



MEMORANDUM

TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer

FROM: Carol A. Lichon, CPPO, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #16-0040 FOR CLASSROOM
INSTRUCTIONAL MATERIALS

Bids to provide 'Classroom Instructional Materials' were received from sixteen vendors on April 6, 2016. The bids of Advanced Educational Products, Davidson Title, Inc., Encyclopaedia Britannica, Inc., ETA hand2mind, Follett School Solutions, Inc., Kaplan Early Learning Company, Lectorum Publications, Inc., Perma-Bound Books and Saddleback Educational, Inc., were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the operating and internal account budgets of the schools.

Requested by:
Sue Meckler

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 05/10/2016

Fiscal Impact:
Not to exceed
\$100,000.00

Recommended Motion: That the bids of Advanced Educational Products, Davidson Title, Inc., Encyclopaedia Britannica, Inc., ETA hand2mind, Follett School Solutions, Inc., Kaplan Early Learning Company, Lectorum Publications, Inc., Perma-Bound Books and Saddleback Educational, Inc., to provide 'Classroom Instructional Materials' in an amount not to exceed \$100,000.00, be approved as presented.

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		ACE Educational Supplies			Advanced Educational Products, Inc.		
DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)	33%			10%		
2.	New Hard Bound Books (fiction or non-fiction)	33%			40-50%		
3.	New Soft Bound Books (fiction or non-fiction)	33%			40-50%		
4.	New Digital Instructional Materials (other than print materials)				22%		0-25%
5.	Balance of Product Line - Minimum Discount	33%			10%		
5a.							
5b.							

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		Barnes & Noble Booksellers, Inc.			Capstone		
DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)	0-25%	0-25%	0-25%			
2.	New Hard Bound Books (fiction or non-fiction)	0-25%	0-25%	0-25%	25%		
3.	New Soft Bound Books (fiction or non-fiction)	0-25%	0-25%	0-25%			
4.	New Digital Instructional Materials (other than print materials)						0%
5.	Balance of Product Line - Minimum Discount						
5a.							
5b.							

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		DESCRIPTION	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up
1.	New Textbooks (print and/or digital)				0-35%		0-40%
2.	New Hard Bound Books (fiction or non-fiction)				0-50%		0-40%
3.	New Soft Bound Books (fiction or non-fiction)	0%			0-50%		0-40%
4.	New Digital Instructional Materials (other than print materials)			0%	0-40%		0-40%
5.	Balance of Product Line - Minimum Discount				0-50%		0-40%
5a.							
5b.							

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DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)	0-6%	0-6%	0-6%			
2.	New Hard Bound Books (fiction or non-fiction)	20-30%	20-30%	5-10%			
3.	New Soft Bound Books (fiction or non-fiction)	20-35%	20-35%	5-10%			
4.	New Digital Instructional Materials (other than print materials)	5-10%	5-10%	5-10%			30%
5.	Balance of Product Line - Minimum Discount	5-10%	5-10%	5-10%			30%
5a.							
5b.							

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DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)						
2.	New Hard Bound Books (fiction or non-fiction)				up to 45%*	up to 45%*	
3.	New Soft Bound Books (fiction or non-fiction)	15%	15%	15%	up to 45%*	up to 45%*	
4.	New Digital Instructional Materials (other than print materials)	15%	15%	15%			up to 45%
5.	Balance of Product Line - Minimum Discount	15%	15%	15%			0 additional*
5a.							
5b.							

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DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)						
2.	New Hard Bound Books (fiction or non-fiction)	20%*			20%	20%	20%
3.	New Soft Bound Books (fiction or non-fiction)	20%*			20%	20%	20%
4.	New Digital Instructional Materials (other than print materials)	20%*		20%*			
5.	Balance of Product Line - Minimum Discount	20%*		20%*			
5a.							
5b.							

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		Mentoring Minds, L.P.			Perma-Bound Books		
DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)	0%*		0%*			
2.	New Hard Bound Books (fiction or non-fiction)				up to 45%*		
3.	New Soft Bound Books (fiction or non-fiction)				up to 45%*		
4.	New Digital Instructional Materials (other than print materials)	0%*		0%*			ebooks only up to 45%
5.	Balance of Product Line - Minimum Discount	0%*					
5a.					Audio/visual materials: See summary for list of items.		Additional 0%
5b.					On line databases: See discount summary for list of items.		Additional 0%

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>		<p>Saddleback Educational, Inc.</p>			<p>Scholastic, Inc.</p>		
DESCRIPTION		% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)	% Discount Delivered	% Discount Pick-up	% Discount (digital/ e-resources)
1.	New Textbooks (print and/or digital)						
2.	New Hard Bound Books (fiction or non-fiction)						
3.	New Soft Bound Books (fiction or non-fiction)	20%			0%*		0%*
4.	New Digital Instructional Materials (other than print materials)						Qty discount see attached
5.	Balance of Product Line - Minimum Discount	20%			25%*		25%*
5a.							
5b.							

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<p>The above discounts will apply to the sample list below.</p>		ISBN	List Price
<p>New Textbooks</p>			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HVMV4SDA	\$68.25
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	\$179.80
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	\$221.80
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	\$101.80
<p>New Hard Bound Books</p>			
10.	THE SHADOWS	0803734409	\$16.99
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	\$8.00
12.	WILD THINGS	1590789148	\$9.95
13.	HAPPENSTANCE FOUND	1416975195	\$16.99
14.	KARATE	1477703144	\$27.50
15.	STOP THAT STEW	1607546825	
16.	AMERICA & THE COLD WAR	0836858301	\$31.00
17.	FIRST CHILDREN'S DICTIONARY	0545218586	

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The above discounts will apply to the sample list below.		ISBN	List Price
New Textbooks			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HVMV4SDA	9780393923391 \$65.75
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	\$179.80
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	\$221.80
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	\$115.40
New Hard Bound Books			
10.	THE SHADOWS	0803734409	\$16.99
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	\$8.00
12.	WILD THINGS	1590789148	\$18.95
13.	HAPPENSTANCE FOUND	1416975195	\$16.99
14.	KARATE	1477703144	\$26.50
15.	STOP THAT STEW	1607546825	\$22.60
16.	AMERICA & THE COLD WAR	0836858301	\$31.00
17.	FIRST CHILDREN'S DICTIONARY	0545218586	Scholastic Childrens Dictionary 2010 9780545218580 \$13.99

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The above discounts will apply to the sample list below.		ISBN	List Price
New Textbooks			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HMV4SDA	12th Edition - 9780393938913 \$102.50/\$92.21 Your price
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	\$179.80/\$152.76 Your price
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	\$221.80/\$188.45 Your price
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	5th Edition - 9780205029402 \$115.40/\$98.05 Your price
New Hard Bound Books			
10.	THE SHADOWS	0803734409	\$16.99/\$10.19 Your price
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	\$8.00/\$5.60 Your price
12.	WILD THINGS	1590789148	\$9.95/\$6.46 Your price
13.	HAPPENSTANCE FOUND	1416975195	\$16.99/\$10.19 Your price
14.	KARATE	1477703144	\$27.50/\$15.52 Your price
15.	STOP THAT STEW	1607546825	\$23.60/\$13.27 Your price
16.	AMERICA & THE COLD WAR	0836858301	out of print, new edition 9780836858310 \$31.00/\$23.24 Your price
17.	FIRST CHILDREN'S DICTIONARY	0545218586	updated edition - 9780545218580 \$19.99/\$12.99 Your price

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The above discounts will apply to the sample list below.		ISBN	List Price/Sarasota Price	List Price
New Textbooks				
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HMV4SDA	\$96.35	
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	\$169.02	
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	\$208.50	
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	\$105.28	
New Hard Bound Books				
10.	THE SHADOWS	0803734409	\$13.60	
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	hardcover - 0316114324 \$12.80	
12.	WILD THINGS	1590789148	hardcover - 1590786270 \$15.16	
13.	HAPPENSTANCE FOUND	1416975195	\$13.60	
14.	KARATE	1477703144	\$20.25	
15.	STOP THAT STEW	1607546825	out of print	
16.	AMERICA & THE COLD WAR	0836858301	out of print	
17.	FIRST CHILDREN'S DICTIONARY	0545218586	\$15.00	

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The above discounts will apply to the sample list below.		ISBN	List Price	List Price
New Textbooks				
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HMV4SDA		
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651		\$174.30
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270		\$215.19
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X		\$90.13
New Hard Bound Books				
10.	THE SHADOWS	0803734409		\$14.49
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332		\$12.15
12.	WILD THINGS	1590789148		\$14.51
13.	HAPPENSTANCE FOUND	1416975195		\$16.99
14.	KARATE	1477703144		\$20.70
15.	STOP THAT STEW	1607546825		out of print
16.	AMERICA & THE COLD WAR	0836858301		\$23.30
17.	FIRST CHILDREN'S DICTIONARY	0545218586		\$17.04

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The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Textbooks			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HMV4SDA	
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	
New Hard Bound Books			
10.	THE SHADOWS	0803734409	\$13.60
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	\$6.40
12.	WILD THINGS	1590789148	\$7.96
13.	HAPPENSTANCE FOUND	1416975195	\$13.60
14.	KARATE	1477703144	\$21.20
15.	STOP THAT STEW	1607546825	\$18.08
16.	AMERICA & THE COLD WAR	0836858301	\$24.80
17.	FIRST CHILDREN'S DICTIONARY	0545218586	\$15.99

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The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Textbooks			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HNV4SDA	112605: \$98.98
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	122572: \$152.83
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	122573: \$188.53
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	5812631: \$95.20
New Hard Bound Books			
10.	THE SHADOWS	0803734409	4757445: \$14.44
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	45847: \$12.51
12.	WILD THINGS	1590789148	70009: \$14.82
13.	HAPPENSTANCE FOUND	1416975195	100377: \$14.44
14.	KARATE	1477703144	122574: \$22.53
15.	STOP THAT STEW	1607546825	4216057: \$17.70
16.	AMERICA & THE COLD WAR	0836858301	4025281: \$23.25
17.	FIRST CHILDREN'S DICTIONARY	0545218586	44291: \$16.99

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The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Textbooks			
6.	THE NORTON INTRO TO LITERATURE, 11TH EDITION	B00HMV4SDA	
7.	COLLEGE ALGEBRA ESSENTIALS, 4TH EDITION	0321833651	
8.	STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION	0321757270	
9.	PUBLIC SPEAKING HANDBOOK, 4TH EDITION	020502940X	
New Hard Bound Books			
10.	THE SHADOWS	0803734409	
11.	PRESIDENT OF THE WHOLE FIFTH GRADE	0316114332	
12.	WILD THINGS	1590789148	
13.	HAPPENSTANCE FOUND	1416975195	
14.	KARATE	1477703144	
15.	STOP THAT STEW	1607546825	
16.	AMERICA & THE COLD WAR	0836858301	
17.	FIRST CHILDREN'S DICTIONARY	0545218586	

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<p>The above discounts will apply to the sample list below.</p>	<p>ISBN</p>	<p>List Price</p>	<p>List Price</p>
<p>New Softbacked Books</p>			
<p>18. AL CAPONE DOES MY SHIRTS</p>	<p>0142403709</p>		<p>\$7.99</p>
<p>19. DOGSONG</p>	<p>1416939393</p>		<p>\$7.99</p>
<p>20. THE BLACK PEARL</p>	<p>0547334001</p>		<p>\$7.99</p>
<p>21. FRINDLE</p>	<p>0689818769</p>		<p>\$7.99</p>
<p>22. KARATE</p>	<p>1477703500</p>		<p>\$11.75</p>
<p>23. SCHULZ AND PEANUTS: A BIOGRAPHY</p>	<p>0060937998</p>		<p>\$19.95</p>
<p>24. AMERICA & THE COLD WAR</p>	<p>0836858395</p>		
<p>New Digital Instructional Materials (other than print materials)</p>			
<p>25. CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)</p>			
<p>26. HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)</p>			
<p>27. AIRBORN (audio book)</p>	<p>1602524920</p>		<p>\$59.99</p>
<p>28. BLUISH (audio book)</p>	<p>1598959204</p>		<p>\$34.99</p>

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The above discounts will apply to the sample list below.		ISBN	List Price
New Softbacked Books			List Price
18.	AL CAPONE DOES MY SHIRTS	0142403709	\$7.99
19.	DOGSONG	1416939393	Woodsong - 9781416939399 \$5.51
20.	THE BLACK PEARL	0547334001	\$7.99
21.	FRINDLE	0689818769	\$7.99
22.	KARATE	1477703500	9781477703502 \$11.75
23.	SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998	\$19.95
24.	AMERICA & THE COLD WAR	0836858395	\$14.05
New Digital Instructional Materials (other than print materials)			
25.	CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)		9780544151017 \$3.99
26.	HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)		2940015632682 \$.99
27.	AIRBORN (audio book)	1602524920	\$43.99
28.	BLUIISH (audio book)	1598959204	\$24.49

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The above discounts will apply to the sample list below.		List Price	List Price
New Softbacked Books			
18.	AL CAPONE DOES MY SHIRTS	0142403709	\$7.99/\$4.79 Your price
19.	DOGSONG	1416939393	\$7.99/\$4.79 Your price
20.	THE BLACK PEARL	0547334001	\$7.99/\$4.79 Your price
21.	FRINDLE	0689818769	\$7.99/\$4.79 Your price
22.	KARATE	1477703500	out of print
23.	SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998	\$19.95/\$10.54 Your price
24.	AMERICA & THE COLD WAR	0836858395	out of print
New Digital Instructional Materials (other than print materials)			
25.	CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)		\$3.99
26.	HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)		\$4.99
27.	AIRBORN (audio book)	1602524920	\$59.99
28.	BLUISH (audio book)	1598959204	\$34.99

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The above discounts will apply to the sample list below.	ISBN		List Price/Sarasota Price	List Price
New Softbacked Books				
18.	AL CAPONE DOES MY SHIRTS	0142403709	\$5.60	
19.	DOGSONG	1416939393	\$5.60	
20.	THE BLACK PEARL	0547334001	\$5.60	
21.	FRINDLE	0689818769	\$5.60	
22.	KARATE	1477703500	\$8.23	
23.	SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998	\$13.97	
24.	AMERICA & THE COLD WAR	0836858395	out of print	
New Digital Instructional Materials (other than print materials)				
25.	CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)			
26.	HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)			
27.	AIRBORN (audio book)	1602524920	\$54.00	
28.	BLUIISH (audio book)	1598959204	\$21.60	

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>		<p>ETA hand2mind</p>	<p>Follett School Solutions, Inc.</p>
<p>The above discounts will apply to the sample list below.</p>	<p>ISBN</p>	<p>List Price</p>	<p>List Price</p>
<p>New Softbacked Books</p>			
18.	AL CAPONE DOES MY SHIRTS	0142403709	\$6.84
19.	DOGSONG	1416939393	\$6.84
20.	THE BLACK PEARL	0547334001	\$6.84
21.	FRINDLE	0689818769	\$6.84
22.	KARATE	1477703500	\$8.70
23.	SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998	\$17.01
24.	AMERICA & THE COLD WAR	0836858395	\$10.54
<p>New Digital Instructional Materials (other than print materials)</p>			
25.	CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)		\$3.99
26.	HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)		\$17.99
27.	AIRBORN (audio book)	1602524920	\$59.99
28.	BLUISH (audio book)	1598959204	\$34.99

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		Kaplan Early Learning Company	Lectorum Publications, Inc.
The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Softbacked Books			
18. AL CAPONE DOES MY SHIRTS	0142403709		\$6.40
19. DOGSONG	1416939393		\$6.40
20. THE BLACK PEARL	0547334001		\$6.40
21. FRINDLE	0689818769		\$6.40
22. KARATE	1477703500		\$9.40
23. SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998		\$15.96
24. AMERICA & THE COLD WAR	0836858395		\$11.25
New Digital Instructional Materials (other than print materials)			
25. CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)			
26. HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)			
27. AIRBORN (audio book)	1602524920		
28. BLUISH (audio book)	1598959204		

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		Mentoring Minds, L.P.	Perma-Bound Books
The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Softbacked Books			
18.	AL CAPONE DOES MY SHIRTS	0142403709	4332378: \$6.79
19.	DOGSONG	1416939393	4846224: \$6.79
20.	THE BLACK PEARL	0547334001	5415856: \$6.79
21.	FRINDLE	0689818769	4822151: \$6.79
22.	KARATE	1477703500	5384559: \$10.99
23.	SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998	5014450: \$16.96
24.	AMERICA & THE COLD WAR	0836858395	out of print
New Digital Instructional Materials (other than print materials)			
25.	CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)		600014447: \$3.95
26.	HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)		600013113: \$17.99
27.	AIRBORN (audio book)	1602524920	520620: \$59.99
28.	BLUISH (audio book)	1598959204	520569: \$34.99

Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.		Saddleback Educational, Inc.	Scholastic, Inc.
The above discounts will apply to the sample list below.	ISBN	List Price	List Price
New Softbacked Books			
18. AL CAPONE DOES MY SHIRTS	0142403709		\$5.21
19. DOGSONG	1416939393		\$4.88
20. THE BLACK PEARL	0547334001		\$5.24
21. FRINDLE	0689818769		\$5.24
22. KARATE	1477703500		
23. SCHULZ AND PEANUTS: A BIOGRAPHY	0060937998		
24. AMERICA & THE COLD WAR	0836858395		
New Digital Instructional Materials (other than print materials)			
25. CURIOUS GEORGE VISITS THE LIBRARY (Kindle/iPad/Tablet, etc.)			
26. HANSEL AND GRETEL (Kindle/iPad/Tablet, etc.)			
27. AIRBORN (audio book)	1602524920		
28. BLUISH (audio book)	1598959204		

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 16-0040

Opened April 6, 2016 at 2:00 p.m.

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>ACE Educational Supplies</p>	<p>Advanced Educational Products, Inc.</p>
<p>Notes:</p>	<p>Orders over \$50 after discount from our 2016 catalog or website receive free shipping and 33% discount (add 20% to items with shipping notations). www.ACEeducational.com - website</p> <p>Items 6-28: We do not carry these particular titles.</p>	<p>Please see AEP bid response for details on pricing Please see attached AEP Quote #28372 for itemized details on discounts and formats. Item 15: hardcover out of print (only available in paperback) Item17: out of print Item 24: paperback out of print (only available in Lib. bind) Item 25/26: Not available from AEP</p>
<p>Contact Name:</p>	<p>Vicki Szabo</p>	<p>Renee Larcom</p>
<p>Address:</p>	<p>5595 South University Drive</p>	<p>2495 Main Street, Suite 230</p>
<p></p>	<p>Davie, Florida 33328-5307</p>	<p>Buffalo, NY 14214</p>
<p>Phone:</p>	<p>800-432-0213</p>	<p>800-311-1522</p>
<p>Fax:</p>	<p>800-865-5564</p>	<p>716-446-5642</p>
<p>Federal Id:</p>	<p>65-0215033</p>	<p>16-1597345</p>
<p>Email:</p>	<p>acebids@bellsouth.net</p>	<p>bids@aepbooks.com</p>
<p></p>	<p></p>	<p></p>

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 16-0040

Opened April 6, 2016 at 2:00 p.m.

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<p>Notes:</p>	<p>Items 1-3: off list</p>	<p>Item 2: off list Item 4: call for quote</p>
<p>Contact Name:</p>	<p>Mark Bottini</p>	<p>WC Sanders</p>
<p>Address:</p>	<p>122 Fifth Avenue</p>	<p>1710 Roe Crest Drive</p>
	<p>New York, NY 10011</p>	<p>North Mankato, MN 56003</p>
<p>Phone:</p>	<p>212-633-3266</p>	<p>800-747-4992</p>
<p>Fax:</p>	<p>800-783-0043</p>	<p>888-626-0705</p>
<p>Federal Id:</p>	<p>13-4030389</p>	<p>41-1723924</p>
<p>Email:</p>	<p>scirillo@bn.com</p>	<p>bids@capstonepub.com</p>

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 16-0040

Opened April 6, 2016 at 2:00 p.m.

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>Capstone Classroom</p>	<p>Complete Book & Media Supply, LLC</p>
<p>Notes:</p>	<p>Item 3, 4: 0%, various programs and classroom collections are already discounted 10%. Catalog pricing reflects discount. See attached letter regarding discounts and programs</p>	<p>See attached letter regarding shipping costs</p>
<p>Contact Name:</p>	<p>WC Sanders</p>	<p>Kendall Montiegel</p>
<p>Address:</p>	<p>1710 Roe Crest Drive</p>	<p>1200 Toro Grande Drive, Suite 200</p>
	<p>North Mankato, MN 56003</p>	<p>Cedar Park, TX 78613</p>
<p>Phone:</p>	<p>888-626-6135</p>	<p>800-986-1775</p>
<p>Fax:</p>	<p>888-574-5570</p>	<p>512-616-0410</p>
<p>Federal Id:</p>	<p>41-1723924</p>	<p>74-2852244</p>
<p>Email:</p>	<p>bids@capstoneclassroom.com</p>	<p>kendall@completebook.com</p>

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>Davidson Titles, Inc.</p>	<p>Encyclopaedia Britannica, Inc.</p>
<p>Notes:</p>	<p>Internet and eMedia on the website, www.davidsontitles.com, reflect the discounted prices from list prices. These discounts stated are not additional discounts from already listed prices. All orders receive free shipping.</p>	<p>Britannica - .75/student (\$750 min) Image Quest- .67/student (\$500 min) Britannica Escolar - .46/student (\$500 min) Pathways Science - \$3.00/student (\$750 min) Resource Packs: Social Studies - .75/student (\$750 min) Original Sources - .46/student (\$500 min) E-Book Subscription on E-Stax - \$10/book per school All pricing is for 12 month subscription. Additional discounts are available for 2-,3-, or 5-year terms.</p>
<p>Contact Name:</p>	<p>Brenda T. Davidson</p>	<p>Rick Lumsden</p>
<p>Address:</p>	<p>PO Box 3538</p>	<p>31 North LaSalle Street</p>
	<p>Jackson, TN 38303-3538</p>	<p>Chicago, IL 60654</p>
<p>Phone:</p>	<p>800-433-3903</p>	<p>312-347-7000</p>
<p>Fax:</p>	<p>800-787-7935</p>	<p>800-331-9621</p>
<p>Federal Id:</p>	<p>62-1076296</p>	<p>36-2063569</p>
<p>Email:</p>	<p>brenda@davidsontitles.com</p>	<p>contact@eb.com</p>

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>ETA hand2mind</p>	<p>Follett School Solutions, Inc.</p>
<p>Notes:</p>	<p>The discount offered in this submission applies to all ETA hand2mind materials (including sole source) found in the paper and web catalogs. Common Core Eureka Kits, Professional Development, ETA hand2mind Custom Kits, and sale items are not catalog items and therefore excluded from discount. Special promotions, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts. Free ground shipping is applied to all catalog orders. Expedited shipping is available at an additional charge. A minimum order is not required. Please reference SCPS #46-004 on PO's to ensure your discount and free shipping.</p>	<p>Please see attached bid exception notes and discount summary sheets</p>
<p>Contact Name:</p>	<p>Carolyn Vanco</p>	<p>Robert L. Stone</p>
<p>Address:</p>	<p>500 Greenview Court</p>	<p>1340 Ridgeview Drive</p>
	<p>Vernon Hills, IL 60061</p>	<p>McHenry, IL 60050</p>
<p>Phone:</p>	<p>800-445-5985 x5177</p>	<p>800-511-5114</p>
<p>Fax:</p>	<p>888-333-9588</p>	<p>800-852-5458</p>
<p>Federal Id:</p>	<p>36-0972955</p>	<p>41-1426933</p>
<p>Email:</p>	<p>cvanco@hand2mind.com</p>	<p>fssbidadmin@follett.com</p>

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>Kaplan Early Learning Company</p>	<p>Lectorum Publications, Inc.</p>
<p>Notes:</p>	<p>*Exclusions apply. Please see enclosed "Exclusions to our Offer" statement. Discount applied to catalog pricing in effect at time of order. NOTE: E Resource or audio books can only be purchased online, customer must sign in to MYKAPLAN (our online ordering system) in order to receive discount.</p>	
<p>Contact Name:</p>	<p>Kate Shelton</p>	<p>Alex Correa</p>
<p>Address:</p>	<p>1310 Lewisville-Clemmons Road</p>	<p>205 Chubb Avenue</p>
	<p>Lewisville, NC 27023</p>	<p>Lyndhurst, NJ 07071</p>
<p>Phone:</p>	<p>800-334-2014</p>	<p>800-345-5946</p>
<p>Fax:</p>	<p>336-712-2243</p>	<p>877-532-8676</p>
<p>Federal Id:</p>	<p>56-0935286</p>	<p>13-3736176</p>
<p>Email:</p>	<p>bids@kaplanco.com</p>	<p>acorrea@lectorum.com</p>

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>Mentoring Minds, L.P.</p>	<p>Perma-Bound Books</p>
<p>Notes:</p>	<p>*Some bulk pricing discounts are available based on quantities purchased. See page 16a attached for pricing discounts. See page 16b attached for deviations</p>	<p>Item 2, 3: See discount structure for quantity discount schedule</p>
<p>Contact Name:</p>	<p>Shad A. Madsen</p>	<p>Carol Foster</p>
<p>Address:</p>	<p>One International Place, Suite 1400</p>	<p>617 East Vandalia Road</p>
	<p>Boston, MA 02110</p>	<p>Jacksonville, IL 62650</p>
<p>Phone:</p>	<p>800-585-5258</p>	<p>800-637-6581</p>
<p>Fax:</p>	<p>800-838-8186</p>	<p>800-551-1169</p>
<p>Federal Id:</p>	<p>20-0022545</p>	<p>37-1001726</p>
<p>Email:</p>	<p>bids@mentoringminds.com</p>	<p>books@perma-bound.com</p>

<p>Indicate the percentage discount off publisher's list price. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. Publisher's list price must be verifiable prior to issuance of order.</p>	<p>Saddleback Educational, Inc.</p>	<p>Scholastic, Inc.</p>
<p>Notes:</p>	<p>Items 6-28: This sample list below is not available with Saddleback See enclosed terms and conditions.</p>	<p>See attached Respondent's Execution Page: Exceptions Item 3: 2015-16 Scholastic Education Catalog. Catalog reflects a built-in Educators discount of 25% off list price; no further discount applies. Item 4: Storia. Quantity discount; see pricing sheet and title list attached. Item 5: 2016 Teacher Resources catalog Items 18-24: Catalog reflects a built-in Educators Discount of 25% off list price; no further discount applies.</p>
<p>Contact Name:</p>	<p>Lisa Taraborrelli</p>	<p>Toni Abrahams</p>
<p>Address:</p>	<p>3120-A Pullman Street</p>	<p>90 Old Sherman Turnpike</p>
<p></p>	<p>Costa Mesa, CA 92626</p>	<p>Danbury, CT 06816</p>
<p>Phone:</p>	<p>714-640-5200</p>	<p>800-825-4579, Option 6</p>
<p>Fax:</p>	<p>714-640-5298</p>	<p>866-560-6930</p>
<p>Federal Id:</p>	<p>95-3740226</p>	<p>13-1824190</p>
<p>Email:</p>	<p>bids@sdlback.com</p>	<p>rfp-scholastic@scholastic.com</p>
<p></p>	<p></p>	<p>Recorded by Diane Gentile: Witnessed by Joyce Haney:</p>

THE SCHOOL BOARD OF SARASOTA COUNTY
 CLASSROOM INSTRUCTIONAL MATERIALS - BID #16-0040
 JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

BIDDER	REASON FOR NOT AWARDING
ACE Educational Supplies	Rejected. Vendor qualified bid by requiring a shipping fee for orders under \$50 net versus free delivery per bid specifications.
Barnes & Noble	Rejected. Vendor was non-responsive to the bid requirement for completing the Bidder's Preference form per bid specifications.
Capstone	Rejected. Vendor qualified bid with shipping charge specific to club membership versus free delivery per bid specifications.
Capstone Classroom	Rejected. Vendor qualified bid with shipping charge specific to club membership versus free delivery per bid specifications.
Complete Book & Media Supply, LLC	Rejected. Vendor qualified bid by requiring a shipping fee for orders under \$100 net versus free delivery per bid specifications.
Mentoring Minds, L.P.	Rejected. Vendor qualified bid by requiring a shipping fee versus free delivery per bid specifications.
Scholastic, Inc.	Rejected. Vendor qualified bid by requiring a shipping fee for instructional materials and magazine orders versus free shipping per bid specifications.



BOOKS & MEDIA

AEP Publishers List, (top publishers)

Barrons
Coughlan Companies - Capstone
Publishing & Imprints
Hachette book group
Harper Collins Publishers
Houghton Mifflin Company
Candlewick Press
Macmillan Publishers
Penguin Group, Inc
Random House, Inc.
Scholastic, Inc.
Simon and Schuster, Inc.
ASCD
Federal Street Press
Free Spirit Publishing, Inc.
John Wiley & Son
Merriam-Webster, Inc.
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Shipping Exclusions: Excludes Next Day Air, 2nd Day Air, and K-Truck delivery services.

*****Please Note: If you need price quotes on playground equipment, structures, units, materials or services of playground, please call 800-334-2014 extension 6400.***



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