.
Returns will be granted on items within 30 days of the shipping date. We request that all material is inspected upon receipt. If a defect is found, call or email us with a description, shipment number, and lot number.

5. Describe the return process and restocking fees associated with a return.
Lockfast will issue a credit to your account that can be applied to future orders, or on any open invoices. No restocking fees, freight will be handled by the party responsible for the event causing the return.

6. Describe any promotional opportunities on top of contract pricing that might be available.
N/A

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.
We accept checks, ACH, wire transfers, or P-cards with no fees associated. Net 30 terms will be extended to the agencies unless otherwise requested.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.
N/A – Our school program has been ongoing for many years with no pricing revisions.

9. Describe how future product introductions will be priced and align with contract proposed pricing.
N/A – Our school program has been ongoing for many years with no product introductions. In the event that any new colors of fabric or wider varieties of hook & loop are added, they will have commensurate pricing with the current program.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.
The contract manager will oversee all orders that are processed throughout the term of the project. Lockfast is also ISO 9001:2015 certified, so processes are documented and audited annually.

11. Provide any additional information relevant to this section.
N/A

Value Add

1. **Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.**

We provide high value products at the lowest possible price point. These products also complement each other very well, as our Tempo fabric is hook compatible. We also pride ourselves in assisting you to find the best solutions possible to meet your requirements, on schedule and under deadline. We have been working with educators since 1969 and will continue to do so for many more years to come. Lastly, we also ship all in stock orders within 24-48 hours, so there are no delays when material is needed.

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**

   None

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

   N/A

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Lockfast LLC	**Date**	08/07/2024
Address	107 Northeast Dr	**City, State, Zip**	Loveland, OH 45140
Contact Person	Chris Fields	**Title**	Business Development Manager
Authorized Signature	Chris Fields	**Title**	Business Development Manager
Email	cfields@lockfast.com	**Phone**	513.701.6946

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Lockfast LLC

Authorized Signature Chris Fields

Full Name Chris Fields

Title Business Development Manager

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Bid RFP #25.2 - Instructional Materials and Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Lockfast LLC

If a subcontractor will not be used, check this box: X

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Certificate of Registration

This certifies that the Quality Management System of

Lockfast LLC

107 Northeast Drive
Loveland, Ohio, 45140, United States

has been assessed by NSF-ISR and found to be in conformance to the following standard(s):

ISO 9001:2015

Scope of Certification:

The distribution and/or converting of automotive fastening systems and exhibition materials.

Sameer Vachani
Senior Director, NSF-ISR

Certificate Number:	C0380002-IS3
Certificate Decision Date:	19-APR-2024
Certificate Issue Date:	19-APR-2024
Cycle Effective Date:	01-JUN-2024
Certificate Expiration Date*:	31-MAY-2027

Issued by:
NSF International Strategic Registrations (NSF-ISR)
789 N. Dixboro Road, Ann Arbor, MI 48105 USA

Authorized Certification and/or Accreditation Marks. This certificate is property of NSF-ISR and must be returned upon request.

***Company is audited for conformance at regular intervals. To verify certification call (888) NSF-9000 or visit our web site at www.nsf-isr.org**

ANAB
ANSI National Accreditation Board
ACCREDITED
ISO/IEC 17021-1
MANAGEMENT SYSTEMS CERTIFICATION BODY

MEMBER OF MULTILATERAL RECOGNITION ARRANGEMENT
IAF

LOCKLLC-01 BAPT

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 8/26/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Brendan Apt
Cincinnati Insurance Company Cincinnati Customer Care Center P.O. Box 145496 Cincinnati, OH 45250-5496	PHONE (A/C, No, Ext): (877) 687-1291 FAX (A/C, No): (513) 881-8114 E-MAIL ADDRESS: CincinnatiCerts@cinfin.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Cincinnati Insurance Company	10677
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED

Lockfast LLC
107 NORTHEAST DR
LOVELAND, OH 45140-7145

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			EPP 0646513	3/1/2022	3/1/2025	EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 500,000
							MED EXP (Any one person)	$ 10,000
							PERSONAL & ADV INJURY	$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 2,000,000
	X POLICY X PRO-JECT X LOC						PRODUCTS - COMP/OP AGG	$ 2,000,000
	OTHER:							$
A	AUTOMOBILE LIABILITY			EPP 0646513	3/1/2022	3/1/2025	COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
	ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY X SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS ONLY X NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
A	X UMBRELLA LIAB X OCCUR			EPP 0646513	3/1/2022	3/1/2025	EACH OCCURRENCE	$ 2,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$ 2,000,000
	DED RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y / N	N / A					PER STATUTE OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)						E.L. EACH ACCIDENT	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Lakes Country Service Cooperative
1001 East Mount Faith Avenue
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Brendan Apt

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Nasco Education LLC

General Comments: Thank you for allowing us to submit a bid for your consideration.

General Attachments:
3 Questionnaire-Nasco Education.pdf
5 Pricing Schedule-Nasco Education.xlsx
Agriculture Education.xlsx
Art Education.xlsx
Family - Consumer Sciences.xlsx
Forms - Signatures-Nasco Education.pdf
Math Education.xlsx
PE - Health Education.xlsx
Science Education K-12.xlsx
STEM-STEAM Education.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Nasco Education LLC

Company Address: 901 Janesville Avenue

City, State, Zip code: Fort Atkinson, WI 53538

Website: www.nascoeducation.com

Phone: 800-558-9595

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Michelle Au	bids@nascoeducation.com	800-558-9595
Contract Manager	Michelle Au	bids@nascoeducation.com	800-558-9595
Sales Manager	Abby Finn	afinn@nascoeducation.com	800-558-9595
Marketing Manager	Pam Terry	pterry@nascoeducation.com	800-558-9595
Customer Service Manager	Michelle Thomas	mthomas@nascoeducation.com	800-558-9595
Account Manager(s)	Tosha Simao	tsimao@nascoeducation.com	209-202-0819

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Nasco Education holds many contracts outside of CPC's tristate area. The list below is just a sample of our contract holdings:

- Ohio Schools Council – Classroom Supplies, Art Supplies, Office Supplies, Recreational & PE Products, Science Supplies-exp. 1/31/25
- Southwestern Ohio EPC – Classroom and Office Supplies-exp. 1/31/25
- 1GPA – Athletic & Physical Education Equipment & Supplies, Instructional Materials & Supplies-exp. 3/12/25
- Buyboard- Classroom & Teaching Aids-exp. 10/31/25
- TIPS –Academic and Educational Goods & Services-exp. 10/31/28
- Choice Partners-Educational Materials & Related Items-Exp. 8/16/25

CPC is our main contract partner for the tristate area, and we will make every effort to present this contract to your participating members to utilize before any other.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Our Roots

In rural Wisconsin in 1941, Norman Eckley was struggling to prepare his students for future jobs in agriculture. His struggle had nothing to do with his knowledge, experience, or teaching ability. He just couldn't find the teaching tools he needed to support his lessons. Norman eventually stopped looking for those tools. But what he did next changed the way teachers everywhere taught vocational skills.

With a passion for strengthening his students' real-world experiences, Norman began inventing teaching aids that brought learning to life in his classroom. Working from his garage, he went on to form Nasco and share them with teachers everywhere through his mail-order catalogs. Suddenly, those impossible-to-find resources were at teachers' fingertips all in one place. This single-minded mission — to prepare teachers with the tools they need to engage students and put them on the path to success — is the foundation on which Nasco Education was built.

Who We Are Today

The educational landscape is continually evolving, and our company and our coworkers are committed to making sure that educators don't have to experience the same struggles that Norman faced over 80 years ago. Today, we've expanded our offerings to many subjects, and teachers everywhere turn to Nasco Education for engaging, hands-on teaching tools for K to 12th grade. Helping educators build a foundation that sets students up for success in college and career is what we do best. Today, Nasco Education has over 10 different catalogs offering over 35,000 unique items to meet the needs of teachers in several different educational subject areas, farmers and ranchers, and industry

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Nasco Education is dedicated to remaining a viable source for educational products for years to come. We employ many category area experts who are knowledgeable about the latest and greatest practices and products in specific subject areas. They help us to review our product selection, removing products that are no longer relevant and adding more products that meet today's ever-changing standards. Carrying the products that teachers want helps keep us viable in a competitive industry.

Additionally, part of staying viable for Nasco Education is ensuring that our prices stay low so that teachers can trust that they are getting the most with their limited budgets by making their purchases from us. We do the research to ensure that our prices are among the best in the industry. We are always looking for ways to control costs so that we can pass the savings on to our customers.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Over the last 12 months, we have provided Instructional Materials to over 400+ different agencies.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

Business/Other=20.4%
Government=2.1%
Higher Education=5.3%
K-12 Education=72.3%

5. Describe your experience and sales approach your company will take with participating public agencies.

Nasco Education has been selling educational materials and hands on learning tools to business' for over 80 years. Nasco Education is an innovator in the industry and stands behind the quality of every item we sell. If awarded, this CPC contract will be the main contract we promote to the CPC participating agencies. Our CPC account manager will reach out to all participating agencies via phone/email to communicate about the award. If desired, we can also send current digital catalogs to the participating agencies.

6. Provide any additional information relevant to this section.

Please see attached for more information.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Southwestern Ohio EPC
Service/Product Purchased	Educational Supplies
Year of Purchase	2017-present
Reference Contact	Robin Houston, Bid Coordinator
Phone	937-890-3725
Email	robin.houton@epcschools.org

Reference #2 – Company Name	Ohio Schools Council
Service/Product Purchased	Educational Supplies
Year of Purchase	2017-present
Reference Contact	Tami Perkins, Program Manager
Phone	216-447-3100 x6103
Email	tperkins@osconline.org

Reference #3 – Company Name	Choice Partners
Service/Purchase Purchased	Educational Supplies
Year of Purchase	2005-present
Reference Contact	Steven Gibson, Purchasing
Phone	713-681-6052
Email	sgibson@hcde-texas.org

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

Nasco has been selling and shipping educational materials and hands on learning tools for over 80 years. Nasco Education sends orders the most economical way to customers through FedEx and multiple freight carriers. Standard delivery is 5-7 business days after receipt of order. Our orders are processed, hand- picked by our warehouse and inspected before being sent out to make sure our customers are receiving their correct orders in a timely manner. Our warehouse is stocked based on product demand and is carefully monitored by our educational purchasing department.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

We specialize in bringing you hands-on materials that engage students both in and out of the classroom. Along with tools that support your core curriculum, we bring a special focus to art, SEL, and STEM/STEAM to help create a learning environment where students can exercise their creativity, boost 21st century skills, and explore career fields. Hands-on learning enables teachers to engage students in transformative learning experiences that improve college and career readiness. Today, Nasco Education is proud to lead the marketplace in educational kits, STEM/STEAM solutions for today's classrooms, dissection and agriculture. Our carefully tested and evaluated line of several proprietary items that we carry also sets us apart from our competitors.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process of order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

We have several ways of ordering with Nasco Education.

Mail:
Nasco Education, LLC
901 Janesville Avenue
Fort Atkinson, WI 53538.

Email: orders@nascoeducation.com
Fax: 800-372-1236
Phone: 800-558-9595, option 1.

Operating Procedures: Order Confirmation

Order confirmation is available to all customers upon request. If order confirmation is needed for an order, include the request for order confirmation on your order as well as the contact information for the confirmation.

Operating Procedures: Back Orders

Customers are notified of backorders via order confirmation. Discontinued items will also be indicated on the order confirmation; however, we may offer a substitute or replacement item. Upon customer request, we can cancel all backorders in advance.

Operating Procedures: Packing Slip

Every order that leaves Nasco's warehouse comes with a packing slip.

Operating Procedures: Invoicing

Invoicing is completed upon shipment. Payment terms will be Net 30 Days.

Operating Procedures: Credits

Any credits that are used at Nasco are reviewed on a one-by-one basis.

***Nasco Education does not install, assemble or remove debris of any kind**

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Nasco Education takes the upmost care to ensure our products are delivered on time and our fill rate remains high. Generally, orders received on a business day by 11 am (CT) will ship within 48 hours (excluding "non-stock" items). We will ship your order the most economical way, unless you request a particular method of shipment. Air charges are additional. Most orders will be shipped using FedEx or Parcel Post.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Nasco prides itself on our customer service and the availability of our staff to take orders, provide product information, and answer questions about orders etc. Our website, www.nascoeducation.com, is available for product research, pricing verification, and order placement at your convenience. Our highly trained customer service personnel are available weekdays from 7AM-5PM CST.

The Customer Care department can be contacted in the following methods:

- Phone: 800-558-9595 option 1, option 2
- Fax: 800-372-1236
- Email: custserv@nascoeducation.com

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Upon award, an email outlining the main details of the contract can be distributed to all relevant departments, including contract sales, customer service, marketing, and order processing. The account manager assigned to the contract will receive additional information regarding the contract and the submitted pricing. Since we have already been an awarded vendor with CPC, we do not anticipate a large amount of training being necessary.

7. Describe your company's contract implementation or customer transition plan.

A bill to address will be required by a participating agency to create a new account with Nasco Education and link this contract to their account. If the agency wishes to establish a credit line with us, a credit application will need to be filled out with all the pertinent information filled in and returned to ar@nascoeducation.com. A credit application may be obtained by emailing ar@nascoeducation.com.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Nasco Education currently offers integration capabilities with many eProcurement purchasing systems. We offer this service free to qualified institutions. Let us help you integrate your purchasing system to give you accurate, up-to-date information and cut down on time-consuming paperwork. Please visit https://www.nascoeducation.com/purchasing-solutions-faq2 for more information.

9. Provide any additional information relevant to this section.

We will ship your order the most secure and economical way, unless you request a particular method of shipment. Most orders within the continental United States arrive within 5-7 business days. Most orders will be shipped using FedEx or Priority Mail. Truck logos indicate that additional freight charges may apply. Items with this designation require higher shipping charges than typical parcel rates due to size and special handling requirements by the shipping company. Call Nasco at 1.800.558.9595 for more information. Nasco strictly adheres to the U.S. Department of Transportation regulations regarding products classified as "hazardous materials." In following these regulations, you may be assessed a per carton special handling surcharge for items defined within this category. For your convenience, these products are designated in the catalog by a ♦ or D.O.T. classification next to the catalog number.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
x_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.

2. Describe how participating agencies will verify they are receiving contract pricing.

Contract pricing can be verified on our website at www.nascoeducation.com by using the quote number provided. Please see attached for more information.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

Free ground shipping on each separate order totaling $199 or more shipping to one location-truck logo items are excluded. Please visit https://www.nascoeducation.com/shipping-delivery for current shipping and delivery terms.

4. Describe your warranty and warranty process for all products and services.

We honor standard manufacturer warranties. Please contact our customer care team for more information.

5. Describe the return process and restocking fees associated with a return.

Authorized returns are only permitted for stock items. Requests must be made within 30 days of the invoice date. Return Authorization forms will be provided for approved returns and must accompany any returned product. A Restocking fee may apply. Please contact our customer care team for more information.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Customers will receive the best of sale pricing, contract pricing, quantity pricing, or promotional discount for qualifying orders.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

We accept check, ACH or credit cards for payment. No fees are associated with these methods. Credit cards must be presented at the time of purchase. Standard payment terms are Net 30 days. Our AR Department will be happy to assist with any payment/invoice questions you may have by contacting them at ar@nascoeducation.com.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

New catalogs and pricing are published annually.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Part of staying viable for Nasco Education is ensuring that our prices stay low so that teachers can trust that they are getting the most with their limited budgets by making their purchases from us. We do the research with our competitors to ensure that our prices are among the best in the industry. We are always looking for ways to control costs so that we can pass the savings on to our customers.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Nasco Education will do a quarterly review of sales through the CPC contract when preparing the contract sales reports. Sales will be reviewed to ensure that CPC members are receiving the correct discount and non-CPC members are not included.

11. Provide any additional information relevant to this section.

Please see attached for more information.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Free Activities and Lesson Plans

Nasco has engaging lesson plans for all grade levels written by specialists to fit the changing needs of today's students. Teachers can browse and download unlimited lesson plans for use in their classrooms at the link below:

https://resources.nascoeducation.com/lesson-plans/

Custom Kits

To save you valuable prep time, we've curated many of those sought-after learning materials and created open-and-go student kits and whole-class kits, complete with lesson plans. And when you need a specific mix of materials to support your curriculum, we make it happen. Our custom kit team is always ready to source, package, and deliver educational kits exactly to your specifications

Donors Choose

Donors Choose is an online platform where teachers and citizens from every corner of America, and all walks of life, connect to give students the resources they need to learn. Teachers can request funds for all kinds of projects! Nasco is proud to support and partner with Donors Choose in providing essential classroom materials, and with over an 80-year history of serving the educational community, we are positioned perfectly to be your partner, too. Submit your ideas for classroom materials and connect to caring individuals who want to fund them. At Donors Choose, teachers propose an idea for a project by writing a brief essay and completing some simple forms. Volunteers screen proposals to ensure that projects will directly serve students and to confirm the cost and availability of the resources that the educator requests. Then, individuals from across the nation can review and choose to fund the projects(s) they find the most compelling.

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**
   Please see attached terms and exclusions for more information.

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

Solicitation 1-

G. Freight and Delivery

3. All prices submitted are to be F.O.B. Destination, Freight Pre-Paid, and Allowed.

Nasco Exceptions:

-$199 minimum order per delivery for free ground shipping-truck logo items are excluded

- A $5 small order handling fee will be added to orders under $50
- A hazardous fee will be added to orders for items that qualify
- The following items do not qualify for a discount: Health science product and healthcare simulation products (such as ALEX and other training manikins), Ready-or-Not Tots®, nutrition and replicas, hydroponics, aquaponics, furniture, KitchenAid, digital subscriptions, custom kits, economy student kits, ceramic equipment, Art Class Curator Kits, Cyber.org Kits, Cornell Lab Kits, and items with a "KI", "KT", "KC", “NA”, or “NZ” prefix

*Please see attached exceptions and deviations sheet for more information

Shipping Charges

Order Total — Some exclusions apply	Shipping Charge*
$199 or More	FREE
$0–$198.99‡	$14.95

***Charge applies to each separate order. Valid on domestic shipments only. Rates are subject to change at anytime.**
‡An additional small order handling fee of $5.00 will be applied to orders under $50.00.
Next and 2nd day shipping available, please call 1.800.558.9595 for rates.
Alaska & Hawaii shipping: Please call 1.800.558.9595 for rates.

Product Exclusions

Truck logo items, preserved materials, and items marked excluded from free shipping. Shipping is calculated for web orders. For non-web orders, please call Customer Care at 1.800.558.9595.

Puerto Rico, U.S. Territory, and Distributor Orders

Are excluded from shipping rates listed above. Please call 1.800.558.9595 for a shipping quote.

International Orders

Actual shipping charges will apply. Prepayment is required. Please call 1.800.558.9595 for a shipping quote.

Shipping & Delivery

We will ship your order the most secure and economical way, unless you request a particular method of shipment. Most orders within the continental United States arrive within 5-7 business days.

Regular or Small Parcels

Most orders will be shipped using FedEx® or Priority Mail.

Truck Icon

This icon indicates that additional freight charges may apply. Items with this designation require higher shipping charges than typical parcel rates due to size and special handling requirements by the shipping company. Call Nasco at 1.800.558.9595 for more information.

♦ Hazardous Handling Surcharge

Nasco strictly adheres to the U.S. Department of Transportation regulations regarding products classified as “hazardous materials.” In following these regulations, you may be assessed a $35.00 per carton special handling surcharge for items defined within this category. For your convenience, these products are designated in the catalog by a ♦ or D.O.T. classification next to the catalog number.

Shipping Methods

Ground Service & Priority Mail

This is your least expensive choice and the default choice on the shopping cart.

Next Day Air

Next business day after shipment, at additional cost compared to Ground. Call 1.800.558.9595 for details and pricing.

Second Day Air

Second business day after shipment, at additional cost over Ground, but less than Next Day Air.

Three Day Select

Third business day after shipment, at additional cost compared to Ground, but less than Second Day Air.

Truck Freight

Used for large shipments and heavy items. Since this shipping cost varies depending upon location being shipped to, the final shipping costs cannot be calculated precisely. To obtain an estimate, please call Customer Care at 1.800.558.9595.

Special Shipping

If you have at least one item in your cart that requires special shipping, after submitting your order, you will be contacted within 2 business days by Customer Care with a shipping estimate. Your payment will not be processed until the shipping amount is approved by you.

Availability Status

Call for Availability

For products that are seasonal, please call our toll-free number 1.800.558.9595 before ordering to verify availability of product.

In Stock

Usually ships in 24–48 hours.

Ships in 1 to 2 Weeks

Usually ships in 1–2 weeks.

Ships from Factory

Ships direct from the factory, and is generally specified in the product description. (usually in 4–6 weeks).

Temporarily Out of Stock

Out of stock (you may order if you choose to wait 2 weeks or more).

Special Order

For products that are custom made, including Nasco custom kits.

Filing Claims for Damaged Merchandise

Unfortunately, there are occasions when merchandise is damaged during shipment. If delivery was via truck, Nasco Customer Care **MUST** be notified within 15 business days of delivery to file freight claim with the trucking company. If delivery was via FedEx® or Priority Mail, please contact Nasco Customer Care immediately. **IMPORTANT! In all cases, retain original carton and packing materials.**

Questions About an Order?

Our Customer Care Representatives are experts at resolving any issues you may have with your order.
Please follow these 3 easy steps:

- Please review your packing slip carefully. You may find that changes or substitutions are fully detailed.
- If you need to contact Nasco Customer Care, make sure you have one or more of the following available: Nasco order number, invoice number, purchase order number, and billing and shipping addresses.
- Authorized returns are permitted only by request on stock merchandise within 30 days of the date of invoice.

Restocking fees may apply. Please contract our Customer Service department at 1-800-558-9595 or custserv@nascoeducation.com for more information.

Nasco Education
Empowered teachers, engaged students

901 Janesville Avenue
Fort Atkinson, WI 53538
PHONE 1.800.558.9595
FAX 1.800.372.1236
EMAIL info@nascoeducation.com
WEB nascoeducation.com

Bid Exception Clarification

Entity:	CPC-Lakes Country
Bid ID:	25.2
Bid Name:	Instructional Materials & Classroom Supplies
Contract Dates:	10/1/24-9/30/26

- Current prices can be found at NascoEducation.com. Enter your quote number when prompted to receive your discounted price.
- Free ground shipping will not apply to separate orders less than $199 or excluded items as listed below:
    - Excluded items:
        - Truck logo Items
        - Preserved
        - Items stated on website as being excluded
- Shipping is listed as a separate line item on Invoices. For shipping estimates, please call 800-558-9595.
- Additional charges apply to:
    - Hazardous Material
    - Inside Delivery
    - Lift gate
- Nasco is not responsible for any excess costs incurred due to the purchase of items from other sources when products are unavailable at the time of order.
- Nasco will not be responsible for paying penalty fees or liquidation damages.
- Return or exchange privileges are granted only upon request, and only on stock merchandise within 30 days of date of invoice. Restocking fees may apply. You may contact our Customer Care team by calling 800-558-9595.
- Warranties vary by product and are based on manufacturer warranty terms
- Nasco does not give any additional discounts for prompt payment of invoices
- Orders are invoiced once product has shipped. Net 30 payment terms commence at time of invoicing.
- Nasco does not install, assemble or remove debris of any kind.

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WEB nascoeducation.com

Custom Discount for:
25.2 Instructional Materials & Classroom Supp.

Nasco Quote Number: **13424**
Valid: 10/1/2024 – 9/30/2026

Category	Discount off current price
Art	20%
Math and Literacy	15%
Science and Dissection	15%
STEM/STEAM	15%
Family and Consumer Sciences	15%
Agricultural Education	10%
Physical, Health, and SEL Education	10%
Qualifying orders over $199 (after discount)	**Free Shipping***

***Some exclusions apply** Please visit nascoeducation.com/shipping for current shipping and delivery terms. Hawaii and Alaska are not included in the free shipping offer. Please call 1.800.558.9595 for shipping rates.
TERMS: Net 30 days, with approved credit
DELIVERY: Approximately 5-7 business days upon receipt of order for in-stock items

PLEASE NOTE:

- Customers will receive the best of sale pricing, contract pricing, quantity pricing, or promotional discount for qualifying orders.
- The following items do not qualify for a discount: Health science product and healthcare simulation products (such as ALEX and other training manikins), Ready-or-Not Tots®, nutrition and replicas, hydroponics, aquaponics, furniture, KitchenAid®, digital subscriptions, custom kits, economy student kits, ceramic equipment, Art Class Curator Kits, Cyber.org Kits, Cornell Lab Kits, and items with a "KI", "KT", "KC", “NA”, or “NZ” prefix.
- A small order handling fee of $5.00 will be applied in addition to the standard shipping rate of $14.95 to orders under $50.00.
- A hazardous material surcharge will be added to items with a black diamond (⧫) or D.O.T. symbol.
- For instructions on how to use your quote online, please visit nascoeducation.com/how-to-use-my-quote-number.
- Due to unforeseen increases or operational changes, Nasco Education reserves the right to change published prices or shipping policies without notice. Please refer to our website for current pricing and policies.
- Nasco does not assemble, install, or remove debris of any kind.
- Please include your quote number above on all orders.

Visit us at nascoeducation.com to browse our complete product offerings. To view our digital catalogs or to request a catalog and be added to our mailing list, please visit nascoeducation.com/catalog-directory. For questions about pricing, high-quantity orders, bids, and quotes, or help with product selection, contact our customer care team at 1.800.558.9595 or custserv@nascoeducation.com. We look forward to serving you!

Sincerely,

Michelle Au, Contract Sales Manager

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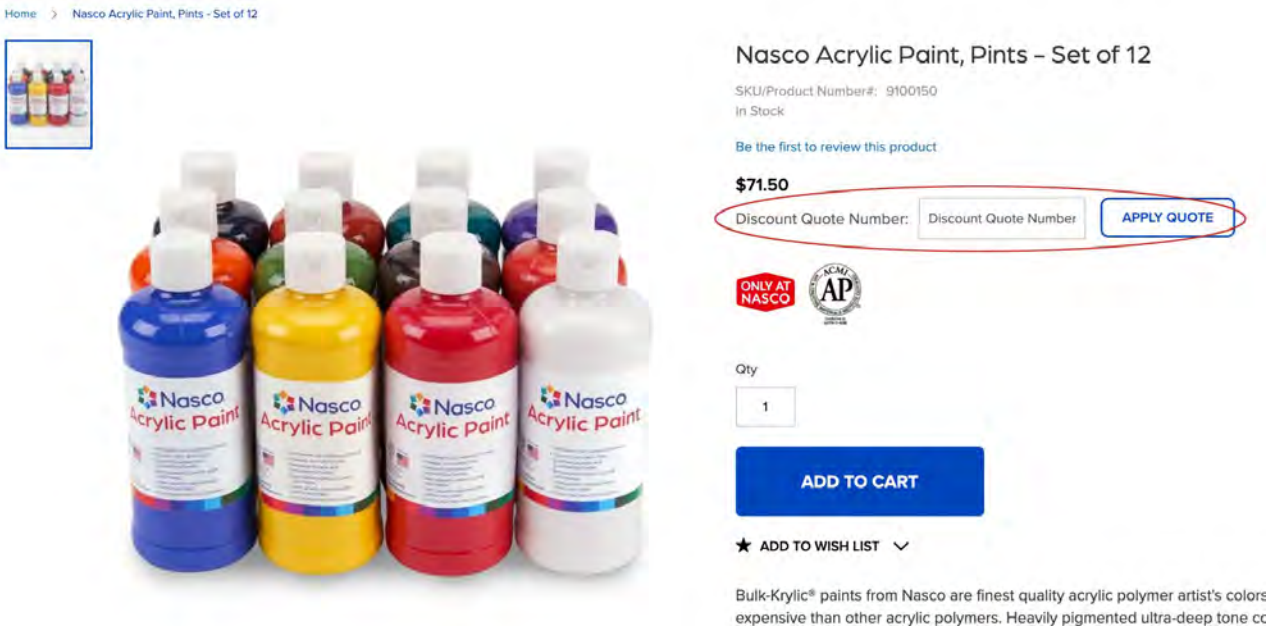
How do I use my discount quote number on nascoeducation.com to find pricing?

If your district has a contract with Nasco Education, we want to make sure you get the discount you deserve. Use the methods below to apply your discount quote number on product pages or in your cart.

Not sure if you have a contract? Reach out to us at **1.800.558.9595** or **quotes@nascoeducation.com** and we'll be happy to help!

Apply your discount on the product page or



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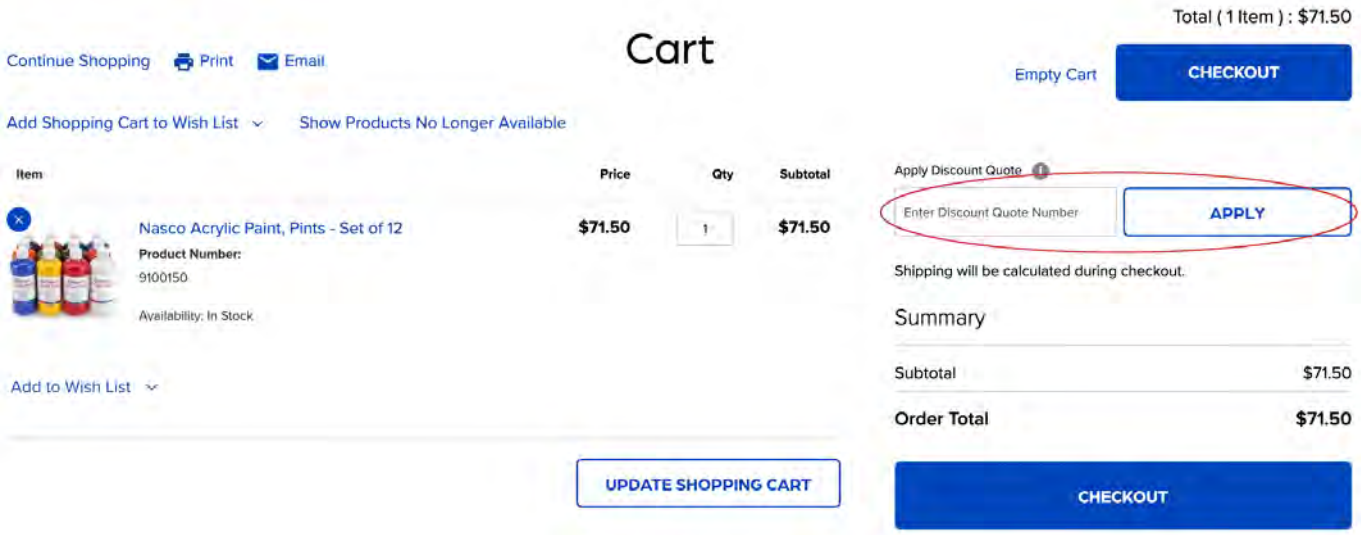
WEB nascoeducation.com

Apply your discount right in your cart



Nasco Education™

How to order with your quote number

1. Go to **nascoeducation.com**
2. In the search bar at the top of the page, type the product item number you're interested and click **"enter."**
3. On the product page, type your quote number into the "Discount Quote Number" field found below the price, and click the **"Apply Quote"** button. Pricing will be updated to reflect your discount.
4. Enter your desired quantity and click **"Add to Cart."**
5. Repeat these steps for all items you would like to order.
6. Submit your order with your preferred method.
   - **Online orders:** Complete your order with a credit card payment.
   - **Email, fax, or phone orders:** Print or save a PDF of your cart and attach it to your purchase order.

Ordering information

1.800.558.9595
Monday – Friday 7 a.m. – 5 p.m. CST

nascoeducation.com

orders@nascoeducation.com

FAX 1.800.372.1236

901 Janesville Ave.
Fort Atkinson, WI 53538

Save ordering and prep time with open-and-go kits

Ready-made individual kits

- Ensure that every student has access to the same learning tools
- Learn anywhere — kits travel to the classroom, home, after-school tutoring, and intervention pull-outs
- Prevent germ spread by giving each student their own set of materials
- Save prep time — no more collating kits or disinfecting between uses

Middle School Student Art Kit with Sketchbook in Bag

All-in-one classroom kits

- Choose flexibility and convenience
- Stop spending time researching learning tools and materials, placing multiple vendor orders, and waiting for supplies to arrive
- Save prep time — many kits include lesson plans or activity guides to jump-start learning for you and your students

Complete Set of Fraction Tiles with Trays

Made-for-you custom kits

- Create engaging, hands-on kits exactly to your specifications for any subject
- Take advantage of our huge selection and ability to source exactly what you need
- Save time — we'll bring together all the pieces and organize and package everything just the way you want

> *"I loved how Nasco Education's custom kit services took so much stress off of me and gave me more time back to focus on other priorities.*
>
> – Melody McGill,
> Modesto City Schools, CA

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Nasco Education LLC	**Date**	8/25/24
Address	901 Janesville Ave	**City, State, Zip**	Fort Atkinson, WI 53538
Contact Person	Michelle Au	**Title**	Contract Sales Manager
Authorized Signature	Michelle Au	**Title**	Contract Sales Manager
Email	bids@nascoeducation.com	**Phone**	800-558-9595

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Nasco Education LLC

Authorized Signature

Full Name Michelle Au

Title Contract Sales Manager

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Nasco Education LLC

If a subcontractor will not be used, check this box: X

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 8/13/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Kelly McEvoy	
Marsh & McLennan Agency 17335 Golf Parkway Suite 450 Brookfield WI 53045	PHONE (A/C, No, Ext): 262-796-8824	FAX (A/C, No):
	E-MAIL ADDRESS: kelly.mcevoy@marshmma.com	
	INSURER(S) AFFORDING COVERAGE	**NAIC #**
	INSURER A : Liberty Mutual Fire Insurance Company	23035
INSURED NASCO Education LLC DBA NASCO 901 Janesville Avenue Fort Atkinson WI 53538	INSURER B : First Liberty Insurance Corporation	42404
	INSURER C : Liberty Insurance Corporation	42404
	INSURER D : Employers Insurance Company of Wausau	21458
	INSURER E : Palomar Excess and Surplus Ins Co	16754
	INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** 201645182 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
B	X **COMMERCIAL GENERAL LIABILITY** [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:			TB6Z91471982	6/30/2024	6/30/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG [ ]	$ 2,000,000 $ 2,000,000 $ 10,000 $ 2,000,000 $ 4,000,000 $ 4,000,000 $
A	**AUTOMOBILE LIABILITY** X ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS X HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY [ ]			AS2Z91471982	6/30/2024	6/30/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) [ ]	$ 1,000,000 $ $ $ $
C	X **UMBRELLA LIAB** [X] OCCUR **EXCESS LIAB** [ ] CLAIMS-MADE [ ] DED [X] RETENTION $ 0			TH7Z91471982054	6/30/2024	6/30/2025	EACH OCCURRENCE AGGREGATE [ ]	$ 10,000,000 $ 10,000,000 $
D	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N: N **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		WCCZ91471982	6/30/2024	6/30/2025	X PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000
E	Cyber Liability			PLMCBSHL2UE3SQ003	6/30/2024	6/30/2025	Limit Retention	$5,000,000 $25,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E Mount Faith Ave.
Fergus Falls MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Scott Naze

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Palmer Hamilton LLC

General Comments:

General Attachments: Palmer Hamilton W-9.pdf

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

PALMER HAMILTON LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☑ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ P

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

143 S JACKSON ST

Requester's name and address (optional)

6 City, state, and ZIP code

ELKHORN, WI 53121

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-				

or

Employer identification number

2	0	-	1	2	0	1	8	6	2

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** ▶ Joe Hughes | **Date** ▶ 1-4-2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Paxton/Patterson LLC

General Comments: please reference contract #C770583 when placing orders

General Attachments:
2024 Paxton Patterson Product List.xlsx
Cooperative Purchasing Connection COI_MN.pdf
CPC Solicitation - 3 25.2 - Questionnaire_PaxtonPatterson.pdf
Forms and Signatures_PaxtonPatterson.pdf
Pricing Schedule_Paxton Patterson.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Paxton Patterson LLC

Company Address: 4141 W 126th Street

City, State, Zip code: Alsip, IL 60803

Website: https://www.paxtonpatterson.com/

Phone: 800-323-8484

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
CEO	Nate Schuessler	nate@paxpat.com	708-325-7124
VP Operations	Danielle Glodowski	danielle@paxpat.com	708-552-2369
Sales Operations Manager	Patti Wright	patti@paxpat.com	708-325-7130
Marketing Manager			
Customer Service Manager	Patti Wright	patti@paxpat.com	708-325-7130
Account Manager(s)	Kevin Lohr	kevin@paxpat.com	800-323-8484

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

BuyBoard #653-21 expiration 10/31/2024.
Orders received are processed and shipped on a first-in, first-out basis. Learning Systems orders are scheduled with the site ordering the merchandise.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** *x* ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** **X** ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Founded in 1962 as a specialty equipment and tool distributor to schools, Paxton Patterson LLC is a leading provider of hands-on, self-directed career and technical education (CTE) solutions. These include curriculum, labs, supplies, furniture, equipment, professional development training, and related services for K-12 schools across the United States.

Paxton Patterson operates through two key segments:

(1) Learning Systems – This segment provides turnkey, custom labs to schools through a highly consultative process.
(2) Tools for Schools – This division supplies equipment, tools, and consumables to established CTE labs and shop classes, primarily in woodworking and construction.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

On average, 50-80% of our business comes from existing customers. We continually improve, update, and add curricula with industry expert input. Our offerings are informed by evidence-based practices and research into effective learning modalities that serve all students.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Paxton/Patterson works with thousands of schools throughout the United States, including elementary schools, middle schools, and high schools, regional occupational training programs, alternative education sites, and juvenile detention facilities.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom supplies sales on an annual basis.

100% Education

5. Describe your experience and sales approach your company will take with participating public agencies.

Our approach for Learning Systems is consultative. We meet with school districts to understand their programmatic goals, and if our programs are a fit, we help them with lab design, logistics, and implementation plans. Upon receiving a list of participating public agencies, the Customer Success representative will reach out to each location. We will also add mention of awarded bid on our website.

6. Provide any additional information relevant to this section.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	OC Pathways
Service/Product Purchased	College Career Ready labs (CCR) and Health Science labs (HSC)
Year of Purchase	HSC=2024 CCR=2020
Reference Contact	Kathy Boyd, Director, Career Education, Executive Director
Phone	(714) 708-5893
Email	kboyd@ocde.us

Reference #2 – Company Name	Franklin County Public Schools, Winchester, TN
Service/Product Purchased	College Career Ready labs (CCR)
Year of Purchase	2023
Reference Contact	Suzanne Mitchell, CTE Director
Phone	931-308-7306
Email	suzanne.mitchell@fcstn.net

Reference #3 – Company Name	Perry High School Medical Academy, Massillon, OH

Service/Purchase Purchased	Health Science labs (HSC) and College Career Ready labs (CCR)
Year of Purchase	CCR=2024 HSC=2010
Reference Contact	Lori Howenstine, Department Chair
Phone	(330) 477-4644 x187
Email	Lori.howenstine@perrylocal.org

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Paxton/Patterson operates a central 42,000-square-foot warehouse in Alsip, IL, with a skilled team to ensure that our orders are prepped, packed, and delivered efficiently and completely. Having provided tools, furniture and equipment to schools for over 60 years, we have excellent relationships with manufacturers. Our educational consultants help to accurately forecast lab unit selections, and we maintain "safety stock" (extra supplies) for our most popular selections to ensure uninterrupted deliveries.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Our labs deliver relevant, engaging, and authentic career experiences while students do the work of professionals in each of the industry sectors. This project-based learning prepares students to make intelligent, informed career pathway decisions as they transition to high school and beyond. Our unique instructional design creates a collaborative learning environment for students as they rotate in pairs through the integrated instructional units (IIU) and/or modules in each of the industry sectors. This results in more engaged students and cost savings in schools and districts since all components are used every day. Our mastery system provides immediate feedback to students as they work through the content. This color-coded feedback shows students how well they have mastered the content and provides automatic remediation for areas they have not mastered. This content can be accessed 24/7 through any internet connection on any device.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

After consulting to design a customer's ideal lab, customers submit purchase orders to match their quote via email or fax. Paxton/Patterson then confirms delivery contacts manually. In most instances, Labs are packed and shipped within 3-4 weeks. Once the delivery date is known, an installation call is scheduled. An installer arrives shortly after delivery to unpack, inventory and assemble the lab based on classroom specifications provided by the educational consultant.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Fill rate varies throughout the year based on seasonality and required delivery dates. Safety stock is seasonally adjusted to meet the demands of the orders received.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Our customer service/technical support staff is available Monday through Friday from 7:00 a.m. to 5:00 p.m. central time. If needed, our staff can also be available by appointment at other times to provide technical support. Except in unusual situations, technical support can be quickly and conveniently accessed via telephone, email, and our "desktop streaming" support technology.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Paxton/Patterson's Sales Operations Manager will advise the educational consultants serving this region and the customer success team regarding terms and fulfillment. A copy of the contract will be kept on file, and associates processing associated orders will refer to it when applicable orders are received to ensure compliance.

7. Describe your company's contract implementation or customer transition plan.

An internal contract number is assigned and monitored. Eligible schools will be contacted upon award.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

No current experience. Willing to look into upon award.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

__X__ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

Click or tap here to enter text.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

There are not any minimum order requirements; however, we do offer shipping discounts. Shipping policy is as follows:

- Orders over $100 ship free.
- Orders under $100 are a flat fee of $10 (this applies to shipments in the 48 contiguous states).
- Hazardous Material Charge of $25 per order may apply when you see items marked HAZMAT.
- We do not ship any hazardous materials by air.
- If liftgate, inside delivery or other special services are required additional charges will apply.
- If delivery is to Alaska or Hawaii call for a shipping quote.

4. Describe your warranty and warranty process for all products and services.

Tools, equipment and furniture follow manufacture warranties. Warranty issues with provide received will be handled by our Customer Success Department for the first year. Paxton/Patterson Learning Systems have a one-year warranty during which they will troubleshoot, repair, and replace applicable equipment based on the discretion of the technical support team.

5. Describe the return process and restocking fees associated with a return.

- Returns are processed by our Customer Success Team.
- Paxton/Patterson must be notified within 45 days of receipt if there are any issues to the order. We will refund the purchase price or replace the merchandise.
- Returns that are not the result of a Paxton/Patterson error must be in 100% new condition, received within the last 60 days, and are subject to a restocking charge. Customer is required to pay the return freight or postage. Returns are subject to the manufacturer's applicable return policy. Some manufacturers will not accept returns for products shipped as ordered.
- Special order items are non-cancelable and non-returnable.
- Software and DVDs cannot be returned.

6. Describe any promotional opportunities on top of contract pricing that might be available.

Registered webstore customers can receive a 7% discount on applicable items.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Paxton/Patterson accepts checks that correspond to invoices as well as Visa, MasterCard and American Express. Educational payment terms are Net 30.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Annual review of pricing occurs at the beginning of a calendar year, except for new curriculum developments, which can occur at any time.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

As future products are introduced, Paxton/Patterson will reach out to this organization to update the available products and applicable contract for the most up-to-date and accurate information.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Participating districts will be flagged by a special dimension in our ERP. Periodic self-audit will be performed to verify compliance, delivery expectations, and fill rates.

11. Provide any additional information relevant to this section.

Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

In Spring 2025, our new webstore will launch, and participating schools will be able to log in and see discounted pricing on the site.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Estimated delivery (after receipt of order)

- Supplies: 10-30 days
- Equipment 10-45 days
- Furniture 30-90 days
- Learning Systems 14-30 days

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

- (A) General #1, page 5: Paxton/Patterson warehouses approximately 9000 items and drop-ships 3000. When drop-ship items are ordered, they are shipped directly from the manufacturer to the end user. Orders received can be marked as 'Ship Complete' so warehouse items that are ordered, will be filled at 95% or better.
- (B) Equipment and Supplies #2, page 5: In Spring 2025, our new webstore will launch, and participating schools will be able to log in and see discounted pricing on the site.
- (C) Pricing #6, page 6: The discount offered to CPC is consistent with other contracted cooperative purchasing agencies. Pricing may be quoted lower based on volume and items selected for 'Tools for Schools' items. Additional discounts are not offered on Learning Systems.
- (G) Freight and Delivery, #1, page 7: Estimated delivery (after receipt of order)
  - Supplies: 10-30 days
  - Equipment 10-45 days
  - Furniture 30-90 days
  - Learning Systems 14-30 days

- (G) Freight and Delivery, #5, page 8: Back ordered items are indicated on the packing slip and invoice.

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name Paxton/Patterson **Date** 9/17/24

Address 4141 W. 126th St **City, State, Zip** Alsip, IL 60803

Contact Person Kevin Lohr **Title** Customer Success Rep

Authorized Signature [signature] **Title** Danielle Glodowski VP of Operations

Email Sales@paxpat.com **Phone** 800-323-8484

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency _____ **Authorized Signature** _____

Name _____ **Title** _____

Awarded this _____ **day of** _____ **Contract #** _____

Contract/Agreement to Commence _____

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name	Paxton/Patterson	**Authorized Signature**	
Full Name	Danielle Glodowski VP of Operations	**Title**	Danielle Glodowski VP of Operations

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

No subcontractors will be used for this contract.

Solicitation Name: _____

Solicitation Number: _____

Supplier Name: _____

If a subcontractor will not be used, check this box:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

PAXTPAT-01 MIRANDAM

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 9/16/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME:	
Hill and Stone Insurance Agency, Inc. 900 North Shore Drive Ste. 225 Lake Bluff, IL 60044	PHONE (A/C, No, Ext): (847) 295-3030	FAX (A/C, No): (847) 295-0099
	E-MAIL ADDRESS: customerservice@hillandstone.com	

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Allmerica Financial Benefit	41840
INSURER B : The Hartford	13161
INSURER C : Lloyd's of London	15792
INSURER D :	
INSURER E :	
INSURER F :	

INSURED

Paxton/Patterson, LLC
4141 W. 126th Street
Alsip, IL 60803

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY PRO-JECT LOC OTHER:			Z2CJ674025	3/24/2024	3/24/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 5,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	AUTOMOBILE LIABILITY X ANY AUTO OWNED AUTOS ONLY SCHEDULED AUTOS X HIRED AUTOS ONLY X NON-OWNED AUTOS ONLY			AWCJ674018	3/24/2024	3/24/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
A	X UMBRELLA LIAB X OCCUR EXCESS LIAB CLAIMS-MADE DED RETENTION $			Z2CJ674025	3/24/2024	3/24/2025	EACH OCCURRENCE AGGREGATE	$ 10,000,000 $ 10,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		83WECAR7KP9	3/24/2024	3/24/2025	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000
A	Property Coverage			Z2CJ674025	3/24/2024	3/24/2025	BPP RC	4,327,600
C	Cyber Liability			L9491CYLA240	3/24/2024	3/24/2025	Cyber Liab Aggregate	3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
EVIDENCE OF INSURANCE ONLY

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Pitsco Education LLC

General Comments:

General Attachments: Cover letter.pdf
Insurance Certificate.pdf
Solicitation - 3 25.2 - Questionnaire.pdf
Solicitation - 4 25.2 - Forms - Signatures.pdf
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Pitsco Education, LLC

Company Address: 915 E. Jefferson

City, State, Zip code: Pittsburg, KS 66762

Website: www.pitsco.com

Phone: 800-835-0686

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager	Angela Watson	bids@pitsco.com	800-835-0686
Sales Manager	Jake Rudisill	jrudisill@pitsco.com	800-835-0686
Marketing Manager			
Customer Service Manager	Deidre Galloway	dgalloway@pitsco.com	800-835-0686
Account Manager(s)	Angela Watson	bids@pitsco.com	800-835-0686

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

TIPS, contract # 230101, expires 3/30/26
BuyBoard, contract # 74824, expires 10/31/25
Choice Partners, contract # 23038SG, expires 8/16/25
AEPA, contract # 0225B, expires 5/31/2025

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** *X* ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Pitsco Education was founded in September 1971. We are a leader in future-ready learning fundamentally rooted in STEM. Our competency-based and collaborative hands-on solutions effectively integrate core disciplines while helping learners master the transferable collaboration, critical-thinking, and problem-solving skills that will last a lifetime and translate to any college or career path.
For more than 50 years, Pitsco Education has offered a comprehensive range of scalable STEM and CTE resources and curriculum. We help educators create learning environments that address all learning styles and help all students find success while solving problems, being creative, articulating ideas, and thinking with their hands.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Pitsco Education invests in a variety of marketing outlets, including website, social media, email marketing, videos, conventions and trade shows, catalogs and other print materials, along with other direct mail initiatives. Direct links to our website and social media outlets are below. We produce four catalogs per year reaching over 330,000 customers. We attend close to 30 trade shows and conventions per year. A few of the national shows regularly attended are ITEEA, NAA, NSTA, NSTA STEM, and ISTE. We plan to launch over 30 campaigns and initiatives in 2020, that are multi-faceted and include email, print, and social media marketing.

https://www.pitsco.com/
https://www.facebook.com/PitscoEducation
https://www.instagram.com/PitscoEd/
https://twitter.com/pitscoed

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

5,000

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

K12 Education – 90% of revenue
Higher Education – 3% of revenue
Other – 3% of revenue
Private – 3% of revenue

5. Describe your experience and sales approach your company will take with participating public agencies.

For more than 50 years, Pitsco Education has supplied classrooms with innovative and engaging kits, equipment, and activities that put the power of STEM learning into students' hands and minds. Our classroom-proven concepts bring together student-centered, standards-based activities with hands-on projects that develop critical thinking and collaboration skills in exciting areas such as robotics, dragsters, aerospace, sustainable energy, structures, engineering, and physical science. Conveniently packaged with classroom management in mind and backed by our industry-leading customer service and technical support, everything we provide is teacher tested and teacher approved.

- **Program Design:** For educators or districts who need assistance in deciding which products or solutions are right for them, we employ a team of former educators who can make recommendations and select from our

comprehensive range of STEM and CTE resources to create a tailored, turnkey solution that best addresses the needs of the school.

- **Educational Advisors:** Pitsco Education employs a team of state-based education advisors who are readily available to meet with teachers, provide guidance on products, and generate quotes when needed.

6. Provide any additional information relevant to this section.

Pitsco Education invests in a multi-channel marketing strategy, including maintaining an e-comm web site, using a variety of social media outlets (Facebook, Instagram, YouTube, LinkedIn, Twitter, Pinterest, and TikTok), email marketing, videos, trade shows, catalogs and other print materials, along with other direct mail initiatives. Direct links to our website and social media outlets are below. We produce four digital catalogs per year. We attend a multitude of national and regional trade shows and student competitions per year. Each year we launch 50+ campaigns that are multi-faceted and include email, print, and social media marketing. We go the extra mile for our customers, listening to your needs and customizing solutions that help you meet your objectives. Our team of Program Designers works directly with school leaders and educators to listen and learn about their specific needs. We then work tirelessly to build a customized program designed with identified goals in mind.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	MESA USD
Service/Product Purchased	Various products purchased
Year of Purchase	Customer since 1999
Reference Contact	Patty Northey
Phone	480-472-0146
Email	plnorthey@mpsaz.org

Reference #2 – Company Name	Albuquerque School of Excellence
Service/Product Purchased	Various products purchased
Year of Purchase	Customer since 2016
Reference Contact	Jasmin Arias
Phone	805-312-4203
Email	jarias@abqse.org

Reference #3 – Company Name	San Jacinto USD
Service/Purchase Purchased	Various products purchased
Year of Purchase	Customer since 1996
Reference Contact	Patricia Gonzalez
Phone	951-929-7700
Email	pgonzalez@sanjacinto.k12.ca.us

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Pitsco Education's manufacturing and warehousing facilities are all located in Pittsburg, Kansas. We ship directly from our warehouse to our customers using UPS, Fed Ex, USPS and truckline companies, depending upn the weight and size of the order. UPS is a 1 to 5 day delivery point, USPS is up to 15 days. We do offer Next Day or 2nd Day Air delivery with Fed Ex for an additional fee. (Air delivery excludes all products considered hazardous). Truckline shipments could take up to 2 weeks for delivery.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Pitsco Education has supplied teachers and students with hands-on materials and curriculum for more than 50 years. Our long-term experience in serving the education market means we employ a range of features and services that make doing business with us easy. Whether you are a district creating a transformational STEM lab or an individual teacher restocking your classroom supplies, every customer and need is handled with the same level of service and care.

- **Large STEM Catalog:** We carry an assortment of 3,000+ STEM products, many of which are made at our manufacturing facility in Pittsburg, KS.
- **Warranty Program:** We warranty our products, with no-hassle refunds and replacements, for up to a year based on the purchase date.
- **Program Design:** For educators or districts who need assistance in deciding which products or solutions are right for them, we employ a team of former educators who can make recommendations and select from our comprehensive range of STEM and CTE resources to create a tailored, turnkey solution that best addresses the needs of the school.
- **Educational Advisors:** Pitsco Education employs a team of state-based education advisors who are readily available to meet with teachers, provide guidance on products, and generate quotes when needed.
- **Reordering Made Easy:** Within your online account, educators and purchasing agents can save multiple shipping addresses and payment forms so reordering is a snap.
- **Bulk Discounts:** We offer volume-based pricing on hundreds of products, so schools get the most bang for their buck.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

- **Online Quote Generator:** At Pitsco.com, educators can populate their shopping cart and then easily request a quote from their advisor. Finalized quote requests are sent back to recipients within 24 hours. Similarly, if educators would prefer to meet with someone to generate a quote, our education advisors are available to create and send requests as needed. Quote pricing is honored for 45 days following the delivery of the quote.
- **Payment Portal:** Using our online payment portal, customers can convert their quote to an order 24/7.
- **Multiple Payment Options:** We accept multiple forms of payment including PO, credit card, and ACH check.
- **Online PO and Tax-Exempt Document Uploader:** We make getting your documentation to us easy. Within your account online or immediately following purchase, customers can swiftly upload PO or tax-exempt documentation.
- **Order Status Page:** Want to be kept up-to-date on your orders? Our online order status page can be accessed 24/7 and gives you the details you need for all your shipments.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

90% fill rate on all in stock product orders. At Pitsco Education, our commitment is to ship orders complete within 2 business days of receiving them. While we strive to meet this goal consistently, we have established effective communication processes to keep our customers informed. Customers can easily check product availability by searching on our website, Pitsco.com, or by contacting a Pitsco ordering representative. To ensure orders ship complete and avoid backorders, customers can specify their preference for "no backorders" during the ordering

process. For enhanced convenience, customers with an online account can review their orders and shipping status at any time through their Pitsco.com account. Those without an online account can visit https://account.pitsco.com/orderdetails/ and enter the order number along with the billing zip code to check the status. Once an order is shipped, customers providing an email address will receive a shipping notification email containing the tracking number and the quantity shipped. In the event of backorders, customers will be notified through the shipping notification and packing slip provided with each order. Additionally, automated emails will inform customers of any backorders. If an item remains on backorder for more than eight weeks, our dedicated Order Support staff will personally reach out to the customer, offering alternative options if available and providing additional information. At Pitsco Education, we are committed to transparency and excellent customer service throughout the order fulfillment process

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

- **Industry-Leading, Lifetime Customer Service:** Supporting students and educators is at the heart of what we do. As an organization founded on the belief of providing top-level customer service and doing the right thing because it's the right thing to do, Pitsco Education delivers by employing teams of dedicated, knowledgeable, and personable industry experts available year-round. If you have a need, we have you covered.
    - **Live Order Support:** The Pitsco Order Support team is here to help make the purchasing process as easy as possible. Need help placing an order? Trying to track down your shipment? Just in need of chatting with a helpful person? Our Order Support team is available Monday-Friday, 7:30 a.m.-5:00 p.m. (CST) via phone, email, chat, or virtual meeting.
    - **Live Product/Technical Support:** Experiencing technical or operational issues? Looking for documentation or specifications for one of our products? Our Product Support team is available Monday-Friday, 7:30 a.m.-5:00 p.m. (CST) via phone, email, chat, or virtual meeting.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

An email explaining the details of the contract will be sent to all Sales Representatives. All questions will be answered through our Bid Department. Once the bid contract is awarded, our marketing department will develop specific campaigns and initiatives for this contract and will work to promote it. With new vendors, we will start outreach with an introduction to the organization, establish main points of contact, and work with contracts to define preferred asset types to be delivered. All marketing materials will be specific to this contract and will include the associated contract number or promotional code.

7. Describe your company's contract implementation or customer transition plan.

Once the bid contract is awarded, our marketing department will develop specific campaigns and initiatives for this contract and will work to promote it. All marketing materials will be specific to this contract and will include the associated contract number or promotional code.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Pitsco Education has not integrated with a public agency's ERP system in the past. However, we do maintain punch out sites for various Member Agencies through EqualLevel.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
X Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.
A discount of 4% will be reflected on invoice or quotes that reference the bid contract #.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
Minimum of $50 to receive the offered discount off and must reference the bid contract #.

4. Describe your warranty and warranty process for all products and services.

Standard one-year limited warranty against defects in manufacturing on all items purchased directly from Pitsco. Items under warranty will be repaired or replaced at Pitsco's discretion. Any damage, deterioration, or malfunction resulting from accident, misuse, neglect, or failure to comply with the manufacturer's supplied instructions will not be covered. All repairs associated with non-warranty items will be charged a minimum of $50.00. Items needing returned will receive an Authorization Number. Our warranty covers products purchased directly from Pitsco. (Amazon orders are excluded)

5. Describe the return process and restocking fees associated with a return.
All returns must be confirmed with our Customer Service Department prior to returning. Please contact them at 1-800-358-0683. Missing, damaged or incorrect products must be handled within 30 days of receipt of the order. Items that you would like to return may be subject to a restocking fee of up to 25%. This will depend upon the condition of the items once we have received it back. Restockable items, will not be charged this fee. Opened software cannot be returned.

6. Describe any promotional opportunities on top of contract pricing that might be available.
N/A

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.
Credit card, purchase order, EFT. No additional fees for using any of these payment methods.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.
Our prices are updated twice a year. January and August of the current year.

9. Describe how future product introductions will be priced and align with contract proposed pricing.
All new products that are offered will automatically be covered under the contact and eligible for the discount.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.
Discrepancies between the order and our system are reported to our Bid Department for verification of the contract terms. The order is then processed accordingly.

11. Provide any additional information relevant to this section.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Pitsco Education has offered hands-on solutions to the education market for over 50 years. The education market is out mainstay – we know how to work with schools. We provide a large range of hands-on STEM products, and over 500 of our products are manufactured by us right here in the United States.Pitsco houses a full-service marketing department, meaning if there is a need for assets, we can likely meet it.We facilitate a database of approximately 195,000 educators, we send 4.4 million plus emails a year with a 99% delivery rate, and we send nearly 30 marketing campaigns each year spanning preK-12 grades.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

This contract does not cover Technology Fluency Institute, a division of Pitsco, or orders containing annual software licensing fees, Professional Development or DNI services. Promotions that we offer cannot be combined with any awarded bid discounts. All subscriptions are excluded from the bid discount. Amazon orders are excluded from this contract.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

IV. Technical Specifications – G3. Freight and Delivery

Shipping charges will be as follows:
Orders up to $99.99 will be $9.99
Orders from $100.00 to $2,499.99 will be 10%
Orders from $2,500.00 to $9,999.99 will be 9%
Orders from $10,000.00 and up will be 8%

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Pitsco Education, LLC	**Date**	September 17, 2024
Address	915 E. Jefferson, PO Box 1708	**City, State, Zip**	Pittsburg, KS 66762
Contact Person	Angela Watson	**Title**	Bid Coordinator
Authorized Signature	Angela Watson	**Title**	Bid Coordinator
Email	bids@pitsco.com	**Phone**	800-835-0686

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this	_____ **day of**	**Contract #**	
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Pitsco Education, LLC

Authorized Signature Angela Watson

Full Name Angela Watson

Title Bid Coordinator

Subcontractor Utilization Form

N/A

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies
Solicitation Number: 25.2
Supplier Name: Pitsco Education, LLC

If a subcontractor will not be used, check this box:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

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915 East Jefferson
Post Office Box 1708
Pittsburg, Kansas 66762
Telephone 800-835-0686

September 17, 2024

Cooperative Purchasing Connections
1001 E Mount Faith Ave
Attn: Amy Lohse
Fergus Falls, MN 56537

RE: Instructional Materials and Classroom Supplies Bid # 25.2

Dear Valued Customer,

Recently, we had an opportunity to participate in your Instructional Materials and Classroom Supplies bid. We appreciate being invited to bid and would like to be considered for future bids.

Pitsco is willing to give a catalog discount to members of Cooperative Purchasing Connections. According to the bid agreement, the district will receive a four percent discount off current list pricing from our website on all purchase orders that reference our bid number. Shipping and handling charges will be prepaid and added to the invoice on all orders.

When placing your order, it is critical you place our bid number – **800441** – on the purchase order. This will enable us to process your order correctly and without delay. If the order does not include our bid number, it will not be processed as a bid; therefore, your discount will not be applied. Though we do everything we can to keep prices consistent, we encourage you to check pricing online, www.Pitsco.com, prior to submitting an order, as they are subject to change. **This discount will expire on September 30, 2026, unless a renewal is requested.**

We look forward to receiving your order and providing unmatched support as we continue to lead educational change that positively affects learners.

Let's make hands-on, minds-on, hearts-on learning happen together!

Sincerely,

Angela Watson

Angela Watson
Bid Coordinator
Email: bids@pitsco.com

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 9/17/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER IMA, Inc. - Kansas City 11350 Switzer Rd, Suite 200 Overland Park KS 66210	**CONTACT NAME:** IMA Wichita Team **PHONE (A/C, No, Ext):** 316-267-9221 **FAX (A/C, No):** **E-MAIL ADDRESS:** certs@imacorp.com
INSURED PITSEDU-01 Pitsco Education, LLC 1003 E Adams St. Pittsburg KS 66762	**INSURER(S) AFFORDING COVERAGE** / **NAIC #** **INSURER A :** The Cincinnati Insurance Company 10677 **INSURER B :** Zurich American Insurance Company 16535 **INSURER C :** Landmark American Insurance Company 33138 **INSURER D :** **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** 651778349 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X **COMMERCIAL GENERAL LIABILITY** [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [X] POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:			EPP0651780	4/30/2024	4/30/2025	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 500,000 $ 20,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
B	**AUTOMOBILE LIABILITY** [X] ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS [X] HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY			BAP859615304	4/30/2024	4/30/2025	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 5,000,000 $ $ $
A	[X] **UMBRELLA LIAB** [X] OCCUR **EXCESS LIAB** [ ] CLAIMS-MADE DED [X] RETENTION $ 0			EPP0651780	4/30/2024	4/30/2025	EACH OCCURRENCE AGGREGATE	$ 5,000,000 $ 5,000,000
A	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** Y / N ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? [N] **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		EWC 0651781	4/30/2024	4/30/2025	[X] PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000
C	Professional Liability			LHR857480	4/30/2024	4/30/2025	Each Claim Aggregate Retention	$1,000,000 $1,000,000 $2,500

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RE: Cooperative Purchasing Connections, 1001 E Mount Faith Ave, Fergus Falls, MN 56537.
General Liability, Automobile Liability and Workers Compensation Coverage includes 30 day notice of cancellation for Cooperative Purchasing Connections, subject to the terms and conditions of the policy.

CERTIFICATE HOLDER

Cooperative Purchasing Connections
1001 E Mount Faith Ave
Fergus Falls MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Brenda Vinson

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Prime Educational Products, LLC

General Comments:

General Attachments: Forms - Signatures - Geyer Instructional Products.pdf
Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name Prime Ed Product LLC **Date** 8/7/2024

Address 7624 Rainhold Dr **City, State, Zip** Cincinnati, OH 45268-1571

Contact Person Justin Marquez **Title** Ohio

Authorized Signature Jam **Title** Customer Success Specialist

Email info@GeyerInstructional.com **Phone** 513-527-2462

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency _____ **Authorized Signature** _____

Name _____ **Title** _____

Awarded this _____ **day of** _____ **Contract #** _____

Contract/Agreement to Commence _____

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Prime EP Products LLC **Authorized Signature** [signature]

Full Name Justin Marquis **Title** Customer Success Specialist

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: N/A
Solicitation Number: N/A
Supplier Name: N/A

If a subcontractor will not be used, check this box:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies
Vendor: REALLY GOOD STUFF

General Comments: See attached additional documents to include a Terms of Offer Letter, Certificate of Insurance and Price list

General Attachments:
2024 RGS Pricelist_5%.xlsx
CPC_ 25.2 - Forms - Signatures-Really Good Stuff.pdf
RGS-CPC_ExcelligenceLearningCorp - Client Pack - 3613318.pdf
RGS-CPC_Solicitation - 3 25.2 - Questionnaire.pdf
RGS-CPC_Solicitation - 5 - 25.2 - Pricing Schedule.xlsx
RGS Terms Letter cover page.pdf

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Really Good Stuff, LLC

Company Address: 5 Research Dr. Suite 150

City, State, Zip code: Shelton, CT 06484

Website: www.reallygoodstuff.com

Phone: 877-867-1920

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Lynn Yeager, VP of Sales	bidsupport@reallygoodstuff.com	800-366-1920
Contract Manager	John Tavitian	jtavitian@excelligence.com	877-867-1920
Sales Manager	Ray Butler	rbutler@excelligence.com	913-303-8495
Marketing Manager	Lynn Yeager	bidsupport@reallygoodstuff.com	800-366-1920
Customer Service Manager	Alan Johnson	ajohnson@reallygoodstuff.com	877-867-1920
Account Manager(s)	Ray Butler, Account Director	rbutler@excelligence.com	913-303-8495

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

ESUCC – Exp. 06/30/2025; GoodBuy – Exp. 02/28/2025; NCPA/OMNIA -Exp. 04/30/2026; TIPS – Exp. 05/31/2027

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** _X_ ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Since we opened our doors in 1992, Really Good Stuff has dedicated itself to providing products and services that help teachers make a difference in children's lives. Our exclusive collection of fun and creative teaching tools is what makes us unique! Many of our quality products start with ideas shared from classrooms around the country.
Really Good Stuff, LLC. offers a wide variety of instructional materials, teaching aids, and organization materials for the classroom. We also offer a custom kit service tailored to the needs of the buyer and personalized service from our account managers. All products are tested in the classroom and reviewed by teacher panels before they ever make it into our Really Good Stuff catalog or online site at www.reallygoodstuff.com

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Our Product Development team is made up of experienced former teachers who understand and we connect with teachers through focus groups, online feedback, conferences, classroom visits, and our teacher advisors in every state. New products are added weekly that align to the most common core and current state standards, teaching practices, and country wide student needs. Find products that align to the state standards you need using our Standards Match Tool on our website at https://www.reallygoodstuff.com/shop-by-standard-aligned/c/k/
You can rest easy with our 100% Satisfaction Guarantee.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Really Good Stuff is a leading supplier of classroom supplies and curriculum support materials. Our Educational Solutions Team works with administrators to tailor solutions to your needs *and* your budget, including price breaks for larger quantities to supply a school or district. There are currently over 200 active contracts we are participating in.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

We are a supplier of classroom supplies and instructional materials. Our total annual sales as to date is $64M.

5. Describe your experience and sales approach your company will take with participating public agencies.

Because of our Inside sales calling campaign, some CPC agencies will receive a call and/or email from our account directors notifying or reminding them of the awarded contract. They will be informed that the purpose of this contract id to level the purchasing playing field between the smallest schools and their larger counterparts. They will also be informed of the benefits of utilizing the awarded contracts (i.e. product discount and free shipping).

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	La Joya ISD
Service/Product Purchased	Purchasing for variety of instructional materials & classroom supplies
Year of Purchase	2016-Currently
Reference Contact	Sylvia Zapata
Phone	956-323-2106
Email	s.zapata@lajoyaisd.net

Reference #2 – Company Name	Fort Worth ISD
Service/Product Purchased	Purchasing for a variety of instructional materials & classroom supplies

Year of Purchase	2016-Current
Reference Contact	Nellie Lucano, Procurement Services
Phone	817-871-2000
Email	nellie.lucano@fwisd.org

Reference #3 – Company Name	Cypress Fairbanks ISD
Service/Purchase Purchased	Purchasing for a variety of instructional materials & classroom supplies
Year of Purchase	2018-Current
Reference Contact	Norma Alvarez
Phone	281-897-4000
Email	norma.alvarez@cfisd.net

Performance & Capability

1. **Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.**

We are currently an awarded vendor with CPC since 2016. Our distribution program provides the most efficient shipping solution to our customers from our warehouse located in Kansas City, MO. Our products are distributed nationwide through Fed-Ex and various motor freight carriers. Currently we have a 95% fill rate. In stock items ship within 3 days ARO. We have a constant inventory replenishment system in place to order more supplies as soon as items are out of stock. Once items are ordered and shipped, tracking info is sent to provide customer with a proper expected date.

2. **Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.**

Since 1992, Really Good Stuff® has created products that help teachers make a difference in students' lives. Right from the start, our goal has been to provide teachers with high quality, affordable, and innovative tools designed to make a difference in the classroom. In 2016, we became part of the Excelligence® Learning Family. With our goal in mind, we've continued to grow.
In 2012, we found a new way to meet teachers' needs by establishing our District and School Administrator line. Through special catalogs, our website, and dedicated sales reps, we offer many of our popular Products in Bulk to supply entire schools and districts at a discount. We also provide comprehensive curriculum kits and develop custom kits to meet specific district needs.

3. **Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.**

You can place your order Online, Phone, Fax or Mail. We accept VISA, MasterCard and Discover as well as P-cards.
If your order includes both in-stock and out of stock items, you will initially be charged only for the in-stock portion of your order plus shipping and processing fees. Your order will not incur additional shipping charges for any backordered items.
Phone Orders: The toll-free number is 1-800-366-1920. Our helpful representatives are available to take your order Monday through Friday 9:00 AM to 11:00 PM (EST). We do not accept Purchase Orders or check payments by phone.
Fax Orders: 24 hours a day at 203-268-8120
Mail Orders: If you prefer to use a personal, company check or money order please mail your order to the following address.
"Really Good Stuff, LLC.
Attn: Inside Sales/CPC Contract
P.O.BOX 1111
Shelton, CT 06484"
Purchase Orders: Please send your purchase order with an authorized signature and title. Check that your billing and *shipping information is correct. If your school does not issue purchase orders, you must submit your order on school letterhead signed by the individual with purchasing authority. We do not accept purchase orders over the telephone. Please mail or fax your order. If you fax your Purchase Order, please do not send us the original.*
We also accept Purchase Orders online!

***Shipping**: We offer tracking for orders placed on our website or over the phone. All customers who placed their orders online will be issued tracking numbers, via email, to check the status of their orders. All standard packages are shipped FedEx. In Stock items will be packed for shipment within 3 days ARO. Some of our products require additional time and/or charges. Please refer to item description for details. Priority Shipping is not available on products that require additional shipping time or charges. In the event that one or more of your items is back-ordered, the bulk of your order will arrive within 7-10 business days of receipt of the order and the rest of the items will follow as soon as they are available.*
You can rest easy with our 100% Satisfaction Guarantee
***Payment Terms:** Net30*

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

We are currently an awarded vendor with CPC on RFP 16.16 and RFP 21.4 and we have a 95% fill rate on our orders. In stock items ship within 3 days ARO. We have a constant inventory replenishment system in place to order more supplies as soon as items are out of stock. Once items are ordered and shipped, tracking info is sent to provide customer with a proper expected date.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Our customer experience reps are happy to help you with anything you need. You can chat with us live online https://www.reallygoodstuff.com/about-us or by phone and email at: writeus@reallygoodstuff.com
877-867-1920
9:00 AM – 5:00 PM EST,
Monday - Friday

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Our staff is fully aware on the details of this contract considering we were awarded the two previous contracts in: 2016-#16.16 and 2020-#21.4. We will be sure to update them on any smaller details that may have changed since then (ie: contract name and number, CPC members, etc.)

7. Describe your company's contract implementation or customer transition plan.

We are currently an awarded vendor with CPC since 2016 on RFP 16.16 and 21.4. Our staff is familiar with your agency and your account has been assigned an Account Director to ensure that your contract needs are met. We have a constant inventory replenishment system in place to order more supplies as soon as items are out of stock. Once items are ordered and shipped, tracking info is sent to provide customer with a proper expected date. Payment Terms are Net30 and sales reports will be provided as needed.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

RGS supports over 250 school districts, integrators, and individual consortiums via punch out. We have a dedicated sales support member as well as 5 IT staff who work on setting up, managing, and troubleshooting our punch out customers. See more information about our order management system on our website at https://www.reallygoodstuff.com/punchout

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
X Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

Because of our Inside sales calling campaign, some CPC agencies will receive a call and/or email from our account directors notifying or reminding them of the awarded contract. They will be informed that the purpose of this contract is to level the purchasing playing field between the smallest schools and their larger counterparts. They will also be informed of the benefits of utilizing the awarded contracts (i.e. product discount and free shipping). All participating agencies that reference the contract code" CPC 25.2" on their purchase orders will receive the offered discount terms applied to their orders.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

N/A

4. Describe your warranty and warranty process for all products and services.

Our Guarantee to YOU: We want you to be happy with everything you purchase. If something doesn't meet with your satisfaction, please contact us within 30 days to return any unused product. We'll be happy to give you a refund, an exchange, or a credit on your next order. Items must be unused and in their original packaging. Returns after 30 days, if approved, may be subject to restocking and return freight fees.
If Your Order Is Damaged: Before signing for delivery, inspect your packages for damage. Be sure to note any damage and the number of packages received, and have the driver sign, too. Please contact our Customer Support Team within 10 days to report receipt of any damaged products. We'll be happy to send a replacement.
If Your Product Is Defective: If a product proves to be defective within one year of purchase, after normal use, we will repair or replace the item. Some products may be covered by manufacturers' warranties that extend beyond a year. Please contact our Customer Support Team for additional information and assistance.

5. Describe the return process and restocking fees associated with a return.

Our Guarantee to YOU: *We want you to be happy with everything you purchase. If something doesn't meet with your satisfaction, please contact us within 30 days to return any unused product. We'll be happy to give you a refund, an exchange, or a credit on your next order. Items must be unused and in their original packaging. Returns after 30 days, if approved, may be subject to restocking and return freight fees.*
If Your Order Is Damaged: *Before signing for delivery, inspect your packages for damage. Be sure to note any damage and the number of packages received, and have the driver sign, too. Please contact our Customer Support Team within 10 days to report receipt of any damaged products. We'll be happy to send a replacement.*
If Your Product Is Defective: *If a product proves to be defective within one year of purchase, after normal use, we will repair or replace the item. Some products may be covered by manufacturers' warranties that extend beyond a year. Please contact our Customer Support Team for additional information and assistance.*

6. Describe any promotional opportunities on top of contract pricing that might be available.

We don't just create Really Good Stuff…we also support you with Really Good ideas, information, and resources through our #RGSTeachersLounge blog, social media pages, and downloadable posters and activities…all FREE!

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Our standard payment terms are Net30.
You can place your order Online, Phone, Fax or Mail. We accept VISA, MasterCard, AmEx, and Discover. P-Card and E-Procurement/Punchout options are available. If your order includes both in-stock and out of stock items, you will initially be charged only for the in-stock portion of your order plus shipping and processing fees. Your order will not incur additional shipping charges for any back ordered items.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Price List revisions may vary and will be updated per new catalog issuance.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

New products are added weekly that align to the most current state standards, teaching practices, and country wide student needs. Our Educational Solutions Team works with administrators to tailor solutions to your needs *and* your budget, including price breaks for larger quantities to supply a school or district.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Upon reporting, each order will be reviewed to ensure compliance with our contract. If an issue arises CPC will be notified and adjustments will be made.

11. Provide any additional information relevant to this section.

Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Customized Kits: Really Good Stuff offers a customized kit service. Your account director will gather all the necessary information based on your current needs and design a personalized kit of products aligned to support school and district wide initiatives. Not only are they completely customizable, but they are also budget friendly, and qualify for state and federal funding.

Really Good Stuff® offers products that directly align with Common Core and State Standards for Language Arts and Math products. Find products that align to the standards you need. Start your search by selecting the state, grade and subject on our website at https://www.reallygoodstuff.com/shop-by-standard-aligned/c/k/

We don't just create Really Good Stuff…we also support you with Really Good ideas, information, and resources through our #RGSTeachersLounge blog, social media pages, and downloadable posters and activities…all FREE!

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

-The discount offered with this contract cannot be combined with any other discount offered.
-Drop shit items, Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and International deliveries do not qualify for the free shipping discount.
- Purchase orders must reference contract code "CPC 25.2" to ensure discount is applied.
-Delivery: In stock items 7-10 business days (ARO). Drop ship 1-4 weeks (ARO).

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

N/A

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Really Good Stuff, LLC.	**Date**	8/27/2024
Address	5 Research Dr. Suite 150	**City, State, Zip**	Shelton, CT 06484
Contact Person	Lynn Yeager	**Title**	VP of Sales
Authorized Signature	L Yeag	**Title**	VP of Sales
Email	bidsupport@reallygoodstuff.com	**Phone**	877-867-1920

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Really Good Stuff, LLC. **Authorized Signature** L Yeag

Full Name Lynn Yeager **Title** VP of Sales

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: RFP #25.2
Supplier Name: Really Good Stuff, LLC.

If a subcontractor will not be used, check this box: ✓

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Cooperative Purchasing Connection
Amy Lohse, Procurement Specialist
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

Really Good Stuff®

Innovative, teacher-created classroom solutions

RFP 25.2
Instructional Materials & Classroom Supplies

www.reallygoodstuff.com

Really Good Stuff®
Innovative, teacher-created classroom solutions

5 Research Drive, Suite 150
Shelton, CT 06484

September 16, 2024

We would like to thank you for this opportunity to submit our response for your proposal **RFP #25.2 - Instructional Materials and Classroom Supplies (Catalog Discount Agreement).** Our mission is to become the world's most preferred provider of educational solutions to early childhood and elementary educators and parents.

Pricing:
Really Good Stuff would like to extend a **5% discount** off our regular pricing (merchandise total). Cannot be combined with other Really Good Stuff promotional offers and/or coupons. Website: www.reallygoodstuff.com

Shipping/Delivery:
Stock items: RGS will offer you **Free Shipping** on all Stock items after discount (excluding any Drop Ship items)-see exclusions below. In stock items 5-10 business days (ARO). Drop ship 1-4 weeks (ARO). There is no minimum discount.

Exclusions:
Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and International deliveries do not qualify for free shipping.

Drop Ship: Drop ship items do not qualify for the free shipping discount. Go to page www.reallygoodstuff.com/shipping-policy for current shipping rates and policies. Drop ship items will be noted in our catalog and website with a truck icon that says, "Ships Separately." **Ships Separately.**

Payment Terms: Net 30

Guarantee Warranty & Returns:
We want you to be happy with everything you purchase. If something doesn't meet your satisfaction, simply return the unused product following the directions on the back of your packing slip. We'll be happy to give you a refund, an exchange, or a credit on your next order. Items must be unused and in their original packaging. The original shipping cost is not refundable, and customers are responsible for return shipping cost. **Returns after 30 days, please contact us at writeus@reallygoodstuff.com**.

All standard packages are shipped FedEx o(at the discretion of Really Good Stuff). In stock items ordered by 2pm CT during normal business operations (Monday - Friday, holidays excluded) will be packed for shipment within 3 days. Some of our products require additional time and/or charges. Please refer to item description for details. Priority Shipping is not available on products that require additional shipping time or charges. If one or more of your items is backordered, the bulk of your order will arrive within 7-10 business days of receipt of the order and the rest of the items will follow as soon as they are available.

Purchase orders must reference "CONTRACT NUMBER 25.2 " to ensure discount is applied. Please email purchase orders to purchaseorders@reallygoodstuff.com and quote requests to solesourcequotes@reallygoodstuff.com . For any order related questions please contact your Account Director, **Ray Butler** at rbutler@excelligence.com . If awarded, please send notification to bidsupport@reallygoodstuff.com . If you are looking for e-procurement opportunities for online ordering, please contact Fannie Perez at fperez@reallygoodstuff.com.

On behalf of the entire Really Good Stuff team, we look forward to serving your district in providing the products, service, and support that your students and faculty need to be successful.
Sincerely,

Lynn Yeager
VP of Sales
lyeager@reallygoodstuff.com
877-867-1920

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 09/10/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Willis Towers Watson Insurance Services West, Inc. c/o 26 Century Blvd P.O. Box 305191 Nashville, TN 372305191 USA	**CONTACT NAME:** WTW Certificate Center **PHONE (A/C, No, Ext):** 1-877-945-7378 **FAX (A/C, No):** 1-888-467-2378 **E-MAIL ADDRESS:** certificates@wtwco.com
INSURED Really Good Stuff, LLC 5 Research Drive Suite 150 Shelton, CT 06484	**INSURER(S) AFFORDING COVERAGE** / **NAIC #** **INSURER A :** National Union Fire Insurance Company of P — 19445 **INSURER B :** **INSURER C :** **INSURER D :** **INSURER E :** **INSURER F :**

COVERAGES **CERTIFICATE NUMBER:** W34656584 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	[X] COMMERCIAL GENERAL LIABILITY [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [X] POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:			1947029	10/01/2023	10/01/2024	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 10,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	AUTOMOBILE LIABILITY [X] ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS [ ] HIRED AUTOS ONLY [ ] NON-OWNED AUTOS ONLY			1722405	10/01/2023	10/01/2024	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 1,000,000 $ $ $
	[ ] UMBRELLA LIAB [ ] OCCUR [ ] EXCESS LIAB [ ] CLAIMS-MADE [ ] DED [ ] RETENTION $						EACH OCCURRENCE AGGREGATE	$ $
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N [ ] (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		80741051	10/01/2023	10/01/2024	[X] PER STATUTE [ ] OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000
A	Workers Compensation - CA and Employers Liability Per Statute			80741052	10/01/2023	10/01/2024	EL - Each Accident EL Disease - Pol Lmt EL Disease - Each Emp	$1,000,000 $1,000,000 $1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection (CPC)
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Sweet Pipes, LLC

General Comments:

General Attachments:
2024 Insurance Sweet Pipes.pdf
3 Questionnaire - Sweet Pipes.pdf
3 SWEETPIPES References.docx
CIQ Sweet Pipes.pdf
Forms - Signatures - Sweet Pipes.pdf
Sweet Pipes Price List 5-1-24.pdf
w9 Sweet Pipes.pdf

Questionnaire

RFP #25.2 Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Sweet Pipes

Company Address: 5889 S Williamson Blvd

City, State, Zip code: Port Orange, FL 32128

Website: www.sweetpipes.com

Phone: 817-277-9922

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Billy Ferguson	sales@sweetpipes.com	817-277-9922
Contract Manager	Billy Ferguson	sales@sweetpipes.com	817-277-9922
Sales Manager	Billy Ferguson	sales@sweetpipes.com	817-277-9922
Marketing Manager	Billy Ferguson	sales@sweetpipes.com	817-277-9922
Customer Service Manager	Billy Ferguson	sales@sweetpipes.com	817-277-9922
Account Manager(s)	Billy Ferguson	sales@sweetpipes.com	817-277-9922

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification		x	Business Type/Classification	
	8(a)	8(a) Qualified Business		SDB	Small Disadvantaged Business
	DBE	Disadvantaged Business Enterprise		SDVOB	Service-Disabled Veteran Owned Business
	HUB	Historically Underutilized Business Zone		SECTION 3	Section 3 Business Concern
	MBE	Minority-Owned Business Enterprise		SSV	Sole Source Supplier
	MWBE	Minority Women-Owned Business Enterprise		VBE	Veteran-Owned Business Enterprise
	SBE	Small Business Enterprise		WBE	Woman-Owned Business Enterprise
	Other; list name:				

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

We have multiple cooperatives contracts in other states, but none to date for Minnesota. If interested, we would be happy to share our TIPS, BuyBoard, GoodBuy etc contracts.
We would love to be associated with CPC and will do our best to fulfill all the needs of the schools that work with CPC.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** X ***No***

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Deleted: List who will be responsible for receiving updated participation lists.¶
Name ... [1]

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.
Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.
Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

We have been in business since 1976, with new owners taking over in 2014. We were BRBM Publishing dba Sweet Pipes until 6/1/22 when we legally became Sweet Pipes.

Sweet Pipes publishes music for elementary music educators. We also provide: Music, Instruments, Teacher Resources, Children's Literature, Puppets, Bulletin Board Supplies, Classroom Decorations, Instruments including Orff Instruments, Recorders, Handbells, Boomwhackers, Unpitched Percussion, Ukuleles and more

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

We have thousands of school districts that have been utilizing our company each school year for decades.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Several hundred school districts around the US

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

90% is K12 education, 10% being other

5. Describe your experience and sales approach your company will take with participating public agencies.

We have a great marketing team and amazing references that allow Sweet Pipes to stand out.

6. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Carrollton-Farmers Branch ISD
Service/Product Purchased	We have served CFB ISD for multiple years for instructional materials and classroom supplies
Year of Purchase	current
Reference Contact	Shannon Allen
Phone	972-968-5685
Email	allens@cfbisd.edu

Reference #2 – Company Name	Mesquite ISD
Service/Product Purchased	We have served Mesquite ISD for multiple years for instructional materials and classroom supplies
Year of Purchase	current
Reference Contact	Emily Landin
Phone	972 288-6411
Email	elandin@mesquiteisd.org

Reference #3 – Company Name	Fort Worth ISD
Service/Purchase Purchased	We have served Fort Worth ISD for multiple years for instructional materials and classroom supplies
Year of Purchase	current
Reference Contact	Julisa Perez
Phone	817-814-2620
Email	julisa.perez@fwisd.org

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↵
Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

With almost 50 years of experience, first in Texas and now in Florida, we have created a inventory and delivery system on par if not exceeding the industry standard. We ship all orders within 3 days of receiving a purchase order.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Our owner, Billy Ferguson, is a retired school teacher himself, so he knows the needs and wants of teachers and the difficulty finding quality products from a reputable supplier. He makes sure to meet the needs of the teachers at the lowest price point possible for the school district.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

School districts can place an order via phone, email, fax or online. We accept NET30 Purchase Orders. We ship all orders within 3 days of received PO, often same day.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

We always strive to ship all items within 3 days of received order, and any issues arise, we are communicative with the proper channels.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Sweet Pipes can be contacted by phone, email, fax or snail mail. We are open Monday – Friday from 9am – 5pm. Every customer feels like they are a friend of Sweet Pipes, not just another order.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Billy Ferguson takes care of all contracts, and will be reading over all the details of the contract himself.

7. Describe your company's contract implementation or customer transition plan.

Sweet Pipes has a organizational chart that keeps all of our contract information.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

N/A

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

X Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.
We accept phone calls, emails, and faxes to verify prices if needed.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.
There is no minimum order.

4. Describe your warranty and warranty process for all products and services.
All products have their own manufacture warranty, but we also accept returns for 30 days for damaged merchandise.

5. Describe the return process and restocking fees associated with a return.
30 day return policy on damaged merch only

6. Describe any promotional opportunities on top of contract pricing that might be available.

We offer up to a 10% discount on items as follows:
10% off all Yamaha, Canto, Da Capo Recorders and neckstraps
10% off all Sweet Pipes Publications (item #'s beginning with SP)
5% off Aulos recorders and Remo Percussion
Sonor, Studio 49 and Remo Instruments, request a quote
0 % off all other catalog items

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.
We offer NET30. No fees. Credit cards and checks are widely accepted.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.
We only adjusting pricing up to once a year and only based on manufacturing price rises.

9. Describe how future product introductions will be priced and align with contract proposed pricing.
Click or tap here to enter text.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.
We triple check each order to verify the correct pricing is given with the correct contracts

11. Provide any additional information relevant to this section.
Click or tap here to enter text.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.
As a retired school teacher, Billy Ferguson (owner) is aware of the needs of teachers, which makes him an asset with inquiries from school districts.

Deleted: additional

Deleted: discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.

Exceptions & Deviations

1. **List any additional stipulations and/or requirements your company requests that are not covered in the RFP.**
   N/A

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
   - **RFP section number and page number**
   - **Describe the exception**
   - **Explanation of why this is an issue**
   - **A proposed alternative to meet the needs of participating agencies and the cooperative**

   N/A

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Sweet Pipes	**Date**	08/15/24
Address	5889 S Williamson Blvd. Suite 1305	**City, State, Zip**	Port Orange, FL 32128
Contact Person	Billy Ferguson	**Title**	owner
Authorized Signature	Billy Ferguson	**Title**	owner
Email	sales@sweetpipes.com	**Phone**	817-277-9922

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this		**day of**	**Contract #**
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

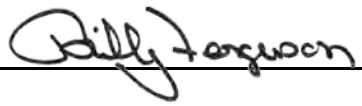
When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Sweet Pipes

Authorized Signature 

Full Name Billy Ferguson

Title Owner

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: RFP #25.2
Supplier Name: Sweet Pipes

If a subcontractor will not be used, check this box:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Sweet Pipes Vendor References

Carrollton-Farmers Branch ISD
PO Box 115186
Carrollton, TX 75011
972-968-5685
Shannon Allen
allens@cfbisd.edu

Mesquite ISD
3819 Towne Crossing Blvd, Suite 2045
Mesquite, TX 75150
972-288-6411
Emily Landin
elandin@mesquiteisd.org

Orange County Public Schools
445 W Amelia St
Orlando, FL 32801
407-317-3988
Sara Lundy
Sara.lundy@ocps.net

Fort Worth ISD
100 N University
Fort Worth, TX 76107
817-814-2620
Julisa Perez
Julisa.perez@fwisd.org

Richardson ISD
1123 Greenville Ave
Richardson, TX 75081
Christine Simpson
469-593-0569
Christine.Simpson@risd.org

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. *See* Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 **Name of vendor who has a business relationship with local governmental entity.**

Sweet Pipes

2 ☐ **Check this box if you are filing an update to a previously filed questionnaire.** (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 **Name of local government officer about whom the information is being disclosed.**

_____

Name of Officer

4 **Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.**

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes ☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes ☐ No

5 **Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.**

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 _____ 4/12/24

Signature of vendor doing business with the governmental entity — Date

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Sweet Pipes, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☑ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ P

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

5889 S. Williamson Blvd, Suite 1305

Requester's name and address (optional)

6 City, state, and ZIP code

Port Orange, FL 32128

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

8	8	–	2	9	2	8	1	6	4

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** ▶ [signature] | **Date** ▶ 3/25/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 04/09/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER

State Farm

Blake Thomas State Farm
4639 Clyde Morris Blvd Unit 107
Port Orange Fl 32129

CONTACT NAME: Blake Thomas
PHONE (A/C, No, Ext): 386-760-2020 FAX (A/C, No):
E-MAIL ADDRESS: blake.thomas.cfes@statefarm.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : State Farm Florida Insurance Company	10739
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED

Sweet Pipes
5889 S Williamson Blvd ste 1304
Port Orange Fl 32128

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADD INSD	SUB WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	X COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$ 1,000,000
	☐ CLAIMS-MADE ☐ OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 300,000
							MED EXP (Any one person)	$ 5,000
		Y	Y	98 C8 Y8308	03/21/2024	03/21/2025	PERSONAL & ADV INJURY	$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 2,000,000
	☐ POLICY ☐ PRO-JECT ☐ LOC						PRODUCTS - COMP/OP AGG	$ 2,000,000
	☐ OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	☐ ANY AUTO						BODILY INJURY (Per person)	$
	☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	☐ UMBRELLA LIAB ☐ OCCUR						EACH OCCURRENCE	$
	☐ EXCESS LIAB ☐ CLAIMS-MADE						AGGREGATE	$
	☐ DED ☐ RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N						☐ PER STATUTE ☐ OTH-ER	$
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? ☐	N/A					E.L. EACH ACCIDENT	$
	(Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Lewisville Independent School District is included as an additional insured. Coverage is primary and non-contributory and waiver of subrogation applies per policy. Coverage shall not be suspended, voided, canceled, non- renewed or reduced in coverage or in limits except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to LISD.

CERTIFICATE HOLDER

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: The Reading Warehouse Inc

General Comments: The Reading Warehouse Inc (TRW) specializes in selling books and instructional materials to schools and libraries at the lowest possible price. With TRW, you can save money without compromising on quality. We have a vast inventory of over 6 million titles, and we offer fast shipping along with top-notch customer service that caters to the needs of educators. We take pride in being teacher-friendly and are always happy to help our valuable teachers.

General Attachments: The Reading Warehouse Inc - Bid Response for RFP #25.2.pdf
The Reading Warehouse Inc - Solicitation - 5 - 25.2 - Pricing Schedule.xlsx

Bid Response for

Cooperative Purchasing Connection

RFP #25.2

Instructional Materials and Classroom Supplies

Due: September 17, 2024

Bidder: The Reading Warehouse Inc
100 Lamplight Circle
Summerville, SC 29483

Contact: **Jessica Maggay**
Bid Coordinator
The Reading Warehouse Inc
866-391-7323 ext 261
bids@trwemail.com

Our entire catalog is located at readingwarehouse.com

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The Reading Warehouse has been selling books and instructional materials to schools and libraries at the guaranteed lowest price since 2006. TRW will save you money too! We carry over 6 million titles in inventory, offer fast shipping, and have the most educator friendly service in the world. We love our teachers!

We work with most major school districts in the USA as well as being approved vendors for major buying cooperatives such as BuyBoard and GoodBuy. References will be provided upon request.

Our entire catalog is located at readingwarehouse.com

If you have any questions or require any further clarification on the information provided please feel free to contact me.

Jessica Maggay
Bid Coordinator
The Reading Warehouse Inc
866-391-7323 ext 261
bids@trwemail.com

Customer Service

Our friendly Customer Service staff are all committed to the very best customer service possible. If there is anything we can help with please don't hesitate to email or call us. We will always do our best to take care of any issues or problems that may arise. Your satisfaction is our utmost concern!

If you need to contact us for any reason please select one of the contact options below that best describes your needs. One of our friendly and knowledgeable TRW team members will respond as quickly as possible.

General Help & Bids	*customerservice@thereadingwarehouse.com*
Purchase orders	*purchaseorders@thereadingwarehouse.com*
Library Processing	*libraryprocessing@thereadingwarehouse.com*

Still can't find an answer to your question?
You can always contact us at the numbers below.

Toll-Free	1-866-391 READ (7323)
Toll-Free Fax	1-866-546-2544

To submit a purchase order or remit payment to us by mail:

Billing address

The Reading Warehouse Inc
100 Lamplight Circle
Summerville, SC 29483

How To Order:

1. **The Purchaser needs to create a free account on our site;**
    - **readingwarehouse.com**
2. **Once the purchaser's account has been created, they can browse the site to build their order.**
3. **When the desired product order is complete, the purchaser can proceed to checkout.**
4. **At checkout purchasers must select their target shipping address and desired billing address.**
5. **The final checkout screen will allow the purchasers to validate the information selected.**
6. **Purchasers can at this screen select a payment option or produce a quote.**
7. **Customer service is available via**
    - **email: customerservice@thereadingwarehouse.com**
    - **phone: 866-391-7323**
    - **Live Chat: accessed from the catalog website**
8. **Once a quote is created on the site, please email all purchase orders to:**
    - **purchaseorders@thereadingwarehouse.com**

Invoice/Payment

1. **To begin processing your order payment must be rendered via one of the following:**
    - **Purchase Order - sent via**
        - **email: purchaseorders@trwemail.com**
        - **Mail: 100 Lamplight Circle Summerville, SC 29483**
        - **Fax: 866-546-2544**
    - **Credit Card**
        - **Online: Login to the user account to pay for the order.**
        - **Phone: 866-391-7323**
    - **Checks - Mailed to:**
        - **100 Lamplight Circle Summerville, SC 29483**
2. **If a Purchase Order is chosen:**
    - **Payment is due within 60 days of the completed order having shipped in its entirety.**

The Reading Warehouse offers over 6 million titles in our inventory from over 175 Publishers!

Our discount for a single copy of a book title is 27% off retail, the discount for 25 or more copies of a title is 33% off retail, the discount for 100 or more of a title is 36% off retail.

We also offer a $0.99 per book standard library processing package for all books we sell which includes MARC record download, Mylar dust jacket, Spine label, Barcode label, and label protectors.

Our Bargain Book Bin has books from 50-95% off retail - everyday!

We carry a complete line of Scholastic Teaching Resources and Carson Dellosa instructional materials at 25% off retail.

The time frame for delivery will be different depending on stock availability, where you are located, and what shipping option you have chosen.

<u>After Payment / Purchase Order is received</u>;

- **In Stock: delivered in 5-10 business days.**
- **Out of Stock / Backorders: 2-6 weeks**

We strive to keep shipping prices low while offering the best everyday price on the web. We work closely with our carriers to ensure that all shipments are shipped in the most cost effective way.

Shipping charges:

- **Orders up to $100 = $4.95 (USPS Media Mail)**
  - **Orders greater than $99 will automatically be shipped UPS/FedEx**
- **Orders up to $499 = $9.95 (UPS/FedEx Ground)**
- **Orders over $500 = FREE!**

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: The Reading Warehouse Inc

Company Address: 100 Lamplight Circle

City, State, Zip code: Summerville, SC 29483

Website: readingwarehouse.com

Phone: 866-391-7323

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Todd Hohensee	toddh@trwemail.com	866-391-7323
Contract Manager	Jessica Maggay	bids@trwemail.com	866-391-7323
Sales Manager	Jeff Baker	jeffb@trwemail.com	866-391-7323
Marketing Manager	Jeff Baker	jeffb@trwemail.com	866-391-7323
Customer Service Manager	Andrea Neace	customerservice@trwemail.com	866-391-7323
Account Manager(s)	Jessica Maggay	bids@trwemail.com	866-391-7323

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
	SBE	Small Business Enterprise
X	Other; list name: N/A	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

GOODBUY: Contract # 23-24 6E000 6.1.2023 - 6.1.2026 | 1GPA: Contract #23-13P-35 3.12.2023 - 3.12.2028 |
TIPS: Contract #230904 11.30.2023 - 11.30.2026, Contract #220802 10.31.2022 - 10.31.2027, Contract #230807 05.31.2023 - 05.31.2028 |
EPIC6: Contract #13.24 7.1.2024 - 6.30.2025, Contract #14.24 7.1.2024 - 6.30.2025 | MHEC: Contract #MC15-L51 10.01.2023 - 09.30.2028

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ ***Yes*** X ***No***

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Has your company been disbarred and or suspended in doing business within the United States?

_____ ***Yes*** _X_ ***No***

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

The Reading Warehouse Inc specializes in selling books and instructional materials to schools and libraries at the lowest possible price since 2006. We have a vast inventory of over 6 million titles, and we offer fast shipping along with top-notch customer service that caters to the needs of educators. We take pride in being teacher-friendly and are always happy to help our valuable teachers.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

The Reading Warehouse Inc uses social media like Facebook, marketing flyers via email, media mail, and various ads to promote and communicate to current and potential customers. The Reading Warehouse Inc will consistently provide products that meet or exceed the expectations of our customers.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

The Reading Warehouse Inc provides school districts and public libraries nationwide.

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

85% of revenue to The Reading Warehouse Inc is from K-12 schools, and 15% is from public libraries.

5. Describe your experience and sales approach your company will take with participating public agencies.

The Reading Warehouse Inc uses social media like Facebook, marketing flyers via email, media mail, and various ads to promote and communicate to current and potential customers. The Reading Warehouse Inc will consistently provide products that meet or exceed the expectations of our customers.

6. Provide any additional information relevant to this section.

The Reading Warehouse Inc has been a successful supplier of books and instructional materials since 2006.

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	Greenville County Schools
Service/Product Purchased	Book sales to the district.
Year of Purchase	2009-Present
Reference Contact	Whitney Frye
Phone	864-355-3356
Email	wfrye@greenville.k12.sc.us

Reference #2 – Company Name	Cresskill Board of Education
Service/Product Purchased	Book sales to the district.
Year of Purchase	2021-Present
Reference Contact	Grace Chun
Phone	201-227-7791
Email	gchun@cresskillnj.net

Reference #3 – Company Name	Katy Independent School District
Service/Purchase Purchased	Book sales to the district.
Year of Purchase	2020-Present
Reference Contact	Jan Killam
Phone	281-237-7208
Email	janckillam@katyisd.org

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

The Reading Warehouse Inc ships all product from our main distribution facility in South Carolina.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

The Reading Warehouse Inc sells books and instructional materials to schools and libraries at the guaranteed lowest price.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

How To Order: 1. Create a free account on our site, thereadingwarehouse.com | 2. Browse the site to build an order | 3. When the product order is complete, proceed to checkout | 4. At checkout select: shipping address and desired billing address | 5. The final checkout screen: validate the information selected | 6. Select a payment option or produce a quote | 7. email all purchase orders to purchaseorders@trwemail.com
Customer service is available via email(customerservice@thereadingwarehouse.com), by phone (866-391-7323), or via Live Chat

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

The Reading Warehouse Inc ships to all locations nationally from our distribution headquarters in South Carolina. This location has a 95% fill rate for our product.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Customer service is available via email(customerservice@thereadingwarehouse.com), by phone (866-391-7323), or via Live Chat.
Hours of operation: 8 am - 5 pm EDT

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

For questions on an order or account:
Customer service is available via email(customerservice@thereadingwarehouse.com), by phone (866-391-7323), or via Live Chat.

7. Describe your company's contract implementation or customer transition plan.

For questions on an order or account:
Customer service is available via email(customerservice@thereadingwarehouse.com), by phone (866-391-7323), or via Live Chat.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

The Reading Warehouse Inc has been a successful supplier of books and instructional materials since 2006.

9. Provide any additional information relevant to this section.

For questions on an order or account:
Customer service is available via email(customerservice@thereadingwarehouse.com), by phone (866-391-7323), or via Live Chat.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

_____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
__X__ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Pricing is the same to all customers.
Our discount for a single copy of a book title is 27% off retail, the discount for 25 or more copies of a title is 33% off retail, and the discount for 100 or more of a title is 36% off retail.

2. Describe how participating agencies will verify they are receiving contract pricing.

All customers receive the same pricing.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

No order minimum.

4. Describe your warranty and warranty process for all products and services.

Due to the wear and tear caused by circulation, we will only accept defective books in which the binding is falling apart for 60 days after the invoice date. However, publisher defects may be returned at any time. Publisher defects: Pages missing / Contents out of sequence / Book bound upside down / Contents different than the cover or title / Ink or printing issues / Crooked pages / Blank pages

5. Describe the return process and restocking fees associated with a return.

Unprocessed materials may be returned up to 60 days after the invoice date as a return.
Returns and shortages may be reported by contacting Customer Service (email: customerservice@trwemail.com or by phone: 866-391-7323).

6. Describe any promotional opportunities on top of contract pricing that might be available.

The Reading Warehouse Inc uses social media like Facebook, marketing flyers via email, media mail, and various ads to promote and communicate to current and potential customers.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Order payment: Credit Card - Online: Login to the user account to pay for the order. Phone: 866-391-7323 |
Checks - Mailed to: 100 Lamplight Circle SUMMERVILLE, SC 29483 | Purchase Order - sent via; email: purchaseorders@trwemail.com, Fax: 866-546-2544, Mailed to: 100 Lamplight Circle SUMMERVILLE, SC 29483

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Price list revisions are updated regularly as the Publisher list prices are updated.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

Our goal is to maintain our current pricing. Any changes to prices are notated on our online catalog. Customers with specific questions regarding the price of a specific title can contact our Customer Service team for additional information.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

A weekly and monthly self-audit is performed to keep all records current and correct.

11. Provide any additional information relevant to this section.

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Our Low Price Guarantee
The Reading Warehouse has the lowest prices on school bulk book orders! We will beat any legitimate book bid. Fax or email us your lowest book bid from one of our competitors and we will beat their price. No other book company offers this guarantee!
Please refer to Our Low Price Guarantee (www.thereadingwarehouse.com/lowpriceguarantee) for complete details.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

All customers must have an active account on our website to place an order.
To create an account: www.thereadingwarehouse.com/signup | To sign into an account: www.thereadingwarehouse.com/signin

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

No exceptions.

Forms & Signatures
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:
1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	The Reading Warehouse Inc	**Date**	9/16/2024
Address	100 Lamplight Circle	**City, State, Zip**	Summerville, SC 29483
Contact Person	Jessica Maggay	**Title**	Bid Coordinator
Authorized Signature		**Title**	Bid Coordinator
Email	bids@trwemail.com / customerservice@trwemail.com	**Phone**	866-391-7323

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this	_____ **day of**	**Contract #**	
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name The Reading Warehouse Inc

Authorized Signature

Full Name Jessica Maggay

Title Bid Coordinator

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: 25.2
Supplier Name: The Reading Warehouse Inc

If a subcontractor will not be used, check this box: ✓

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name:
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 09/17/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Caroline Sanders	
Kinghorn Insurance Agency of Beaufort 910 Carteret Street P.O. Box 1088 Beaufort SC 29901	PHONE (A/C, No, Ext): (843) 521-4000	FAX (A/C, No): (843) 521-4004
	E-MAIL ADDRESS: csanders@insurancebeaufort.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A : Main Street America Assurance Co	29939
INSURED THE READING WAREHOUSE, INC PO BOX 41328 NORTH CHARLESTON SC 29423-1328	INSURER B :	
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** CL2461025626 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	[X] COMMERCIAL GENERAL LIABILITY [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [ ] POLICY [ ] PRO-JECT [ ] LOC [ ] OTHER:			BPG3958Z	06/07/2024	06/07/2025	EACH OCCURRENCE	$ 2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 500,000
							MED EXP (Any one person)	$ 10,000
							PERSONAL & ADV INJURY	$ 2,000,000
							GENERAL AGGREGATE	$ 4,000,000
							PRODUCTS - COMP/OP AGG	$ 4,000,000
							Data Compromise	$ 25,000
	AUTOMOBILE LIABILITY [ ] ANY AUTO [ ] OWNED AUTOS ONLY [ ] SCHEDULED AUTOS [ ] HIRED AUTOS ONLY [ ] NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident)	$
							BODILY INJURY (Per person)	$
							BODILY INJURY (Per accident)	$
							PROPERTY DAMAGE (Per accident)	$
								$
	[ ] UMBRELLA LIAB [ ] OCCUR [ ] EXCESS LIAB [ ] CLAIMS-MADE [ ] DED [ ] RETENTION $						EACH OCCURRENCE	$
							AGGREGATE	$
								$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y / N [ ] (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A					[ ] PER STATUTE [ ] OTH-ER	
							E.L. EACH ACCIDENT	$
							E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E. Mount Faith Ave
Fegus Falls MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Charlotte P. Law

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Cooperative Purchasing Connection

Tabulation Report RFP #25.2 - Instructional Materials and Classroom Supplies

Vendor: Therapro, Inc.

General Comments:

General Attachments: 20243 Questionnaire - Therapro Final for CPC.pdf
2024 4 Forms - Signatures -Therapro Final.pdf
2024 Cert of Insurance - Therapro for CPC.pdf
2024 Pricing Schedule- Therapro Final.xlsx

Questionnaire
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "***3 Questionnaire – Name of Company***".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. Company Information
2. Qualifications & Experience
3. Performance Capability
4. Products, Service & Pricing
5. Value Add
6. Exceptions & Deviations

Company Information

Name of Company: Therapro, Inc.

Company Address: 227 Arlington Street, Suite G

City, State, Zip code: Framingham, MA 01702

Website: www.therapro.com

Phone: 508-872-9494

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Karen C. Weihrauch, President	kcotr@therapro.com	508-872-9494
Contract Manager	Karen C. Weihrauch	kcotr@therapro.com	508-872-9494
Sales Manager			
Marketing Manager			
Customer Service Manager	Ashley Carneiro	info@therapro.com	508-872-9494
Account Manager(s)	Doug Weihrauch	doug@therapro.com	508-872-9494

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification	
	8(a)	8(a) Qualified Business
	DBE	Disadvantaged Business Enterprise
	HUB	Historically Underutilized Business Zone
	MBE	Minority-Owned Business Enterprise
	MWBE	Minority Women-Owned Business Enterprise
x	SBE	Small Business Enterprise
	Other; list name:	

x	Business Type/Classification	
	SDB	Small Disadvantaged Business
	SDVOB	Service-Disabled Veteran Owned Business
	SECTION 3	Section 3 Business Concern
	SSV	Sole Source Supplier
	VBE	Veteran-Owned Business Enterprise
	WBE	Woman-Owned Business Enterprise

List any other cooperative or state contracts that your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

791 Purchasing Cooperative - 791202005016 (4/3/25); BuyBoard - 748-24 (10/31/27); Goodbuy – 24-25-6O000 (2/28/25); EPIC6 – 20.23 (6/30/28).

If awarded, we will list this contract on our bid webpage, and will feature it for agencies located in MN, SD, and ND (we have similar listings for regional bid cooperatives in TX, PA, and AZ). If allowed, and you provide contact names/addresses/emails for your member agencies, we will generate an email or mailer announcing this awarded CPC contract to your member agencies.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ *Yes* _x_ *No*

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ *Yes* _x_ *No*

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

THE COMMONWEALTH OF MASSACHUSETTS
Executive Office for Administration and Finance
SUPPLIER DIVERSITY OFFICE
One Ashburton Place, Suite 1411
Boston, MA 02108-1552
Maura Healey
Governor
Kim Driscoll
Lieutenant Governor
Matthew Gorzkowicz
Secretary
William M. McAvoy
Executive Director

March 8, 2024

Dr. Karen Weihrauch
Therapro, Inc.
227 Arlington Street, Suite G
Framingham, MA 01702

Dear Dr. Weihrauch:

Congratulations! Your firm has been certified as a small business with the Supplier Diversity Office (SDO) Small Business Purchasing Program (SBPP), and is now listed as a SBPP vendor in the SDO Certified Business Directory.

Your initial certification is valid for **three** (3) years and is valid through **February 12, 2027. This letter serves as proof of your firm's SBPP Program certification**. SDO will send reminders for renewal to your e-mail on file approximately thirty (30) business days prior to the certification end date.

There is no guarantee that an SBPP participant will be awarded a contract. However, Commonwealth of Massachusetts Executive Departments are directed to give special consideration to SBPP participants when purchasing non-construction goods and services from statewide and departmental contracts, as well as when conducting new procurements with annual value of less than or equal to $250,000.

Additionally, Executive Department are required to achieve an annual benchmark goal of 3.3% through spending with SBPP participants. The SBPP is not applicable to non-recurring purchases with a total value of less than $10,000 nor does it include purchases for vertical or horizontal construction projects.

As you take the next step in your firm's procurement journey, we encourage you to visit SDO's Resource Page to learn about bid opportunities and free trainings, as well as financial and technical assistance.

We look forward to working with you and your firm's to maximize its business opportunities. If you have any questions, please contact us via email at sbppreview@mass.gov.

Sincerely,

Wanda Colon-DAngelo

Wanda Colon-DAngelo
Director, Diverse and Small Business Certification

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Therapro, established in 1986 by Dr. Karen Weihrauch, OTR/L, is a catalog and e-commerce company specializing in high-quality therapeutic and educational resources. With its focus on serving teachers, therapists, and parents, Therapro strives to provide economical solutions that enhance learning and therapy experiences. As a small business, Therapro's success hinges on the commitment of its dedicated team, all working towards the common goal of becoming the premier resource for professionals and families. Dr. Weihrauch continues to guide the company as president, ensuring that Therapro remains at the forefront of the industry in delivering exceptional products and services.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

We are constantly adding new products as we identify customer needs. We have been in business for 38 years, with most of our educational agencies as returning customers.

3. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies.

Approximately 2,000 educational agencies/yr

4. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from instructional materials and classroom suuplies sales on an annual basis.

15% - city/county/government
80% - K12 education
5% - higher education

5. Describe your experience and sales approach your company will take with participating public agencies.

Our effective sales approach strategy has been to engage and build relationships with our customers through the following key practices:

1. Understanding Customer Needs: We prioritize listening to our customers to understand their unique challenges and requirements. This involves asking open-ended questions and actively engaging in conversations to gather insights.
2. Building Trust Through Transparency**: We aim to foster an environment of trust by being transparent about our products, services, and pricing. By openly sharing information, we demonstrate that we value our customers' interests.
3. Providing Value Beyond Sales: We position ourselves as industry experts (our President has been a therapist over 35 years) by offering valuable resources, insights, and advice. This includes providing helpful content, hosting FREE webinars that include sharing of case studies resonate with their needs, a FREE weekly Newsletter, catalogs, website, etc.).
4. Leveraging Technology: Utilizing CRM tools allows us to track interactions, manage relationships effectively, and automate personalized outreach to maintain ongoing engagement.
5. Soliciting Feedback: We actively seek customer feedback to improve our offerings and adapt our approach. This shows customers that their opinions matter and that we are committed to continuous improvement.

By focusing on these strategies, our goal is to not just sell products but to cultivate long-term relationships that contribute to customer loyalty and mutual growth.

6. Provide any additional information relevant to this section.

N/A

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

Reference #1 – Company Name	EPIC6
Service/Product Purchased	Special Education and Instructional Materials
Year of Purchase	2024 and earlier
Reference Contact	Matthew Reddoch
Phone	936-435-8288
Email	mreddoch@esc6.net

Reference #2 – Company Name	Eagle Mountain-Saginaw ISD
Service/Product Purchased	Purchased Special Education and Instructional Materials
Year of Purchase	2024 and earlier
Reference Contact	Taylor Shaw
Phone	817-232-0880
Email	tshaw@ems-isd.net

Reference #3 – Company Name	Conroe ISD
Service/Purchase Purchased	Special Education and Instructional Materials
Year of Purchase	2024 and earlier
Reference Contact	Emily Deska
Phone	936-709-7247
Email	edeska@conroeisd.net

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Therapro has established a strong operational framework around its distribution center in Framingham, MA. With over 30 years of experience, our practices have been refined to ensure efficiency and customer satisfaction. Here are some key points highlighting our operations:

Key Operations Highlights:

1. Warehouse Location:
   - The distribution center in Framingham< MA is located in a very busy hub of Boston, MA for USPS, UPS, and FedEx which enables efficient logistics and quick shipping times.
2. Product Range:
   - Stocking approximately 4000 products provides a wide selection for customers, catering to diverse needs.
3. Daily Ordering:
   - A daily ordering schedule from suppliers helps maintain optimal inventory levels and reduces the risk of stockouts, ensuring that products are readily available.
4. Drop Shipping for Large Items:
   - Drop shipping large and costly items directly from vendors allows for better inventory management and reduced overhead costs associated with storing these products.
5. Same-Day Shipping:
   - Completing 90% of orders the same day boosts customer satisfaction and loyalty, reinforcing our brand's reputation for quick service.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees.

Therapro differentiates itself from the competition in several key ways:

1. Extensive Product Rang: With a selection of over 4,000 products specifically tailored for school-based needs, Therapro stands out as a comprehensive provider. This extensive range ensures that educators and professionals can find everything they need for all students, including those with disabilities.
2. One-Stop Shop Convenience:: Therapro is known as a "one stop" shop, allowing professionals to purchase a variety of essential materials in one place. This convenience saves time and simplifies the procurement process for teachers and school staff who may otherwise need to source products from multiple suppliers.
3. Focus on Assessments: The company's strong emphasis on the 'Assessments' category highlightsour understanding of educators' needs. By providing a wide array of assessment tools and forms, Therapro supports teachers and therapists in evaluating and addressing various student concerns, making them a go-to resource for classroom assessments.
4. Specialized Resources:: Therapro offers specialized materials beyond standard educational supplies, including tools for self-regulation, assistive technology, handwriting support, and speech and language resources. This specialization allows teachers to find unique solutions tailored to specific challenges their students may face.
5. Integrated Products: By offering complementary products—such as Testing Protocols, specialized paper, and slant boards—Therapro enables educators to effectively address diverse learning needs, making it easier for professionals to implement assessments and support strategies in their classrooms.
6. Commitment to Education:: Therapro's mission to support educators and enhance the educational experience for all students, especially those with disabilities, underscores their commitment to the field. This dedication resonates with professionals seeking partners who understand the complexities of their roles.

These factors combine to create a compelling value proposition that sets Therapro apart from other suppliers in the educational market.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc.

Therapro has a well-defined order processing workflow in place! Here's a summarized breakdown of the steps involved in your order fulfillment process:

Order Processing Workflow

1. Order Receipt:: Orders are received through various channels:
   - Mail
   - Fax
   - Internet

2. Order Entry
   - The received orders are keyed into the system.
   - If there are any discrepancies or questions regarding the order, the designated contact person is emailed for clarification.

3. Order Preparation:
   - Once the order is confirmed, it is sent to the warehouse for processing.
   - Warehouse staff picks the items specified in the order.

4. Inventory Check
   - The inventory is checked to ensure all products are available and accounted for.

5. Packing
   - After collecting the items, the order is packed.

6. Final Verification
   - The packed order is checked again for completeness to ensure all items are included.

7. Shipping

- Once everything is validated, the order is shipped to the customer.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Therapro makes an attempt with each order to fill it immediately, i.e. t he same day that we receive the order, If, for some reason, we cannot fulfill an order, we contact the customer. Sometimes, there is an error on the Purchase Order (wrong price) and we generate an email to the customer to get their written approval to make the change on the PO. We do not make changes to a PO unless we have the customer's written approval.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

We have in-house Customer Service representatives available M-F 8:30-5:00. They can be contacted by phone (800-257-9494), email (info@therapro.com), or FAX (800-268-6624)

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

If agreeable to the customer, we would like to send a catalog with a label on the cover indicating that we have been awarded a bid with its number and discounts.

We would be willing to discuss the contract terms to any of the staff. Please let us know what we can do.

7. Describe your company's contract implementation or customer transition plan.

We will honor al Purchase Orders submitted to Therapro according to the contract terms.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

We do not have this capacity at this time.

9. Provide any additional information relevant to this section.

N/A

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

x Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

All transaction documents (Sales Orders and Invoices) will list the contract #, and will include the contract discount dollar amount as a separate line.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

There is no minimum order size, however the 5% discount only applies to orders over $500. Orders over $1,000 additionally receive free shipping, but orders under $1,000 receive the following shipping surcharge:

$0.01-$50.00 = $7.50
$50.01-$75.00 = $8.95
$75.01-$100.00 = $10.00
$100.01-$1,000.00 = 10% of your order total
Over $1,000.00 = no surcharge (free shipping)

.

4. Describe your warranty and warranty process for all products and services.

Warranties vary by the product. Specific warranty information can be provided for individual items on request.

5. Describe the return process and restocking fees associated with a return.

We stand behind the products we sell and believe them to be of the highest quality. However, if you decide to return an item please email info@therapro.com and include the order number and the items you wish to return. Most catalog items can be returned for full credit or refund (excluding shipping charges) within 30 days of purchase as long as the merchandise is in resalable condition.

6. Describe any promotional opportunities on top of contract pricing that might be available.

n/a

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Our Terms are Net 30. Customers can pay with check, Direct Deposit or with a Credit Card. These payment terms seem to be generally approved by all schools, but Therapro is willing to discuss other terms on an individual basis. There are no additional fees.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Generally, 1x/yr at the beginning of the calendar year, although most items do not change price every year. Price increases generally reflect inflation.

9. Describe how future product introductions will be priced and align with contract proposed pricing.

New product pricing will be commensurate with average market pricing.

10. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

We review orders placed under contracts on a quarterly basis, and can provide audit information if desired. We also periodically work with our Customer Service representatives on best-practices for contract processes.

11. Provide any additional information relevant to this section.

N/A

Value Add

1. Describe any "added value" attributes being offered to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

In addition to the 5% discount on the list price for orders over $500, orders over $1,000 receives free shipping on top of the 5% discount.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

N/A

2. **List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:**
    - **RFP section number and page number**
    - **Describe the exception**
    - **Explanation of why this is an issue**
    - **A proposed alternative to meet the needs of participating agencies and the cooperative**

Click or tap here to enter text.

Forms & Signatures - THERAPRO, INC.
RFP #25.2 Instructional Materials & Classroom Supplies

Instructions
Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. Contract Offer & Award
2. Uniform Guidance "EDGAR" Certification Form
3. Subcontractor Utilization Form

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Therapro, Inc.	**Date**	September 14,2024
Address	227 Arlington Street, Suite G	**City, State, Zip**	Framingham, MA 01702
Contact Person	Karen C. Weihrauch	**Title**	President
Authorized Signature	Karen C. Weihrauch	**Title**	President
Email	kcotr@therapro.com	**Phone**	508-872-9494

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency		**Authorized Signature**	
Name		**Title**	
Awarded this	**day of**	**Contract #**	
Contract/Agreement to Commence			

EDGAR Certification Form
2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at $250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to" (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participation agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work perform and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of $2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than

once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

(1) Procure or obtain.

(2) Extend or renew a contract to procure or obtain; or

(3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

(i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

(ii) Telecommunications or video surveillance services provided by such entities or using such equipment.

(iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of $250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending maters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conversation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Therapro, Inc.

Authorized Signature Karen C. Weihrauch

Full Name Karen C. Weihrauch

Title President

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: N/A
Solicitation Number:
Supplier Name:

If a subcontractor will not be used, check this box: ✓

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

Company Name: N/A
Street Address:
City, State, Zip:
Telephone:
Primary Contact:
Email Address of Contact:
Services to be provided:

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 09/16/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER RC Briggs Insurance Agency 103 Main Street Amesbury, MA 01913 License #: 3377756	CONTACT NAME: Jane Ouellette PHONE (A/C, No, Ext): (978)388-0019 FAX (A/C, No): (978)388-3101 E-MAIL ADDRESS: jane@rcbriggsins.com
	INSURER(S) AFFORDING COVERAGE — NAIC #
	INSURER A : Evanston Insurance Company
INSURED Therapro Inc 227 Arlington St Ste G Framingham, MA 01702	INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :

COVERAGES **CERTIFICATE NUMBER:** 00019315-3085230 **REVISION NUMBER:** 92

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			MKLV7PPD001950	12/03/2023	12/03/2024	EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 100,000
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 2,000,000
	POLICY PRO-JECT LOC						PRODUCTS - COMP/OP AGG	$
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB OCCUR						EACH OCCURRENCE	$
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$
	DED RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y / N						PER STATUTE OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)		N / A				E.L. EACH ACCIDENT	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

Cooperative Purchasing Connection
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

(JEO)

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Docusign Envelope ID: 0318CBCF-4221-4C03-B239-976DFFE4B513

Evaluation Report
RFP #25.02 Instructional Materials & Classroom Supplies

Description of Solicitation

The Cooperative Purchasing Connection (CPC) issued a Request for Proposal (RFP) for Instructional Materials and Classroom Supplies on August 7, 2024. The intent of the solicitation is to secure an experienced supplier(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad-line of instructional and classroom supplies, at consortium level discounted pricing. The solicitation would not allow for stand-alone curriculum-based software and learning solutions. Instructional materials and classroom supplies may include, but are not limited to the following categories:

1. Early Learning
2. Special Education
3. Science
4. STEM/STEAM
5. Arts & Crafts
6. Career & Tech Education (CTE)
7. Health
8. Math
9. Family and Consumer Science
10. Furniture

The solicitation was due on September 17, 2024. Thereafter, CPC conducted and followed its opening procedures and confirmed if the responding Vendors were deemed responsive or non-responsive.

Summary of Evaluation Activity

Melissa Mattson, Director of Administrative Services, Joni Puffett, CPC Procurement Solutions Program Director, and Amy Lohse, CPC Procurement Specialist, performed the evalution.

Twenty three (23) proposals were received by the submission deadline. They include Palmer Hamilton, LCC., Eary Childhood LLC. (dba Discount School Supply), Highscope Educational Research Foundation, The Reading Warehouse Inc., Really Great Reading Company, LLC., Paxton/Patterson LLC., Pitsco Education LLC., Follett Content Solutions LLC., Carolina Biological Supply, Therapro, Inc., Celebrate Planet Earth, Just Right Reader, Inc., Lakeshore Learning Materials, LLC., Nasco Education LLC., Hertzberg-New Method, Inc. (dba Perma-Bound Books), Hameray Publishing Group, Inc., Fun and Function, Sweet Pipes, LLC., Kaplan Early Learning Company, DEMCO, Inc., Really Good Stuff, Prime Educational Products, LLC., and Lockfast Inc. Proposals were reviewed for compliance with the mandatory requirements set forth in the Request for Proposal (RFP). Twenty (20) proposals were found to be compliant and deemed responsive. Upon further review, Palmer Hamilton, Prime Educational Products, LLC., and Sweet Pipes all failed to submit one or more of the required documents in their response and therefore were not included in the evaluation process.

The evaluation was conducted September 17-September 30, 2024. The evaluators met virtually to review and discuss the responses collectively on September 30, 2024. A summation of their evaluation is included below.

Evaluation Discussion & Overview

Upon review of the Vendor's responses, the evaluators agreed on the following:

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Carolina Biological Supply
1. Wide range of products (12,000+) and catalogs available focusing on science education.
2. Strong, reputable brand with high quality offerings.
3. Consistent catalog discount across all offerings.

Celebrate Planet Earth
1. Limited scope of offerings; 4 products in their catalog.
2. Too specialized in what they have to offer for the intent and purpose of this RFP.
3. Seasonal availability of products (Mar-Oct).

Demco, Inc.
1. Wide range of products and catalogs for school and library, resources and services.
2. Added value of project design and installation services.
3. Lower minimum order for discount and/or free shipping compared to other suppliers.
4. Discounts vary based on catalog/product.

Early Childhood LLC, dba Discount School Supply
1. Wide range of products and catalogs suited for early childhood education.
2. Age range of products – birth to teens.
3. Free shipping (excluding drop ship items).
4. Consistent catalog discount across all offerings.

Follett Content Solutions
1. Supplier did not propose a discount off published prices; no value being offered.

Fun & Function
1. Limited product categories/offerings; 7 catalogs of product.
2. Too specialized in what they have to offer for the intent and purpose of this RFP.
3. Similar to other contracts currently held by CPC.

Hameray Publishing Group
1. Supplier did not propose a discount off published prices; no value being offered.
2. Too narrow in offering for the intent and purpose of this RFP.

Hertzberg-New Method, Inc., dba Perma Bound Books
1. Supplier did not propose a discount off published prices; no value being offered.

Highscope Educational Research Foundation
1. Proposed curriculum only; too narrow of an offering for the intent and purpose of this RFP.
2. Supplier did not propose a discount off published prices; no value being offered.

Just Right Reader
1. Offerings and discount were the same as what is currently held via the AEPA contract.

Kaplan Early Learning Company
1. Wide range of offerings for early childhood education products.
2. Consistent discount across proposed catalogs.
3. Discount does not apply to technology, curriculum and assessments.
4. Negotiated a lower order minimum for discounts.

Lakeshore Learning Materials
1. Consistent discount across all catalogs.
2. Wide range of offerings and categories; products for infants to 6th grade+.
3. Detailed marketing and internal training plan.

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Lockfast, Inc.
1. Display fabric, hook & loop fasteners.
2. Too narrow of an offering for the intent and purpose of this RFP.

Nasco Education, LLC.
1. Wide range of catalogs and product (educational subject areas, farmers & ranchers, industry, etc.).
2. Negotiated a lower order minimum for free shipping.
3. Range of discounts based on catalog/product.

Paxton/Patterson, LLC.
1. Offerings are similar to current contract with another supplier.
2. In price comparisons, the better value was found with current supplier.

Pitsco
1. Terms of current contract held through AEPA provided better value than what was proposed.

Really Good Stuff
1. Wide variety of instructional materials, teaching aids, organization materials.
2. Free shipping on all stock items.
3. Consistent discount across all offerings.

Really Great Reading Company
1. No discount offered.

The Reading Warehouse Inc.
1. Broad catalog of books.
2. Better value found with a current contract awarded through AEPA.
3. Discounts proposed match what is publically marketed online.

Therapro, Inc.
1. Limited product categories/offerings.
2. Too specialized in what they have to offer for the intent and purpose of this RFP.
3. Similar to other contracts currently held by CPC.

Recommendation

After analysis of the proposals, the following Vendor(s) are recommended for award: Carolina Biological Supply, Kaplan Early Learning Company, Demco, Inc., Early Childhood LLC, dba Discount School Supply, Really Good Stuff, Nasco Education LLC., and Lakeshore Learning Materials.

The recommendation/s and award/s are subject to final review by CPC Administration and approval by the Board of Directors.

Signed by:
Joni Puffett
1F1906ADD0704A7...
Joni Puffett, Procurement Solutions Program Director
Cooperative Purchasing Conneciton

DocuSigned by:
Amy Lohse
4981BDA4BD4464F...
Amy Lohse, Procurement Specialist
Cooperative Purchasing Connection

DocuSigned by:
Melissa Mattson
15B1ADA01D69E48F...
Melissa Mattson, Director of Administrative Services
Cooperative Purchasing Conneciton

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From: Joni Puffett
To: Bids Fun and Function
Cc: Joni Puffett; Amy Lohse
Subject: Re: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Tuesday, October 1, 2024 4:09:46 PM

Zena,

Under this solicitation, we were looking for a supplier(s) who could offer a wide range of products for our participating agencies. Upon reviewing your submission, it was determined that the range of products offered was too narrow for our intent and purpose. As a result, your proposal did not meet the scope expectations outlined in the solicitation.

Thank you for your participation.

Joni Puffett
218-737-6514

From: Bids Fun and Function <bids@funandfunction.com>
Sent: Thursday, September 26, 2024 10:20 AM
To: Joni Puffett <Joni@purchasingconnection.org>
Subject: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Thank you for your prompt response although not the answer we were hoping for. For future reference, can you tell me the reason(s) the committee did not recommend our proposal?

Regards,

Zena Hirsch

On Wed, Sep 25, 2024 at 4:26 PM Joni Puffett <Joni@purchasingconnection.org> wrote:

> Good afternoon,
>
> The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**
>
> The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.
>
> CPC would like to thank you for your proposal and interest in this RFP. CPC will look

forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

--

Bids and Registries
Fun and Function | Empowering Different.
737 Montgomery Ave, Narberth PA 19072
p 800-231-6329 f 866-343-6863

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Elisa Ruiz-Gutierrez
Cc: Joni Puffett; Amy Lohse
Subject: Re: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Tuesday, October 1, 2024 4:07:50 PM

Elisa,

Under this solicitation, we were looking for a supplier(s) who could offer a wide range of products at discounted pricing that surpasses what an agency could obtain independently. Upon reviewing your submission, it was determined that the range of products offered was too narrow for our intent and purpose, and that contract discounts were not included as part of your proposed pricing structure. As a result, your proposal did not meet the scope or pricing expectations outlined in the solicitation.

Thank you for your participation.

Joni Puffett
218-737-6514

From: Elisa Ruiz-Gutierrez <elisa@hameraypublishing.com>
Sent: Wednesday, September 25, 2024 4:52 PM
To: Joni Puffett <Joni@purchasingconnection.org>
Subject: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Hello Joni,

I was wondering if you can let me know what happened that cause us not to be awarded this Bid?

Thank you for your time on this matter.
Elisa

On Wed, Sep 25, 2024 at 1:25 PM Joni Puffett <Joni@purchasingconnection.org> wrote:

> Good afternoon,
>
> The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**
>
> The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

--

All the best,
Elisa Ruiz-Gutierrez
Marketing & Operations Associate

Hameray Publishing Group, Inc.
10866 Washington Blvd. #808
Culver City, CA 90232
www.HamerayPublishing.com

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:54:54 PM

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:25 PM
To: bids@highscope.org <bids@highscope.org>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:54:10 PM

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:25 PM
To: cfields@lockfast.com <cfields@lockfast.com>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:53:07 PM

This is for Prime Educational Products.

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:26 PM
To: info@geyerinstructional.com <info@geyerinstructional.com>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Billy Ferguson
Cc: Amy Lohse; Joni Puffett
Subject: Re: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:35:28 PM

Billy,

CPC was unable to accept the response from Sweet Pipes due to the omission of the document "Solicitation - 5 - 25.2 - Pricing Schedule". This was an Excel file with required information that was not submitted, primarily, the information requited on "Tab 1 - Catalog Discounts". While we did receive a PDF with pricing information, it did not include proposed contract pricing or show what product/catalog discounts you were offering.

Additionally, CPC is seeking a Supplier who could offer a broad line of instructional materials and classroom supplies for our participating agencies to purchase from. The proposal we received from Sweet Pipes was too limited in its scope of offerings based on what we were looking for.

Again, we thank you for your proposal and encourage you to respond to future solicitations that align with the products and services you provide.

Sincerely,

Joni Puffett
218-737-6514

From: Billy Ferguson <sales@sweetpipes.com>
Sent: Friday, September 27, 2024 2:31 PM
To: Joni Puffett <Joni@purchasingconnection.org>
Subject: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Thank you for informing me. Could you provide any feedback on what was the reasoning behind not being recommended?

Thanks and look forward to hearing from you!

Respectfully,

On Wed, Sep 25, 2024 at 10:26 AM Joni Puffett <Joni@purchasingconnection.org> wrote:

> Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

--
Billy Ferguson
Sweet Pipes
817-277-9922
www.sweetpipes.com

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Amy Lohse
Subject: Fw: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:50:23 PM

Joni Puffett
218-737-6514

From: Alia Munn <alia@celebrateplanetearth.org>
Sent: Thursday, September 26, 2024 7:38 AM
To: Joni Puffett <Joni@purchasingconnection.org>
Subject: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Thank you for letting us know, Joni!
Alia

On Wed, Sep 25, 2024 at 2:26 PM Joni Puffett <Joni@purchasingconnection.org> wrote:

> Good afternoon,
>
> The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**
>
> The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.
>
> CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.
>
> Should you have any questions about this matter, please feel free to contact me.
>
> Regards,
>
> Joni Puffett
> Procurement Solutions Program Director
> 218-737-6514
>
> COOPERATIVE Purchasing CONNECTION

--

Alia Munn
Operations Manager | Customer Service
800.698.4438 toll free
505.466.5551 direct
Celebrate Planet Earth
"We grow children who love and protect the Earth!"
FOLLOW US! Website | Instagram | Facebook | Youtube
CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Werve, Melissa
Cc: Joni Puffett; Amy Lohse
Subject: Re: [External]RFP# 25.2 Instructional & Classroom Materials
Date: Tuesday, October 1, 2024 4:02:41 PM
Attachments: image001.png
image002.png
image003.png
image004.png
image005.png
image006.png
image007.png

Melissa,
Successful suppliers under the 25.2 solicitation were Carolina Biological Supply, Nasco Education, Demco, Discount School Supply, Kaplan Early Learning Company, Lakeshore Learning Materials, and Really Good Stuff.

One of our primary goals with this solicitation is to secure competitive and valuable pricing for our participating agencies. We are looking for a supplier(s) who can offer discounted pricing that surpasses what an agency could obtain independently.

Upon reviewing your submission, it appears that contract discounts were not included as part of your proposed pricing structure. As a result, your proposal did not meet the pricing expectations outlined in the solicitation and could not be considered for award.

Thank you for your participation.

Joni Puffett
218-737-6514

From: Werve, Melissa <mwerve@follettcontent.com>
Sent: Wednesday, September 25, 2024 3:36 PM
To: Joni Puffett <joni@purchasingconnection.org>
Subject: [External]RFP# 25.2 Instructional & Classroom Materials

Good afternoon. Thank you for the information about Follett not being selected for award. Would you be able to share bid tabs with us and let us know who was awarded? If I need to send additional information somewhere in order to get that information, please just let me know. Thank you.

Follett Content

Melissa Werve
Sr. Bid Specialist
O: 888.511.5114 x46068
follettcontent.com

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:53:37 PM

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:25 PM
To: rfp@justrightreader.com <rfp@justrightreader.com>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From:	Joni Puffett
To:	mallen@palmerhamilton.com; contracts@palmerhamilton.com
Cc:	Joni Puffett; Amy Lohse
Subject:	Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date:	Monday, September 30, 2024 3:11:18 PM

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, has completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

- Reason for not recommending: Incomplete response; no RFP documents received Supplier only submitted a W9 form

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: sales@paxpat.com
Cc: Joni Puffett; Amy Lohse
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 5:34:50 PM

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, has completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Rebekah Straka
Cc: Joni Puffett; Amy Lohse
Subject: Re: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Tuesday, October 1, 2024 3:57:53 PM

Rebekah,

One of our primary goals with this solicitation is to secure competitive and valuable pricing for our participating agencies. We are looking for a supplier(s) who can offer discounted pricing that surpasses what an agency could obtain independently.

Upon reviewing your submission, it appears that contract discounts were not included as part of your proposed pricing structure. As a result, your proposal did not meet the pricing expectations outlined in the solicitation.

Thank you for your participation.

Joni Puffett
218-737-6514

From: Rebekah Straka <Rebekah.Straka@perma-bound.com>
Sent: Wednesday, September 25, 2024 3:34 PM
To: Joni Puffett <Joni@purchasingconnection.org>
Subject: [External]Re: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon Jodi,

Thank you for letting us know. Any kind of insight you can provide into why we were not selected for award would be much appreciated, as we were a previously awarded company under RFP 21.4.

Thank you again,

Rebekah Straka
Bid Coordinator
Hertzberg-New Method, Inc.
Perma-Bound Books
617 East Vandalia Road
Jacksonville, IL 62650-3599
(217) 243-5451 ext. 110

On Wed, Sep 25, 2024 at 3:26 PM Joni Puffett <Joni@purchasingconnection.org> wrote:

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:53:25 PM

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:25 PM
To: bids@pitsco.com <bids@pitsco.com>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Amy Lohse
Subject: Fw: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date: Monday, September 30, 2024 2:54:30 PM

Joni Puffett
218-737-6514

From: Joni Puffett <Joni@purchasingconnection.org>
Sent: Wednesday, September 25, 2024 3:25 PM
To: adoptions@reallygreatreading.com <adoptions@reallygreatreading.com>
Cc: Joni Puffett <Joni@purchasingconnection.org>
Subject: Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, have completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From:	Joni Puffett
To:	bids@trwemail.com
Cc:	Joni Puffett; Amy Lohse
Subject:	Notice for CPC RFP #25.2 Instructional & Classroom Materials: Unsuccessful Proposal
Date:	Monday, September 30, 2024 5:35:16 PM

Good afternoon,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for **Request for Proposal (RFP) #25.2 Instructional & Classroom Materials.**

The evaluation committee, using the criteria outlined in the RFP documents, has completed their review of the proposals received. The evaluation committee did not recommend your proposal for award.

CPC would like to thank you for your proposal and interest in this RFP. CPC will look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,

Joni Puffett
Procurement Solutions Program Director
218-737-6514

COOPERATIVE Purchasing CONNECTION

From: Joni Puffett
To: Sonja Striker
Cc: Joni Puffett; Amy Lohse
Subject: Re: [External]Therapro, Inc. and Bid Submission #25.2 (Instructional Material...)
Date: Tuesday, October 1, 2024 4:12:14 PM

Sonja,

Under this solicitation, we were looking for a supplier(s) who could offer a wide range of products for our participating agencies to purchase from. Upon reviewing your submission, it was determined that the range of products offered was too narrow for our intent and purpose. As a result, your proposal did not meet our scope expectations outlined in the solicitation.

Thank you for your participation.

Joni Puffett
218-737-6514

From: Sonja Striker <sonja@therapro.com>
Sent: Thursday, September 26, 2024 1:45 PM
To: Joni Puffett <joni@purchasingconnection.org>
Subject: [External]Therapro, Inc. and Bid Submission #25.2 (Instructional Material...)

Good afternoon, Ms. Puffett,

Thank you in advance for offering vendors the option of contacting you regarding this particular bid. As you mentioned in your first paragraph, regarding the time/effort in preparing this bid, there were four Therapro employees who prepared this bid, including our president/owner, Dr. Karen Weihrauch.

Since I prepare all bids for Therapro, and track them, Dr. Weihrauch and I were quite shocked that this proposal was rejected. Therapro is a 38-years-in-business company, specializing in Special Education products, and we are awarded almost 100% of all bid solicitations.

Since it took many hours and expertise to complete this bid, it would be extremely helpful to get feedback as to why the proposal was not accepted. The wording makes it unclear as to whether it was a mechanical issue of preparation or issues with Therapro as a company and its performance.

Any information you could provide would not only be appreciated, but would certainly help us to "fix" whatever shortcomings there might have been. It will also help with determining if we proceed with any future bid solicitations in the future, especially if in the Special Education arena.

Thank you for your assistance!

Best regards,
Sonja Striker
Research Consultant
www.therapro.com
678-880-7442
508-872-9494
CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

September 30, 2024

Carolina Biological
Attn: Angela Walker
2700 York Road
Burlington, NC 27215

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Angela:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Demco
Attn: Kris Snow
4810 Forest Run Rd.
Madison, WI 53704

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Kris:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Discount School Supply
Attn: Lynn Yeager
20 Ryan Ranch Rd. Suite 200
Monterey, CA 93940

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Lynn:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Kaplan Early Learning Company
Attn: Elizabeth Patterson
1310 Lewisville-Clemmons Rd
Lewisville, NC 27023

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Elizabeth:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Lakeshore Learning
Attn: Christopher Kingston
2695 E. Dominguez Street
Carson, CA 90895

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Christopher:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Nasco Education
Attn: Michelle Au
901 Janesville Ave
Fort Atkinson, WI 53538

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Michelle:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

September 30, 2024

Really Good Stuff
Attn: Lynn Yeager
5 Research Dr. Suite 150
Shelton, CT 06484

Award Decision, RFP #25.2 Instructional Materials & Classroom Supplies

Dear Lynn:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #25.2 Instructional Materials & Classroom Supplies.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Joni Puffett

Joni Puffett | Procurement Solutions Program Director
Cooperative Purchasing Connection

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Carolina Biological Supply Company	**Date**	9/16/24
Address	2700 York Rd	**City, State, Zip**	Burlington, NC 27215
Contact Person	Angela Walker	**Title**	Contract Manager
Authorized Signature	Angela Walker	**Title**	Contract Manager
Email	pricingagreements@carolina.com	**Phone**	800-334-5551 x 7688

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B69E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 1st **day of** October **Contract #** 25.2 CBS

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Demco, Inc	**Date**	9-17-24
Address	4810 Forest Run Rd.	**City, State, Zip**	Madison, WI 53704
Contact Person	Kristopher L Snow	**Title**	Contracts@demco.com
Authorized Signature	Kristopher L. Snow	**Title**	Contracts Facilitator
Email	Contracts@demco.com	**Phone**	866.558.9068

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B69E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 1st **day of** October **Contract #** 25.2 - DEM

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

Contract Offer & Award

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Part I: Supplier

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Business Name	Earlychildhood LLC dba Discount School Supply	**Date**	8/27/2024
Address	20 Ryan Ranch Rd Suite 200	**City, State, Zip**	Monterey, CA, 93940
Contact Person	Lynn Yeager	**Title**	VP of Sales
Authorized Signature	L Yeag	**Title**	VP of Sales
Email	bidsupport@excelligence.com	**Phone**	800-627-2829

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B69E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 1st **day of** October **Contract #** 25.2 - DSS

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

COOPERATIVE Purchasing CONNECTION

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Kaplan Early Learning Company	**Date**	8-19-24
Address	1310 Lewisville-Clemmons Rd	**City, State, Zip**	Lewisville, NC 27023
Contact Person	Elizabeth Patterson	**Title**	Director of Bids/Contracts
Authorized Signature	Elizabeth Patterson	**Title**	Director of Bids/Contracts
Email	bids@kaplanco.com	**Phone**	800-334-2014

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B09E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 1st **day of** October **Contract #** 25.2 - KAP

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: 529965D6-A556-49F8-86C3-B10E912549D2

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Lakeshore Learning Materials, LLC	**Date**	8/29/24
Address	2695 E. Dominguez Street	**City, State, Zip**	Carson, CA, 90895
Contact Person	Christopher Kingston	**Title**	Bid Analyst
Authorized Signature		**Title**	Bid Analyst
Email	biddept@lakeshorelearning.com	**Phone**	(800) 421-5354

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B69E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 30th **day of** September **Contract #** 25.2 LKS

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

Contract Offer & Award

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Business Name	Nasco Education LLC	**Date**	8/25/24
Address	901 Janesville Ave	**City, State, Zip**	Fort Atkinson, WI 53538
Contact Person	Michelle Au	**Title**	Contract Sales Manager
Authorized Signature	Michelle Au	**Title**	Contract Sales Manager
Email	bids@nascoeducation.com	**Phone**	800-558-9595

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B09E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services

Awarded this 1st **day of** October **Contract #** 25.2 - NAS

Contract/Agreement to Commence October 1, 2024

Docusign Envelope ID: EE3FEEEC-8CD5-46B9-8D2D-60D3DAB628EE

Contract Offer & Award

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Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	Really Good Stuff, LLC.	**Date**	8/27/2024
Address	5 Research Dr. Suite 150	**City, State, Zip**	Shelton, CT 06484
Contact Person	Lynn Yeager	**Title**	VP of Sales
Authorized Signature	L Yeag	**Title**	VP of Sales
Email	bidsupport@reallygoodstuff.com	**Phone**	877-867-1920

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	Cooperative Purchasing Connection	**Authorized Signature**	DocuSigned by: Melissa Mattson 5B1ADA01B09E48F...
Name	Melissa Mattson	**Title**	Director of Administrative Services
Awarded this	1st **day of** October	**Contract #**	25.2 - RGS
Contract/Agreement to Commence	October 1, 2024		