



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

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

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #13-0040 FOR CLASSROOM
INSTRUCTIONAL MATERIALS**

Bids to provide 'Classroom Instructional Materials' were received from 20 vendors on March 15, 2013. The bids of Advanced Educational Products, Baker and Taylor, Inc., Capstone Classroom, Conn Educational, Inc., dba Classroom Library Company, Davidson Titles, Inc., Follett Educational Services, Follett Library Resources, Inc., GL Group, Inc., dba Booksource, Kaplan Early Learning Company, Rainbow Book Company, and The Chapters Group, LLC, 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: 04-09-2013

Fiscal Impact:

Not to exceed
\$100,000.00

Recommended Motion: That the bids of Advanced Educational Products, Baker and Taylor, Inc., Capstone Classroom, Conn Educational, Inc., dba Classroom Library Company, Davidson Titles, Inc., Follett Educational Services, Follett Library Resources, Inc., GL Group, Inc., dba Booksource, Kaplan Early Learning Company, Rainbow Book Company, and The Chapters Group, LLC, to provide 'Classroom Instructional Materials' in an amount not to exceed \$100,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Achieve3000, Inc. | | | Advanced Educational Products | | |
|-------------|--|----------------------|--------------------|---|-------------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | 0 - 30% | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | | | | 0 - 50% | | |
| 3. | New Softbacked Books (fiction or non-fiction) | | | | 0 - 50% | | |
| 4. | New Digital Instructional Materials (audio or e-resources) | N/A | N/A | 0% Please see attached Cost Proposal | 0 - 30% | | |
| 5. | Balance of Product Line - Minimum Discount | | | | 0 - 40% | | |
| 5a. | | | | | | | |
| 5b. | | | | | | | |
| 5c. | | | | | | | |
| 5d. | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Baker & Taylor, Inc. | | |
|-------------|--|--|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | 5%* (Categories VIII, IX, & XI, Attachment B) | | 0% |
| 2. | New Hardbacked Books (fiction or non-fiction) | 28% (Categories I & II, Attachment B) | | 0% |
| 3. | New Softbacked Books (fiction or non-fiction) | 23% (Categories III, IV & V, Attachment B) | | 0% |
| 4. | New Digital Instructional Materials (audio or e-resources) | 0% (E-book only) | | 0% |
| 5. | Balance of Product Line - Minimum Discount | | | |
| 5a. | | Single Edition Reinforced (Category VI, Attachment B) | | |
| | | 27% | | 0% |
| 5b. | | Publisher Library Edition (Category VII, Attachment B) | | |
| | | 21% | | 0% |
| 5c. | | Discount will vary based upon the category of book material. Please see Attachment A for a complete discount outline by book type and material category. | | |
| | | | | |
| 5d. | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Barnes & Noble | | | CPO Science | | |
|-------------|--|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | 0% | 0% | 0% |
| 2. | New Hardbacked Books (fiction or non-fiction) | 0-25% | 0-25% | | 0% | 0% | 0% |
| 3. | New Softbacked Books (fiction or non-fiction) | 0-25% | 0-25% | | 0% | 0% | 0% |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | | 0% | 0% | 0% |
| 5. | Balance of Product Line - Minimum Discount | 0-25% | 0-25% | | 0% | 0% | 0% |
| 5a. | | | | | | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Capstone | | | Capstone Classroom | | |
|-------------|--|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | 25% off list | | | | | |
| 3. | New Softbacked Books (fiction or non-fiction) | | | | 0**% | | |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | 0%-call for quote | | | 0% |
| 5. | Balance of Product Line - Minimum Discount | | | | | | |
| 5a. | | | | | | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|-------------|--|---|-----------------------|---|-------------------------|-----------------------|---|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| 1. | New Textbooks | | | | 0-6% | 0-6% | 0-6% |
| 2. | New Hardbacked Books (fiction or non-fiction) | 30% | 30% | | 20-30% | 20-30% | 5-10% |
| 3. | New Softbacked Books (fiction or non-fiction) | 30% | 30% | | 20-35% | 20-35% | 5-10% |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | | 5-10% | 5-10% | 5-10% |
| 5. | Balance of Product Line - Minimum Discount | | | | 5-10% | 5-10% | 5-10% |
| 5a. | | | | | | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Delta Education | | |
|-------------|--|--|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | | | |
| 3. | New Softbacked Books (fiction or non-fiction) | | | |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | |
| 5. | Balance of Product Line - Minimum Discount | | | |
| 5a. | | The discount varies. Please see notes. | | |
| | | | | |
| 5b. | | | | |
| | | | | |
| 5c. | | | | |
| | | | | |
| 5d. | | | | |
| | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|-------------|--|---|-----------------------|---|----------------------------------|-----------------------|---|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| 1. | New Textbooks | | | | | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | 10% | | 10% | 5% | | |
| 3. | New Softbacked Books (fiction or non-fiction) | 10% | | 10% | 5% | | |
| 4. | New Digital Instructional Materials (audio or e-resources) | 10% | | 10% | 5% - Audio 0% -e resources | | |
| 5. | Balance of Product Line - Minimum Discount | 10% | | 10% | | | |
| 5a. | | | | | | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|-------------|--|--|--------------------|----------------------------------|--------------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | 0-30%* | 0-30%* | 0-30%* |
| 2. | New Hardbacked Books (fiction or non-fiction) | Up to 45%* | Up to 45%* | | 30%* | 30%* | 30%* |
| 3. | New Softbacked Books (fiction or non-fiction) | Up to 45%* | Up to 45%* | | 30%* | 30%* | 30%* |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | Up to 45%* e Books only | 0-30%* | 0-30%* | 0-30%* |
| 5. | Balance of Product Line - Minimum Discount | | | | 0-30%* | 0-30%* | 0-30%* |
| 5a. | | Audio Visual Materials: See Discount Summary for List of Items | | | K-12 trade Book Collections** | | |
| | | | | 0% Additional * | 30%* | 30%* | 30%* |
| 5b. | | Online Databases: See Discount Summary for List of Items | | | K-12 Bookrooms ** | | |
| | | | | 0% Additional * | 30%* | 30%* | 30%* |
| 5c. | | Renaissance Learning Reading Software Products | | | K-12 Classroom Libraries** | | |
| | | | | 0% Additional * | 30%* | 30%* | 30%* |
| 5d. | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|-------------|--|-------------------------------|--------------------|----------------------------------|------------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | 5% | 5% | 5% |
| 2. | New Hardbacked Books (fiction or non-fiction) | 20%** | | | 5% | 5% | 5% |
| 3. | New Softbacked Books (fiction or non-fiction) | 20%** | | | 5% | 5% | 5% |
| 4. | New Digital Instructional Materials (audio or e-resources) | 20%** see note below | | 20%** see note below | 5% | 5% | 5% |
| 5. | Balance of Product Line - Minimum Discount | 20%** | | 20%** see note below | 5% | 5% | 5% |
| 5a. | | | | | | | |
| 5b. | | | | | | | |
| 5c. | | | | | | | |
| 5d. | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|-------------|--|-------------------------|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | 0% | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | | | | | | |
| 3. | New Softbacked Books (fiction or non-fiction) | | | | | | |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | | | | 0% |
| 5. | Balance of Product Line - Minimum Discount | | | | 0% | | 0% |
| 5a. | | | | | See products at www.peopleseducation.com | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|-------------|--|---|--------------------|----------------------------------|-------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| 1. | New Textbooks | | | | | | |
| 2. | New Hardbacked Books (fiction or non-fiction) | 25% off publishers' list price | | | 35% | 35% | |
| 3. | New Softbacked Books (fiction or non-fiction) | 10% off publishers' list price. Quantity discount | | | 35% | 35% | |
| 4. | New Digital Instructional Materials (audio or e-resources) | | | | | | |
| 5. | Balance of Product Line - Minimum Discount | 10-45% | | | 35% | 35% | |
| 5a. | | | | | | | |
| | | | | | | | |
| 5b. | | | | | | | |
| | | | | | | | |
| 5c. | | | | | | | |
| | | | | | | | |
| 5d. | | | | | | | |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Achieve3000, Inc. | | | Advanced Educational Products | | |
|--|--|------------------------------|---|----------------------|--------------------|----------------------------------|-------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | \$81.58 |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | \$116.92 |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | \$143.03 |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | \$73.53 |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | | | | \$8.09 |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | | | | \$7.61 |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | | | | \$11.33 |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | | | | \$8.09 |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | | | | | \$17.29 |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Baker & Taylor, Inc. | | |
|--|---|------------------------------------|---|-------------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | | | |
| New Textbooks | | | | Price below reflects B & T discount | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | N/A**** | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | \$143.33 | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | \$175.33 | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | \$90.13 | | |
| New Hardbacked Books | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | \$12.23 | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | \$11.51 | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | \$13.83 | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | \$12.23 | | |
| 14. | KARATE | ROSEN PUBLISING | 9781477703144 | \$20.94 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Barnes & Noble | | | CPO Science | | |
|--|--|------------------------------|---|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | \$99.75 | | | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | \$143.33 | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | \$175.33 | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | \$90.13 | | | | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | \$16.99 | | | | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | \$15.99 | | | | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | \$18.95 | | | | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | \$16.99 | | | | | |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | \$26.50 | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | | | Capstone | | | Capstone Classroom | | |
|--|--|------------------------------|---|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | List Price | | | | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | | | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | | | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | | | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | | | | |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|--|--|------------------------------------|---|---|-----------------------|---|---------------------------|-----------------------|---|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | | List Price | | | List Price/Sarasota Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | \$106.50/\$100.11 |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | \$143.33/\$134.73 |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | \$175.33/\$164.81 |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | \$90.13/\$84.72 |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | \$16.99 | | | | \$16.99/\$13.59 |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | \$15.99 | | | | \$15.99/\$12.79 |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | \$18.95 | | | | \$18.95/\$15.16 |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | \$16.99 | | | | \$16.99/\$13.59 |
| 14. | KARATE | ROSEN PUBLISING | 9781477703144 | | \$26.50 | | | | \$26.50/\$19.88 |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Delta Education | | |
|--|--|------------------------------|---|----------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | |
| New Textbooks | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | |
| New Hardbacked Books | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|--|--|------------------------------------|---|---|-----------------------|---|------------------------------|-----------------------|---|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | \$94.67 | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | \$90.13 | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | | \$14.44 | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | | \$13.59 | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | | \$16.11 | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | | \$14.44 | | |
| 14. | KARATE | ROSEN PUBLISING | 9781477703144 | | | | \$19.90 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|--|--|------------------------------|---|---------------------------------|--------------------|----------------------------------|--------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | \$75.00 |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | \$143.33 |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | \$175.33 |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | \$90.13 |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | \$14.49 | | | | \$16.99 |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | \$13.64 | | | | \$15.99 |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | \$16.16 | | | | \$18.95 |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | \$14.49 | | | | \$16.99 |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | \$19.95 | | | | \$26.50 |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|--|---|------------------------------------|--------------------------------|-------------------------------|--------------------|----------------------------------|------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | | | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | | | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | | | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | | | | |
| 14. | KARATE | ROSEN PUBLISING | 9781477703144 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|--|--|------------------------------|---|-------------------------|--------------------|----------------------------------|--------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | \$139.39 | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | \$71.66 | | | | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | | | | | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | | | | | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | | | | | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | | | | | |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|--|--|------------------------------|--------------------------------|----------------------|--------------------|----------------------------------|-------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| New Textbooks | | | | | | | | | |
| 6. | THE NORTON INTRO TO LITERATURE | NORTON | 9780393934267 | | | | | | |
| 7. | COLLEGE ALGEBRA ESSENTIALS 3RD EDITION 4TH EDITION | PEARSON | 9780321557818 9780321833655 | | | | | | |
| 8. | STATISTICS: INFORMED DECISIONS USING DATA, 4TH EDITION | PEARSON | 9780321757272 | | | | | | |
| 9. | PUBLIC SPEAKING HANDBOOK | PEARSON | 9780205029402 | | | | | | |
| New Hardbacked Books | | | | | | | | | |
| 10. | THE SHADOWS | DIAL BOOKS FOR YOUNG READERS | 9780803734401 | | \$16.99 | | | \$16.99 | |
| 11. | PRESIDENT OF THE WHOLE FIFTH GRADE | BROWN LITTLE | 9780316114324 9780316114325 | | \$15.99 | | | \$15.99 | |
| 12. | WILD THINGS | FRONT STREET | 9781590786277 | | \$18.95 | | | \$18.95 | |
| 13. | HAPPENSTANCE FOUND | ALADDIN | 9781416975199 | | \$16.99 | | | \$16.99 | |
| 14. | KARATE | ROSEN PUBLISHING | 9781477703144 | | \$26.50 | | | \$26.60 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Achieve3000, Inc. | | | Advanced Educational Products | | |
|--|----------------------------------|---|--------------------------------|----------------------|--------------------|----------------------------------|-------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | | | \$14.75 | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | | | \$16.86 | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | | | | \$9.52 | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | | | \$3.33 | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | | | \$3.33 | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | | | \$3.95 | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | | | | \$2.85 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Baker & Taylor, Inc. | | |
|--|----------------------------------|--|----------------------------------|-------------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | \$17.85 | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | \$24.49 | | |
| New Hardbacked Books (continued) | | | | Price below reflects B & T discount | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | \$14.39 | | |
| New Softbacked Books | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | \$5.38 | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 97814116939399 97814116939191 | \$5.38 | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | \$5.38 | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | \$4.61 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Barnes & Noble | | | CPO Science | | |
|--|----------------------------------|---|--------------------------------|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | | | List Price | | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | \$22.60 | | | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | \$31.00 | | | | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | \$19.99 | | | | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | \$6.99 | | | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | \$6.99 | | | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | \$6.99 | | | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | \$5.99 | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | | | Capstone | | | Capstone Classroom | | |
|--|----------------------------------|---|--------------------------------|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | | | List Price | | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | | | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | | | | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|---|-------------------------------------|---|--------------------------------|---|-----------------------|---|---------------------------|-----------------------|---|
| | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | | Publisher | ISBN | List Price | | | List Price/Sarasota Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | \$22.60 | | | Out of Print | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | \$31.00 | | | Out of Print | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | \$19.99 | | | \$19.99/\$14.99 | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | \$6.99 | | | \$6.99/\$4.89 | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | \$6.99 | | | \$6.99/\$4.89 | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | \$6.99 | | | \$6.99/\$4.89 | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | \$5.99 | | | \$5.99/\$4.19 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Delta Education | | |
|--|----------------------------------|--|--------------------------------|----------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | |
| New Hardbacked Books (continued) | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | | |
| New Softbacked Books | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|--|----------------------------------|--|--------------------------------|---|-----------------------|---|------------------------------|-----------------------|---|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | List Price | | | | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | Out of Print | | | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | \$23.25 | | | | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | \$13.00 | | | | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | \$4.54 | | | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | \$4.54 | | | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | \$4.54 | | | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | \$3.99 | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|--|----------------------------------|---|--------------------------------|---------------------------------|--------------------|----------------------------------|--------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | | List Price | | | List Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | \$16.95 | | | \$22.60 | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | \$23.30 | | | \$31.00 | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | \$17.04 | | | \$19.99 | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | \$4.54 | | | \$6.99 | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | \$4.54 | | | \$6.99 | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | \$4.54 | | | \$6.99 | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | \$3.90 | | | \$5.99 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|--|----------------------------------|---|--------------------------------|--|--------------------|----------------------------------|------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | | List Price | | | List Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | | | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | \$15.96 Sub Item 23803-ISBN#9780547659558 | | | | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | \$4.79 Kaplan Item # 20713 Simon & Schuster | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|--|----------------------------------|---|--------------------------------|-------------------------|--------------------|----------------------------------|--------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | List Price | | | List Price | | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | | | | |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | | | | |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | | | | | |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | | | | |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | | | | |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | | | | |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|--|----------------------------------|---|--------------------------------|----------------------|--------------------|----------------------------------|-------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW. | Publisher | ISBN | | List Price | | | List Price | | |
| 15. | STOP THAT STEW | WINDMILL BOOKS (DIVISION OF ROSEN PUBLISHING) | 9781607546825 | | | \$22.60 | | | \$22.60 |
| 16. | AMERICA & THE COLD WAR | GARETH STEVENS PUBLISHING | 9780836858303 | | | \$31.00 | | | \$31.00 |
| New Hardbacked Books (continued) | | | | | | | | | |
| 17. | SCHOLASTIC CHILDREN'S DICTIONARY | SCHOLASTIC (OFFERED BY ETH HAND2MIND) | 9780545218580 | | | \$19.99 | | | \$19.99 |
| New Softbacked Books | | | | | | | | | |
| 18. | AL CAPONE DOES MY SHIRTS | PUFFIN | 9780142403709 | | | \$6.99 | | | \$6.99 |
| 19. | DOGSONG | SIMON & SCHUSTER | 9781416939399 9781416939191 | | | \$6.99 | | | \$6.99 |
| 20. | THE BLACK PEARL | SANDPIPER | 9780547334004 | | | \$6.99 | | | \$6.99 |
| 21. | FRINDLE | ATHENEUM BOOKS | 9780689818769 | | | \$5.99 | | | \$5.99 |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Achieve3000, Inc. | | | Advanced Educational Products | | |
|--|--|--------------------------|---|----------------------|--------------------|----------------------------------|-------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New Softbacked Books | | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | | \$7.67 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | | | | \$2.92 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | | \$12.65 | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | | \$21.26 | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | | |
| 28. | BLUIISH (audio book) | | 1598959204 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Baker & Taylor, Inc. | | |
|--|--|--------------------------|---|---------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | \$11.16 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | \$4.58 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | Out of Print | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | 3.99* | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | 23.99* | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | |
| 28. | BLUISH (audio book) | | 1598959204 | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Barnes & Noble | | | CPO Science | | |
|--|--|--------------------------|--------------------------------|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | \$11.75 | | | | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | \$5.95 | | | | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | \$11.95 | | | | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | \$3.99 | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | \$22.65 | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | \$54.99 | | | | |
| 28. | BLUISH (audio book) | | 1598959204 | | \$34.95 | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | | | Capstone | | | Capstone Classroom | | |
|--|--|--------------------------|--------------------------------|----------------------|--------------------|----------------------------------|----------------------|--------------------|----------------------------------|
| | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | | | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | | | \$5.95 | | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | | | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | | |
| 28. | BLUISH (audio book) | | 1598959204 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|--|--|--------------------------------|--------------------------------|---|-----------------------|---|-------------------------|-----------------------|---|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | \$11.75 | | | \$11.75/\$8.23 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | \$5.95 | | | \$5.95/\$4.17 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | Out of Print | | | Out of Print | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e- resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e- resource) | | 1434210081 | | | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | \$59.99/\$53.99 | |
| 28. | BLUIISH (audio book) | | 1598959204 | | | | | \$34.99/\$31.49 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Delta Education | | | |
|--|--|--------------------------|---|-----------------|-----------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount | Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545248580 9780736850902 | | | | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | |
| 28. | BLUISH (audio book) | | 1598959204 | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|--|--|--------------------------------|--------------------------------|---|-----------------------|---|------------------------------|-----------------------|---|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | | \$8.70 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | | | | \$4.58 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | | \$10.54 | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e- resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e- resource) | | 1434210081 | | | | | \$17.99 | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | \$41.19 | |
| 28. | BLUISH (audio book) | | 1598959204 | | | | | \$26.19 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|--|--|--------------------------|--------------------------------|---------------------------------|--------------------|----------------------------------|--------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | \$8.70 | | | \$11.75 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | \$4.58 | | | \$5.95 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | Out of Print | | | \$14.05 | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | \$3.99 | | | \$3.99 | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | \$26.99 | | | \$22.65 | |
| 27. | AIRBORN (audio book) | | 1602524920 | | \$41.24 | | | \$54.99 | |
| 28. | BLUISH (audio book) | | 1598959204 | | \$26.24 | | | \$34.99 | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|--|--|--------------------------|--------------------------------|-------------------------------|--------------------|----------------------------------|------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | | | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | | | | | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | | | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | | |
| 28. | BLUIISH (audio book) | | 1598959204 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|--|--|--------------------------|---|-------------------------|--------------------|----------------------------------|--------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | | | | | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545248580 9780736850902 | | | | | | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | | | | | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | | |
| 28. | BLUISH (audio book) | | 1598959204 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|--|--|--------------------------|--------------------------------|----------------------|--------------------|----------------------------------|-------------------------|--------------------|----------------------------------|
| DESCRIPTION | | | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| New | Softbacked Books | | | | | | | | |
| 22. | KARATE | POWERKIDS PRESS | 9781477703502 | | \$11.75 | | | \$11.75 | |
| 23. | CHARLES M. SCHULZ | CAPSTONE PUBLISHING | 9780545218580 9780736850902 | | \$5.95 | | | \$5.95 | |
| 24. | AMERICA & THE COLD WAR | GARETH STEVENS CLASSROOM | 9780836858396 | | O/P | | | \$22.60 | |
| New Digital Instructional Materials (audio, e-resources) | | | | | | | | | |
| 25. | CURIOUS GEORGE VISITS THE LIBRARY (e-resource) | | 547617984 | | | | | | |
| 26. | HANSEL AND GRETEL THE GRAPHIC NOVEL (e-resource) | | 1434210081 | | | | | | |
| 27. | AIRBORN (audio book) | | 1602524920 | | | | | | |
| 28. | BLUIISH (audio book) | | 1598959204 | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | Achieve3000, Inc. | | | Advanced Educational Products | | |
|---|-----------------------------------|--------------------|----------------------------------|--------------------------------------|--------------------|----------------------------------|
| DESCRIPTION | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | Please see attached cost proposal | | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | 30 | | | 30 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Baker & Taylor, Inc. | | |
|---|--|---|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| | | <p>#1 - Titles which receive minimal publisher discount will be invoiced at Publisher's List Price. Titles where B&T receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price, plus \$4.95/unit service charge.</p> <p style="text-align: center;">**Please see Page 3 of our response, Balance of Product Line Pricing.</p> <p>#4 - Titles which receive minimal publisher discount will be invoiced at Publisher's List Price. Titles where B&T receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price, plus \$4.95/unit service charge.</p> <p>#6 - This addition has been declared obsolete by the publisher. The 11th edition is now in print.</p> <p>#25 & 26 - Baker & Taylor offers a bid for eBook material only, Please see our response, Attachment E, for information on our Axis 360 digital platform and annual hosting fees.</p> <p style="text-align: center;">See notes and attachments A through E.</p> | | |
| Notes: | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | <p>In stock items will be shipped within 2-4 working days after receipt of purchase order. Please allow an additional 5-7 days for cataloged and processed orders. Please see our response, Bid Specifications, Balance of Product Line Pricing.</p> | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Barnes & Noble | | | CPO Science | | |
|---|--|----------------------|--------------------|----------------------------------|---|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | | | | <p>All orders will be FOB Destination, prepaid. The shipping and handling charges will be 6% of the order with a minimum charge of \$5.00 that will be included in the item price. Please send your order requests to our bidding department at customerservice.cpo@schoolspecialty.com or fax to 877-295-7579. The above discount pertains to the CPO 2013 Grades 6-12 catalog only. Discount remains in effect for the entire contract period, but prices are subject to change. This offer does not apply to any other School Specialty Catalogs or Flyers. Please refer to the bid marketing code: 2013CPO on all orders. Contract Dates: April 9, 2013 - April 8, 2014 and may be renewed.</p> | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 7-10 | | | 10-45 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Capstone | | | Capstone Classroom | | |
|---|--|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | | | | <p>#3 - 0%: Various programs and classroom collections in softback are already discounted 10%. Catalog pricing reflects discount.</p> | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | <p>7-10 Orders with library processing may take up to 2-2 1/2 weeks ARO.</p> | | | <p>7-10 Orders with library processing may take up to 2-2 1/2 weeks ARO.</p> | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|---|--|---|-----------------------|---|--|-----------------------|---|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| Notes: | | | | | <p>Internet and eMedia online catalogs reflect the discounted prices from list prices. These discounts stated are not additional discounts from already listed prices.</p> | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 14-28 | | | 30 free shipping | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Delta Education | | |
|-------------|---|---|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| | | | | |
| Notes: | | <p>\$0.00 to \$249.99 list price \$250.00 to \$499.99 a 5% discount \$500.00 to \$999.99 a 10% discount \$1000.00 a 15% discount</p> <p>Exclusions: No discount on School Specialty Science Exclusive Products. Items excluded from this discount are all Living Material items, Delta Exclusive items, which includes FOSS, Delta Science Modules (DSM), SCIS 3+, and Science in a Nutshell. Discount does not apply to any other School Specialty Catalogs or Flyers. The above discount schedule applies to only the following catalog(s): 2013 Delta Education PreK-8 Science Catalog. Contract period: April 1, 2013 through March 31, 2014; Shipping: 6% shipping on all items. Living Material items are subject to additional charges. Please see catalog order information for charges. Contract: Please refer to bid code 2013CD. Please use this number on all purchase orders to ensure your guaranteed pricing.</p> | | |
| | Delivery or Completion in calendar day after receipt of purchase order: | 7-10 for in stock items | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|---|--|---|-----------------------|---|------------------------------|-----------------------|---|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| Notes: | | <p>Discounts are fixed for the term of the bid. Discounts apply to the current catalog at the time an order is placed. Special promotions, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts. Pricing in a current catalog expires 12/31 of each year. Prices may increase or decrease when new catalogs are issued in January of each year.</p> <p>10% discount from catalog. Reference: SCPS#13-0040 on orders.</p> | | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 5-7 | | | 5-10 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|---|--|---|--------------------|----------------------------------|---|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | *See enclosed Discount Summary for additional discount information. | | | *Please see clarifications attachment. **Please see attachments. | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 15-20 | | | 7-14 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|---|--|---|--------------------|----------------------------------|------------------------------|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | <p>**Exclusions apply, please see enclosed "Exclusions to our offer"</p> <p>Note: E Resource or Audio items can only be purchased online, customer must be signed on to MYKAPLAN (our online ordering system) in order to receive discount.</p> <p>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. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, computer Software 7 equipment, curriculum, assessments, screening materials & Professional Training & Development Services, "All About ECERS-R", "All About ITERS-R", TAG Reading Centers, Tot Tree (#96616).</p> | | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 30 | | | 7-10 business days | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|---|--|--|--------------------|----------------------------------|--------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | | | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 30-45 Availability is not guaranteed. Order fulfillment is based upon availability. Delivery is typically 30-45 days after receipt of order. Delivery within this time frame is not guaranteed. | | | 7-14 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|---|--|----------------------|--------------------|----------------------------------|-------------------------|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Notes: | | | | | | | |
| Delivery or Completion in calendar day after receipt of purchase order: | | 21-28 | | | 10 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | Achieve3000, Inc. | | | Advanced Educational Products | | |
|--------------------------|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | Jim O'Neill | | | Jennifer Maiorana | | |
| Address: | 1985 Cedar Bridge Avenue, Suite 3 | | | 2495 Main Street, Suite 230 | | |
| | Lakewood, NJ 08701 | | | Buffalo, NY 14214 | | |
| Phone: | 732-367-5505 X 156 | | | 800-311-1522 | | |
| Fax: | 732-367-2313 | | | 716-446-5642 | | |
| Federal Id: | 223772922 | | | 161597345 | | |
| Email: | jim.oneill@achieve3000.com | | | jmaiorana@aepbooks.com | | |
| Recorded by: Nikki Brock | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | | | |
|--------------------------|--|---------------------------------|---------------------------|---|
| | | Baker & Taylor, Inc. | | |
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | Lee Ann Queen | | | |
| Address: | 2550 West Tyvola Road, Suite 300 | | | |
| | Charlotte, NC 28217 | | | |
| Phone: | 800-775-1800 | | | |
| Fax: | 704-998-3260 | | | |
| Federal Id: | 561761729 | | | |
| Email: | bids@baker-taylor.com | | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | Barnes & Noble | | | CPO Science | | |
|--------------------------|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | Mary Wilson | | | Trish Kooken | | |
| Address: | 1201 Lake Woodlands Drive #3008 | | | 80 Northwest Boulevard | | |
| | The Woodlands, TX 77381 | | | Nashua, NH 03063 | | |
| Phone: | 305-668-3185 | | | 800-338-5270 | | |
| Fax: | 832-442-3035 | | | 877-295-7579 | | |
| Federal Id: | 134030389 | | | 522328764 | | |
| Email: | lgermain@bn.com | | | customerservice.cpo@schoolspecialty.com | | |
| Recorded by: Nikki Brock | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | Capstone | | | Capstone Classroom | | |
|--------------------------|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | Jenny Adams | | | Jenny Adams | | |
| Address: | 1710 Roe Crest Drive | | | 1710 Roe Crest Drive | | |
| | North Mankato, MN 56003 | | | North Mankato, MN 56003 | | |
| Phone: | 507-385-8421 800-747-4992 X 8421 | | | 507-385-8421 888-262-6135 X 8421 | | |
| Fax: | 888-262-0705 | | | 888-574-5570 | | |
| Federal Id: | 411723924 | | | 411723924 | | |
| Email: | bids@capstonepub.com | | | bids@capstoneclassroom.com | | |
| Recorded by: Nikki Brock | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Conn Education, Inc. dba Classroom Library Company | | | Davidson Titles, Inc. | | |
|--------------------------|--|--|-------------------------------|--|--|-------------------------------|--|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| Contact Name: | | Cristin Choat | | | Brenda T. Davidson | | |
| Address: | | 3901 Union Boulevard, Suite 155 | | | P.O. Box 3538 | | |
| | | St Louis, MO 63115 | | | Jackson, TN 38303-3538 | | |
| Phone: | | 888-318-2665 | | | 800-433-3903 | | |
| Fax: | | 877-716-7272 | | | 800-787-7935 | | |
| Federal Id: | | 273910452 | | | 621076296 | | |
| Email: | | cristin@classroomlibrary.com | | | brenda@davidsontitles.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Delta Education | | |
|--------------------------|--|--|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | | Trish Kooken | | |
| Address: | | 80 Northwest Boulevard | | |
| | | Nashua, NH 03063 | | |
| Phone: | | 800-258-1302 | | |
| Fax: | | 800-282-9560 | | |
| Federal Id: | | 522328764 | | |
| Email: | | customerservice.delta@schoolspecialty.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | ETA hand2mind A Division of A. Daigger & Company, Inc. | | | Follett Educational Services | | |
|--------------------------|--|--|-----------------------|---|--|-----------------------|---|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e- resources) |
| Contact Name: | | Carolyn Vanco | | | John F. Fleming | | |
| Address: | | 500 Greenview Court | | | 1433 Internationale Parkway | | |
| | | Vernon Hills, IL 60061 | | | Woodridge, IL 60517 | | |
| Phone: | | 800-445-5985 x 5177 | | | 800-621-4272 | | |
| Fax: | | 888-333-9588 | | | 800-638-4424 | | |
| Federal Id: | | 360972955 | | | 201607100 | | |
| Email: | | cvanco@hand2mind.com | | | bidadmin@fes.follett.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | Follett Library Resources, Inc. | | | GL group, Inc. dba, Booksource | | |
|--------------------------|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | J. Scott Chain | | | Sean Carosello | | |
| Address: | 1340 Ridgeview Drive | | | 1230 Macklind Avenue | | |
| | McHenry, IL 60050 | | | St Louis, MO 63110 | | |
| Phone: | 888-511-5114 | | | 800-444-0435 | | |
| Fax: | 800-852-5458 | | | 866-213-9851 | | |
| Federal Id: | 201607197 | | | 431018725 | | |
| Email: | sales@flr.follett.com | | | scarosello@booksource.com | | |
| Recorded by: Nikki Brock | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Kaplan Early Learning Company | | | Lakeshore Learning Materials | | |
|--------------------------|--|--|---------------------------|---|--|---------------------------|---|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | | Cindy E. Cochie | | | Ashley Bicanek | | |
| Address: | | 1310 Lewisville-Clemmons Road | | | 2695 East Dominguez Street | | |
| | | Lewisville, NC 27023 | | | Carson, CA 90895 | | |
| Phone: | | 800-334-2014 | | | 800-421-5354 | | |
| Fax: | | 336-712-2243 | | | 310-537-7990 | | |
| Federal Id: | | 560935286 | | | 941525814 | | |
| Email: | | bid@kaplanco.com | | | biddept@lakeshorelearning.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| DESCRIPTION | | Pearson Education, Inc. | | | People's Education, Inc. | | |
|--------------------------|--|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | | Vicky Hurwitz | | | Victoria Kiely | | |
| Address: | | One Lake Street | | | 299 Market Street, Suite 240 | | |
| | | Upper Saddle River, NJ 07458 | | | Saddle Brook, NJ 07663 | | |
| Phone: | | 800-848-9500 | | | 201-712-0090 | | |
| Fax: | | 877-260-2530 | | | 201-712-0045 | | |
| Federal Id: | | 221603685 | | | 222989444 | | |
| Email: | | k12cs@custhelp.com | | | cmora@peoplesed.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Classroom Instructional Materials - Bid # 13-0040

Opened March 15, 2013 at 2:00 p.m.

| | | Rainbow Book Company | | | The Chapters Group, LLC | | |
|--------------------------|--|--|--------------------|----------------------------------|--|--------------------|----------------------------------|
| DESCRIPTION | | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) | % Discount Delivered | % Discount Pick-up | % Discount (digital/e-resources) |
| Contact Name: | | Michael Sherman | | | Laurence Bard | | |
| Address: | | 500 East Illinois RT 22 | | | 4179 Northwest 29th Way | | |
| | | Lake Zurich, IL 60047 | | | Boca Raton, FL 33434 | | |
| Phone: | | 800-255-0965 | | | 866-229-7976 | | |
| Fax: | | 847-726-9935 | | | 866-602-5324 | | |
| Federal Id: | | 364091907 | | | 271623513 | | |
| Email: | | sales@rainbowbookcompany.com | | | laurence@chaptersgroup.com | | |
| Recorded by: Nikki Brock | | Witnessed by: JoAnn Joyce | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY
 CLASSROOM INSTRUCTIONAL MATERIALS BID #13-0040
 JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

| BIDDER | REASON FOR NOT AWARDING |
|--|---|
| Achieve3000, Inc. | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. |
| Barnes & Noble | Rejected. Vendor was non-responsive to the bid requirement of completing the Bidder's Preference form per bid specifications. |
| CPO Science | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. Vendor qualified bid with shipping charge and specific contract dates vs. free delivery and SBSC awarded contract date, per bid specifications. |
| Capstone | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. |
| Delta Education | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. Vendor qualified bid with shipping charge and specific contract dates vs. free delivery and SBSC awarded contract date, per bid specifications. |
| ETA hand2mind a Division of A. Daigger and Company, Inc. | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. |
| Lakeshore Learning Materials | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. |
| Pearson Education, Inc. | Rejected. Unable to evaluate. Vendor did not provide percentage discounts for Items 1 through 5. |
| People's Education, Inc. | Rejected. Unable to evaluate. Vendor did not provide prices for sample list of books. |

Cost Proposal Introduction

Achieve3000® is pleased to provide pricing to deliver our proposed literacy and science solutions. The site licensing pricing included in the proposal covers full licensing and associated professional development services based on enrollment.

Included below is:

- Site license pricing for KidBiz3000/TeenBiz3000/Empower3000, as well our offerings for unique populations: Achieve Intervention, Achieve Language, and Achieve Enrichment.
- Information about available discounts.
- Pricing for the eScience3000™ core science solutions for students in grades 6–8.
- Optional additional professional development costs.

Site License Pricing – Literacy Solutions

The following pricing is based on the use of all three literacy offerings for all schools and all students for one academic year. Inclusive in this pricing are our Achieve Intervention, Achieve Language, and Achieve Enrichment solutions for up to 30% of the students. Site licenses include onsite training/professional development. Number of schools will vary:

| Maximum Enrollment | Site Price | Number of Included Onsite PD Days per Building | Number of Schools |
|--------------------|-------------|--|-------------------|
| 100 | \$9,410.00 | 1 | TBD |
| 250 | \$15,925.00 | 2 | TBD |
| 375 | \$19,415.00 | 2 | TBD |
| 500 | \$25,300.00 | 3 | TBD |
| 675 | \$31,165.00 | 3 | TBD |
| 850 | \$36,885.00 | 3 | TBD |
| 1,175 | \$40,690.00 | 4 | TBD |
| 1,500 | \$42,165.00 | 4 | TBD |
| 3,000 | \$63,540.00 | 4 | TBD |

Pricing Discounts

Standard Volume Discounts

The following discounting would apply based on the number of schools and overall district enrollment within a single order:

| Volume of Schools Participating | % of Schools in District Participating | | | |
|---------------------------------|--|--------|--------|-------|
| | <25% | 25-49% | 50-99% | 100% |
| 1-24 Schools | 0.0% | 3.5% | 7.0% | 10.0% |
| 25-50 Schools | 5.0% | 8.5% | 12.0% | 15.0% |
| 51-75 Schools | 7.5% | 11.0% | 14.5% | 17.5% |
| 76-100 Schools | 10.0% | 13.5% | 17.0% | 20.0% |
| 101-200 Schools | 12.5% | 16.0% | 19.5% | 22.5% |
| 201+ Schools | 15.0% | 18.5% | 22.0% | 25.0% |

Multi-Year Order Discounts

The following discounting would apply for multi-year orders. Note, these discounts may apply in conjunction with the standard volume discounts listed above.

| Payment Terms | % Discount on Unit Cost |
|--------------------------|-------------------------|
| 1.5 Year, Up Front Plan* | 3.00% |
| 2 Year, Payment Plan** | 2.00% |
| 2 Year, Up Front Plan | 5.00% |
| 3 Year, Payment Plan* | 4.00% |
| 3 Year, Up Front Plan | 7.00% |

*Requires a minimum of 50% payment up front.
 **Requires a minimum of 60% payment up front.

Site License Pricing – Science Solution (eScience3000)

The following are the subscription costs for eScience3000 for one academic year for all schools and all students in grades 6–8. Price includes eScience3000 software licenses, LevelSet assessments, and onsite professional development services (2 days per package).

| Maximum Enrollment | Site Price | Number of Included Onsite PD Days per Building |
|--------------------|------------|--|
| 100 | \$8,110 | 2 |
| 250 | \$12,673 | 2 |
| 375 | \$15,666 | 2 |
| 500 | \$17,885 | 2 |
| 675 | \$21,168 | 2 |
| 850* | \$23,655 | 2 |

**For enrollments greater than 850 students, contact Achieve3000 for pricing.*

Pricing

Baker & Taylor is pleased to offer to the School Board of Sarasota County discounts from the current publisher's list price. The discounts extended by Baker & Taylor are discounts from the current publisher's list price, however, publisher's list price is subject to change without notice. Your discount will be applied to the publisher's list price at the time of shipment. Please refer to (Attachment A) for additional information.

Additionally, please find enclosed a brief description of Baker & Taylor's category types and their definitions (Attachment B). This will clarify to the District the criteria used to classify a particular binding category.

"Baker & Taylor's Enhanced Services Program" (Attachment C) describes in detail a valuable service that will save time and money when procuring titles from small and hard to find publishers. By utilizing B&T's vast publisher and title database, the schools can purchase a wide variety of low demand and small print run titles from associations and limited edition, repayment, and non-returnable publishers. These titles will be invoiced at list price plus a \$4.95 per unit surcharge.

Quotation Services (online or provided by our staff) are available free of charge. Formal quotes hold prices firm for order for 60 days.

Balance of Product Line Pricing

Prices listed for specific items (pgs. 16 and 17, items 6-28) will be held firm for 90 days; thereafter, the appropriate discount (as outlined on Attachment A) will be applied to the publisher's list price at the point of shipment. Discounts outlined on p. 16, items 1-5 and on Attachment A will be held firm throughout the contract period, however, publishers' list prices are subject to change.

Method of Ordering *(delivery only; pick-up services is not available)*

Please note below our mailing address, telephone number, and fax number for ordering:

Baker & Taylor, Inc.

Attn: Ordering Department
3584 Old Maysville Road
Commerce, GA 30529

Toll-Free Telephone Orders: 800-775-1100

Toll-Free Fax Orders: 800-775-7480

School Selection (On-Line Selection and Ordering Tool)

Our online site, created exclusively for schools, is designed to allow librarians to search for titles and to place orders via the Internet. The one million titles selected for this site are positively reviewed and/or award-winning titles along with special curriculum supporting titles belonging to a key series or publisher. Title information is updated on a daily basis.

Features include:

- *Select product by searching our extensive book title database of over one million titles. (Each entry displays B&T stock levels, with inventory updated daily).*
- *Search by a variety of criteria including title, author, ISBN, keyword, library subject, Dewey class, binding, publisher, awards, reviews, or Accelerated Reader, to name a few.*
- *Additional filters include publication date, language, binding type and grade level.*
- *Full text reviews are available for many titles (review sources are School Library Journal, Library Journal, Publishers Weekly, Criticas, Booklist, Book Report, Horn Book Guide, Horn Book Magazine, Library Media Connection, Library Talk, PW Annex, Technology Connection, E-Streams, and CD-Hotlist).*

- *Online collection analysis to evaluate a library's collection and provide title recommendations. Our Collection Analysis Tool (CAT) is available to*
 - *Analyze your library's current collection*
 - *Compare your collection to a choice of standard bibliographies*
 - *Convert your Holdings Analysis data into user-friendly graphs/charts*
 - *Provide a Weeding List of suggested titles to purge*
 - *Provide a Recommendation List of titles to purchase to fill in the gaps in your collection*

- *Create a quotation with prices valid for 60 days, using our Quotation feature.*

- *Create and maintain a shopping cart. All titles will display the publisher's list price. Titles selected for your cart will also display your discounted price.*

- *Send the order to Baker & Taylor via the Internet.*

- *Receive order confirmation within minutes of sending the order.*

School Selection can be accessed by any computer with Internet Explorer (version 5.0 or higher), and an internet connection of 56K or higher. In addition, School Selection is also compatible with MAC systems (OS9.x) in conjunction with either Internet Explorer or Netscape browsers.

Please see our website, www.baker-taylor.com, for details.

Delivery

Please see Section "Invitation to Bid", "Delivery", Item b for delivery information.

Baker & Taylor will provide all books F.O.B. Destination, with **Free Shipping** from your primary service center in Commerce, GA. Staff account orders (personal use) will be charged freight and delivered F.O.B. Shipping Point.

Invoices are generated at the point of shipment for tangible and intangible materials. Invoices for e-books will contain the requested information.

Invoices

Baker & Taylor's invoices will list unit price, unit discount, total discounted price, and purchase order number. The name of the person requesting the materials will appear only if included as part of the purchase order number. Baker & Taylor invoices can list books alphabetically by author or title, or in the same sequence as the original purchase order. Items not shipped will be listed on our status report, which will accompany your invoice. An invoice and status report will report on all items shipped, detailing the status of items not shipped.

Baker & Taylor's payment terms are Net 30 days from the date of invoice.

Return Agreement

Baker & Taylor will accept return of items that are damaged, defective, or incorrectly shipped. Please see the attached returns policy for further details on credits and returns. Additionally, your Customer Service Representative, Ms. Sandra Whitfield, is available to assist you with any questions regarding returns. Sandra can be reached at 800-775-1200, ext. 2770.

ADDITIONAL INFORMATION ABOUT BAKER & TAYLOR'S SERVICES

Cataloging and Processing

In addition to the discounts and pricing outlined on the Bid Form, Baker & Taylor would like to extend the following pricing for Cataloging & Processing services for books purchased from our firm:

Automated Processing FREE OF CHARGE

(includes a mylar jacket, spine label, date due slip, label protector, MARC record, and a barcode)

Baker & Taylor’s expertise in cataloging is built upon our cataloging system which produces its MARC and MicroLIF records from a database containing over 4.9 million records. Baker & Taylor’s automated bibliographic records are user-friendly, compatible with virtually every software system, and contain full cataloging information for more books than any other book distributor. Records will be provided for any title cataloged through Library of Congress. Please note, not all books are cataloged through Library of Congress.

MARC Records Online

Baker & Taylor’s MARC records for book or spoken word are available via our website at www.baker-taylor.com. This service is designed to allow registered customers to download the MARC record file associated with their Baker & Taylor shipment. By downloading the file through the Internet, there is no delay in receiving the MARC record information. For additional information, please contact your Customer Service Representative, Ms. Sandra Whitfield, at 800-775-1200, ext. 2770.

Customer Service

Your Customer Service Representative, Sandra Whitfield, is available to answer any questions you may have and can be reached at (800) 775-1200 ext. 2770. In addition, your Account Manager, Julie Cole, will be able to assist you on a local basis to insure accurate order and service fulfillment. Julie can be reached by calling (813) 719-8589.

Ordering

Baker & Taylor offers the following variety of ordering methods for books available to the **School Board of Sarasota County**. Orders may be placed by phone, fax, electronically, or by mail.

Baker & Taylor - Attention Order Dept.
Commerce Service Center
3584 Old Maysville Rd
Commerce, GA 30529

Toll-Free Telephone Orders: (800) 775-1100
Toll-Free Fax Orders: (800) 775-7480

E-Mail: orders@baker-taylor.com

www.baker-taylor.com
(School Selection)

Online Customer Support

Online Customer Support (OCS) is available to the School Board of Sarasota County via our website at www.baker-taylor.com. OCS is Baker & Taylor’s **free** web-based account management system. OCS’s sophisticated search options include the ability to query orders by Purchase Order Number, B&T Number, ISBN, and Order Date Range. You can also view detailed information, including order and account status, warehouse location, quantities and prices, and shipping details for UPS shipments. There’s even an option that helps you print invoices and order details for your records. Instant access, up to date information, and easy to use tools make OCS one more way we are making it easier for the School Board of Sarasota County to do business with Baker & Taylor, Inc.

Quotation Service (available online or prepared by Baker & Taylor staff)

Baker & Taylor will provide customized, all-inclusive price quotes upon your request. These quotes include the publisher’s list price, the earned discount, and the net price (after discount). Each quote can be further customized to include cataloging and processing charges for the titles you select. Our Quotation Service is **FREE OF CHARGE** and there is never any obligation to buy.

Order Typing Service

Baker & Taylor's Order Typing Service allows you the convenience of submitting handwritten orders, or simply stapling your purchase orders to pages torn or copied from various publications. For each desired item, include the title, author, and ISBN, if possible. All typing is done for you. This typing support includes the list price you'll be charged for each title. This service is completely FREE OF CHARGE.

Turtleback and Paw Prints Editions

Baker & Taylor is pleased to offer Turtleback and Paw Prints Books. These books feature the true-to-life color and appeal of the original cover art, over-laid with the toughest Mylar available. Books are cased in with a strong, reinforced hinge and durable two-part, acid free folded end sheet. Attention to superior construction and binding provides durable, appealing books your readers will love.

These books carry a life time guarantee. If, at any time, an edition does not live up to your expectations, we will replace or repair it at no charge. Contact your Customer Service Representative to arrange for a return. Stamped or processed books will not be accepted for refunds unless they are physically defective. Please check your order carefully before applying stamps, labels, or pockets.

Do Not Exceed

Baker & Taylor offers a Do-Not-Exceed Ordering System that guarantees maximum use of funds. To assure the Districts' dollars are being utilized; we have initiated a report that will track expenditures and orders processed. Orders are reviewed at a predetermined date after order entry and if Do Not Exceed has been met, the orders are automatically shipped. After placing orders, if Do Not Exceed has not been met, then the school representative will be contacted to place orders for additional titles.

Please note, Do-Not-Exceed limits will be applied on an order by order basis only.

CONCLUSION

Should you require any additional information regarding any products or services available from Baker & Taylor, please contact our Information Services Department at (800) 775-1800.

Please forward all future solicitations to the following address:

Baker & Taylor, Inc.
Attn: Pricing Services
2550 West Tyvola Road, Suite 300
Charlotte, NC 28217

Fax: 704-998-3260
E-mail: bids@baker-taylor.com

We look forward to a favorable reply to our offer and the opportunity to be of service. Please provide an award notification and tabulation of results for this solicitation. Your account profiles will be updated to reflect the terms of this contract, upon receipt of award notification.

Thank you for your time and consideration in this matter.

Sincerely,

Jennifer Rhye
Sr. Pricing Analyst

cc: Julie Cole, Account Manager

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Book)
School Board of Sarasota County
Osprey, FL

Baker & Taylor, Inc. is pleased to offer the discount terms and conditions contained in this Attachment A. The pricing grid below provides discounts for each product category offered by Baker & Taylor.

| Product Category | Category Definition * | Discount |
|-------------------------|--|---|
| I. | Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction) | 28.0 % |
| II. | Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction) | 28.0 % |
| III. | Adult Quality Paperback Editions (Popular Fiction & Non-Fiction) | 23.0 % |
| IV. | Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction) | 23.0 % |
| V. | Mass Market Paperback Editions | 23.0 % |
| VI. | Single Edition Reinforced (Juvenile) | 27.0 % |
| VII. | Publisher's Library Edition (Juvenile) | 21.0 % |
| VIII. | University Press Trade Editions | 5.0 % |
| IX. | Text, Technical, Reference, Small Press, and/or Titles of Limited Demand (May be of any binding and includes non-trade University Press titles and some spoken word audio) | 5.0 %** |
| X. | Imported English and Non-English Language Editions | 0.0 % *** |
| XI. | Enhanced Service Program | 0.0% + \$4.95/unit **** |
| XII. | Spoken Word Audio (primarily abridged) | 28.0 % |
| XIII. | Board Books | 27.0 % |
| XIV. | Novelty Items/Activity Books | 27.0 % |
| XV. | Special Programs, such as: - PawPrints Editions - Turtleback Editions | PawPrints = 20.0 % Turtleback = 20.0 % |

* Please see Attachment B for full category definitions, which are attached hereto and incorporated herein by reference. Material produced for TextStream print-on-demand services may fall into any material category, depending upon the relationship established with individual content suppliers.

** Titles which receive minimal publisher discount will be invoiced at publisher's list price.

*** Qualifying titles will receive a 5 % discount

**** Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge.

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Book)

Also, please note that:

- Publisher's list price is subject to change without notice.
- Except where otherwise noted, book discounts are applied to current publisher's list price at the time of shipment.
- Baker & Taylor reserves the sole right to be the final determinant of product categories, category definitions and price indicators. The discounts vary based on this determination.
- Titles are categorized by Baker & Taylor for pricing purposes by considering the binding, general marketing categories, demand for certain titles, preferred stock status, cost of acquisition, cost of distribution, and the size or type of publisher, as well as factors related to relationships with publishers such as shipping terms, payment terms, publisher's discount, returnability to publishers and other factors.
- Product categories, category definitions and price indicators are subject to change at Baker & Taylor's sole discretion, without notice, based upon the above-described factors for categorizing titles.
- For domestic titles where no publisher list price is assigned by the publisher, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For imported titles where no publisher list price is assigned by the publisher for the U.S. market, Baker & Taylor will assign such titles a U.S. dollar price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For PawPrints editions, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- Titles of limited demand or from small or specialty publishers generally are included in Product Category IX or Product Category XI.
- The discount terms and conditions in this Attachment A do not apply to Baker & Taylor's Continuations or Approval Programs.
- Baker & Taylor provides an invoice that identifies the publisher's current list price, the discount offered, and the exact price charged for each title ordered.

Category Definitions

- I. Adult Trade Hardcover Editions** *(may include some spoken word audio materials)*
High demand materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a trade edition would be: The Broker by John Grisham, ISBN: 0385510454.
- II. Juvenile Trade Hardcover Editions**
High demand, juvenile materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a trade edition would be: A Light in the Attic by Shel Silverstein, ISBN: 0060256737.
- III. Adult Quality Paperback Editions**
High demand paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: My Sister's Keeper by Jodi Picoult, ISBN: 0743454537.
- IV. Juvenile Quality Paperback Editions**
High demand, juvenile paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: Charlotte's Web by E.B. White, ISBN: 0064400557.
- V. Mass Market Paperback Editions**
A standard rack size paperback typically found in bookstores or other retail outlets. An example of a mass market paperback would be: The Girl Who Loved Tom Gordon by Stephen King, ISBN: 0671042858.
- VI. Single Edition Reinforced**
A high quality binding designed to provide a long shelf life in a heavy use environment. Although the binding is fanned and glued it may not be sewn, which is typically found in the publisher library edition. Subject content can include both fictional and non-fiction works appealing to juveniles as well as adults. These bindings are identified by the publisher to Baker & Taylor. An example of a single edition reinforced binding would be: Bunnycula Strikes Again! By James Howe, ISBN 0689814631.
- VII. Publisher Library Editions**
Fiction as well as non-fiction materials appealing to both juveniles and adults, designed with the rugged durability required of the environment typically found in a library setting. Publisher Library Editions are traditionally of the highest quality, usually fanned, sewn and glued to provide the greatest possible shelf life of any binding. These bindings are identified by the publisher to Baker & Taylor. An example of a publisher library edition would be: If You Give A Pig A Pancake by Laura Joffe Numeroff, ISBN: 0060266872.
- VIII. University Press Trade Editions** *(may include some spoken word audio materials)*
This category would include any University Press Trade Editions, both adult and juvenile, and are subject to publisher reclassification. An example of a university press trade edition would be: The Oxford Companion to the Garden by Oxford University Press, ISBN: 0199551979.
- IX. Text, Technical, Reference, Small Press, and/or Titles of Limited Demand**
Category of materials includes, but is not limited to, text, technical, reference, professional medical, small press, and some university press titles (excluding University Press Trade Editions). It includes titles purchased from publishers on a non-returnable basis, those publishers that extend little discount to Baker & Taylor, and publishers whose titles have limited sales volume based upon a semi-annual review. It includes individual titles which do not qualify for preferred stock status (based upon a quarterly review) and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). Additionally, any publisher which is not in compliance with some of Baker & Taylor's purchasing requirements could be in this category. Materials in this category are both adult and juvenile and may be of any binding. Examples within this category would be: The Merck Index, ISBN: 0911910131, Strategies That Work, ISBN: 1571103104 and Beauty and the East ISBN: 1566563879
- X. Imported English and Non-English Language Editions**
Titles produced and distributed outside of the domestic US. These titles may be of any binding type and represent various publishers.
- XI. Enhanced Service Program Titles**
This category includes materials where Baker & Taylor receives no discount from the publisher, or prepayment is required by the publisher, or publishers which have restrictions on returns, or books of small or non-commercial publishers with limited sales volume based upon a semi-annual review. Any publisher which is not in compliance with Baker & Taylor's purchasing requirements would be in this category. Materials in this category may be of any binding. These titles will receive no discount and are subject to a service charge. An example within this category would be: Paths to Recovery, ISBN: 0910034311.
- XII. Spoken Word Audio**
Materials designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles can be either fiction or current non-fiction. An example of a spoken word audio edition would be: The Broker by John Grisham, ISBN: 0739316443.
- XIII. Board Books**
Durable materials from widely distributed domestic publishers designed for young children; pages are manufactured of heavy gauge cardboard to prevent tearing. These editions typically feature few pages, simple themes and colorful illustrations or photographs. An example of a board book would be: Runaway Bunny by Margaret Wise Brown, ISBN: 0061074292.
- XIV. Novelty Items/Activity Books**
Specially packaged gift set or novelty item related to a book product or attached as an accessory to a book product. These items would include a book with toy, rag books, washable cloth books, books with accessories or kits, electronic sound books, sticker books, tracing books or coloring books. This category also includes any non-book merchandise such as model kits, hobby kits, flash cards or jigsaw puzzles. An example of an item in this category would be: Chesterfield the Pig: Book and Toy, ISBN 0307145077.
- XV. Special Programs**
Programs, formats, or editions offered only by Baker & Taylor or not included in any other category. These programs include but may not be limited to PawPrints and Turtleback editions. Examples of items in this category would be: Clifford's Valentines Day by Norman Bridwell, ISBN 1435201736 (PawPrints prebound edition) and Mr. Putter and Tabby Spin the Yarn by Cynthia Rylant, ISBN 1417795565 (Turtleback prebound edition)

Enhanced Services Program

Baker & Taylor is pleased to provide a service that will save your library time and money when procuring titles from small and hard to find publishers. By utilizing B&T's vast publisher and title database, the library can purchase a wide variety of low demand and small print run titles from associations and limited edition, prepayment, and non-returnable publishers.

Baker & Taylor's Enhanced Services Program (ESP) provides the library with access millions of active book titles representing over 75,000 imprints. This breadth of coverage is greater than that of any other book industry wholesaler.

The ESP program builds on Baker & Taylor's already outstanding publisher relations by:

- Expanding our vendor relations team responsible for the follow-up of all publisher orders, improving the speed of delivery of all titles to the library;
- Widening our publisher base to include hundreds of small non-commercial publishers formerly considered apply direct by the book industry; and
- Increasing our reporting capabilities by providing order status reports for 100% of all titles not yet published, and by supplying anticipated publication release dates for all out-of-stock items.

In order to provide these enhanced title acquisition services, Baker & Taylor will apply a service charge to qualifying titles. Material where Baker & Taylor receives no discount from the publisher, or where prepayment is required by the publisher, or books of small, limited in-demand and/or non-commercial publishers will be invoiced at list price plus the \$4.95 per unit surcharge. For libraries concerned about purchasing these types of titles, B&T's Title Source for Windows can assist the librarian in researching a particular item's category and format. Surcharge titles will appear with a Y or Q in the discount code field. Additionally, you may contact your Customer Service representative or Information Services via phone, fax, or e-mail (btinfo@baker-taylor.com) to determine surcharge titles before placing an order.

As a convenience to the library, B&T can exclude these titles from all orders by adjusting the library's account profile setup. Please contact your Customer Service Representative for additional information.

Institutional Returns Policy
(Revised August 2007)

The following guidelines are required to ensure prompt handling of your return. All product returns (**excluding Book Leasing programs**) require prior authorization from a Customer Service Representative. **You may contact your appropriate representative via the toll-free number listed on your packing list.**

How to Obtain Return Authorization

Please use the Return Authorization Form from your shipment's packing list to make all returns. Contact your Customer Service Representative for return authorization. **All claims must be made within 45 days from the date of invoice.**

1. When calling for return authorization, please have the following information available:
 - A. Return Authorization Form
 - B. Your account number and ATS# from the shipment's packing list (located mid-page under the Return Authorization Form explanation)
 - C. Reason for the claim/return
 - D. Action being requested -
 1. Replacement of product
 2. Credit to your account; no replacement product necessary
2. Your Customer Service Representative will assign your return an authorization number (RTA#). To expedite the process, please clearly mark the RTA# on the Return Authorization Form and on the outside of the carton in the upper right corner from the shipping label.
3. Make your return via an insured and traceable carrier; Baker & Taylor is not liable for returns lost in transit.
4. **Products incorrectly shipped by Baker & Taylor may be returned with authorization within 45 days of the product's date of invoice.** Product(s) meeting the definition of Publisher defective may be returned with prior authorization within six months of the product's date of invoice. Products purchased with value-added processing services which have been shipped as ordered are considered non-returnable.

DAMAGED SHIPMENTS: If you receive a damaged carton(s) which resulted in damaged product(s), please hold the product(s) and save the carton for Carrier inspection. If the damage is visible at the time of delivery, bring it to the Carrier's attention and note it on the Bill of Lading. Then, contact your Baker & Taylor Customer Service Representative via the toll-free number listed on the packing list.

CLAIMING SHORTAGES: Please check your packing list or invoice before claiming shortages. **All claims must be made within 45 days from the product's invoice date.** Please ensure you have received all cartons of a shipment prior to signing for receipt from the Carrier. Cartons you have signed for as received from the Carrier are not claimable as shortages from Baker & Taylor.

INTERNATIONAL CUSTOMERS ONLY: For information on making returns of damaged, defective, or incorrect products, please contact your local International Sales Office or our International Customer Service Department in Momence, Illinois (FAX: 815-472-9886). You may also refer to the website at <http://www.baker-taylor.com/international/return>.

All returns should be sent to:

Baker & Taylor Returns Center
Department R
5055 W. 79th St.
Indianapolis, IN 46268

Axis 360 Overview

Axis 360 is Baker & Taylor's digital content hosting and delivery platform which provides managed access to electronic materials for authenticated users of library resources.

The Axis 360 platform enables libraries to assemble a repository of digital materials and to make those materials available for download to the computers or portable ereading devices owned by users. Leveraging cloud-based hosting and the free Blio Reader software application, content is delivered to qualified borrowers for a time period set by the Library's Axis 360 platform administrator. The Blio Reader application runs on all major operating systems including Windows XP, Vista and Windows 7 and 8, Apple iOS and the Android OS. The ePub / Adobe Digital Edition option also adds delivery to Nook, Sony Reader, Kobo and other devices that require files protected by Adobe DRM.

Blio Reader

Axis 360 uses the Blio Reader to enhance the user's reading experience. Books delivered via Blio have the same layout, fonts and full-color images that appear in the print versions of the work.

Blio ebooks can read aloud to you, highlighting each word as it is pronounced, so you can follow along. Settings options within the Reader also allow text to speech (TTS) rendering to be controlled for reading instruction. Users can change parameters so that TTS will pause after a single sentence, a paragraph, or a page, or read continuously, with automated page turning, right on through to the end of the book. (Text to speech rights are assigned by publishers).

Blio provides for all books a menu of reference tools. Users can look up words they might not be familiar with or get more information on a topic by searching Google, Bing, and other online resources via the embedded browser without ever leaving the book. Users can highlight, take notes, add pictures, and even web links to the notes section of each book.

For users of smaller-format reading devices, Blio offers ReadLogic, a feature that goes way beyond text reflow. When a full page cannot readably fit your device's screen size, ReadLogic knows to automatically zoom and navigate to the next logical place in the book for you to read, whether it's the next paragraph, a caption, or a sidebar.

Publishers now are also creating new kinds of digital books -- texts that may contain audio or video files or interactive elements. The Axis 360 platform and Blio Reader support the full range of ebook enhancements from publishers.

Cloud-Based Delivery

All of a user's digital materials are aggregated within the Blio application on a single book shelf in the cloud, and these materials are accessible from any device running the Blio Reader. This allows any content to be synched across all devices running the Blio Reader software. A user of Blio can begin reading material on their desktop, make notes on pages, create bookmarks and highlight text, and then open Blio Reader on another device. Though cloud-based synching, the user can access all of their work along with the ebook, open to the page where they left off reading on the first device.

Materials are available to loan on a one book – one user model. At the end of the defined access period, digital rights management programming, which governs the availability and use of the electronic content, will expire, and the user's copy is returned to the institution's digital repository for use by another patron. Copies of books returned to the institutional repository are available to loan to a new user and will be delivered as a pristine copy, ready for that user to annotate and bookmark, if desired.

Data Exchange with Integrated Library Systems

The Axis 360 platform can be configured to leverage components of integrated library systems (ILS). For example, integration with the ILS can allow for authentication via the patron database to manage user access privileges. Integration with the ILS can also provide direct data exchange with the ILS circulation module, so that the library will be able to pull circulation statistics for digital materials from the same source generating physical material usage information.

Meeting Accessibility Requirements for Schools, Libraries and Students

Standards relating to accessibility of electronic and information technology have their origin in two sections of the Rehabilitation Act of 1973, as amended, and in related provisions of the Americans with Disabilities Act (ADA) of 1990. These provisions apply to public entities such as schools and libraries and generally require such entities to use technology for electronic content which is accessible to and usable by individuals with disabilities.

Blio has been designed to provide a rich and enjoyable reading experience for all users as well as a fully accessible reading experience for individuals with disabilities, in compliance with federal access standards. With Blio, blind patrons, using commonly available and widely-used screen reader technology, can fully access all books chosen for use. Low vision users can use Blio to magnify books to read them in large print. Print disabled users, such as dyslexic users or those with lower literacy skills, can use Blio's ability to read aloud while highlighting words to access materials. Physically disabled users who require alternative keyboard devices to access electronic materials can use Blio via built in keyboard alternatives.

As a result, Blio is designed to provide accessibility directly to end users with no intervention by school or library personnel to prepare materials or to provide investment in various assistive technology products. In short, by choosing to use Blio, administrators and library personnel can be assured of meeting their obligation to provide accessible ebooks and ebook technology to persons with disabilities.

Annual hosting fees for services are dependent on the service levels and needs of the District. We will be pleased to provide a customized pricing quotation; please contact our offices for additional information.

E-Books (e-content) are invoiced at list price.



Delta Education

...because children learn by doing.[®]

80 Northwest Boulevard • Nashua, NH 03063
603-579-3433 • 800-258-1302 • Fax 866-767-6942
www.deltaeducation.com

February 28, 2013

The School Board of Sarasota County, Florida
101 Old Venice Road
Osprey, Florida 34229

Delta Education is pleased to offer the following catalog discount for Science Supplies and Equipment:

Bid Number: 13-0040 Classroom Instructional Materials

Discount: \$0.00 to \$249.99 list price
\$250.00 to \$499.99 a 5% discount
\$500.00 to \$999.99 a 10% discount
\$1000.00 a 15% discount

Exclusions: **No discount on School Specialty Science Exclusive Products.** Items excluded from this discount are all Living Material items, Delta Exclusive items, which includes FOSS, Delta Science Modules (DSM), SCIS 3+, and Science in a Nutshell.
Discount does not apply to any other School Specialty Catalogs or Flyers.

Catalog(s): The above discount schedule applies to only the following catalog(s):

2013 Delta Education PreK-8 Science Catalog

Contract Period: April 1, 2013 through March 31, 2014

Shipping: 6% shipping on all items. Living Materials items are subject to additional charges. Please see catalog order information for charges.

Contract: Please refer to the bid code **2013CD**. Please use this number on all purchase orders to ensure your guaranteed pricing.

Payment Terms: Net 30 days.

We appreciate your business and look forward to working with The School Board of Sarasota County, Florida. If you have any questions regarding this contract please contact me at 800-258-1302 ext. 3511.

Thank You

Trish Kooker
Assistant Secretary

School Board of Sarasota County Discount Summary

Follett Library Resources, Inc. is a full service PreK-12 distributor of a wide range of solutions designed to assist schools in improving student learning. Quality print materials are combined with digital resources including eBooks, online digital subscriptions, and reference databases to support schools in a 21st century learning environment. Follett Library Resources also provides an enormous number of audiovisual materials, early literacy and bilingual materials, early childhood materials, professional resources, Accelerated Reader software and much more.

Library, Classroom, or Instructional Books – Up to 45%. Follett Library Resources, Inc. online catalog, titlewave.com, prices reflect up to 45% discount for trade, paperback & eBooks, up to 30% for library binding, up to 40% for general reference and a 30% discount from the published list price for FollettBoundSM Platinum books.

Early Childhood & Special Education Materials – Up to 45%. Follett Library Resources, Inc. online catalogs, titlewave.com & follettearlylearning.com, prices reflect up to 45% discount for Special Education and Early Childhood Materials may include AV Materials, Books, Bilingual Materials, Teacher Resources, Educational Games and Manipulatives, including LeapFrog[®] TAG[™] School Reader, Home-to-School Professional Resources, Language Arts, Class Sets and Dictionaries.

Audiovisual Materials – 0% Additional Discount. Follett Library Resources, Inc. offers Playaway[®] Digital Audiobooks, Catalyst[™] Digital downloadable audio books, Playaway View pre-loaded video players, MP3-CDs, DVDs, Blu-Ray Disc[™] DVDs, CDs, Read-Along Kits, and Audiocassette titles.

Renaissance Learning[™] Reading Software Products – 0% Additional Discount. Follett Library Resources, Inc. is a licensed reseller for Renaissance Learning Reading Software products.

Online Databases - Follett Library Resources, Inc. offers ABC-CLIO[®], Capstone[™] Digital, Rosen[®], Rourke[®], Tumbleweed[®] Press, and A.W.E. online databases. Discounts may be available for multi-database or multi-site purchases.

Discount Structure

Follett Library Resources' titlewave.com prices reflect up to 45% discount on trade, paperback & eBooks, up to 30% discount for publisher's library binding, up to 40% discount for general reference, up to 15% on school library, single editions and short discount books and 30% discount off the published list price for prebound books. Titlewave.com is net priced.

School / Library Binding

Discount up to 15%

(Discounted price is reflected on our on-line catalog)

Single Editions / Short Discount

Discount up to 15%

(Discounted price is reflected on our on-line catalog)

Publisher Library Binding

Discount up to 30%

(Discounted price is reflected on our on-line catalog)

Prebound Hardcover Binding

Discount 30% off the Published List Price

(Discounted price is reflected on our on-line catalog)

Prebound Paperback Binding

Discount 30% off the Published List Price

(Discounted price is reflected on our on-line catalog)

General Reference Books

Discount up to 40%

(Discounted price is reflected on our on-line catalog)

eBooks

Discount up to 45%

(Discounted price is reflected on our on-line catalog)

Paperback Binding

Discount up to 45%

(Discounted price is reflected on our on-line catalog)

Trade Binding

Discount up to 45%

(Discounted price is reflected on our on-line catalog)



*WZ Group dha
Booksource*

Clarifications for BID #13-0040

Shipping

Booksource offers free standard shipping on all orders; rush shipping can be requested at the customer's expense.

Discount

Booksource offers a 30% discount off current publisher list price at the time of purchase. This discount applies to titles where Booksource receives a standard publisher discount. On average, 98% of Booksource's New Softback and New Hardback titles were purchased at standard publisher discount. Booksource offers a 0%-10% discount off current publisher list price at the time of purchase on titles where Booksource receives a short publisher discount. The discounts for New Textbooks and New Digital Instructional Material vary by publisher.

Special Orders

Titles deemed special order (not cataloged) require a 10 book minimum purchase. Special order titles are non-returnable.

Discrepancies

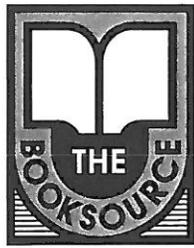
Booksource will replace all shorted or damaged product at no expense.

Vina-Clad

Booksource offers a prebound (Vina-Clad) binding service; add \$5.50 to the discounted price per title. Prebound titles are non-returnable.

Backorder Policy

Customers have the option to allow for backorders or to have an order held until all items are in stock. We use a notification system that is sent electronically to the email address provided on the Purchase Order. If no email address is provided, the system will default to fax or written notifications. Notifications are sent upon order receipt and order completion. Initial orders will ship within seven to ten business days upon Purchase Order placement, while backordered items, if any, will ship complete within 30-45 days, pending publisher availability. In the event that a title(s) is out of stock beyond the 30-45 day period, the customer will be notified and has the option to cancel or substitute title(s).



BOOKSOURCE BOOKROOMS

ORGANIZED &
READY-TO-USE

We've made it easy for you to meet the needs of your school's leveled reading program. Each of our three bookrooms features the best leveled authentic literature, balanced between fiction and nonfiction. Ten fiction and ten nonfiction titles are included for each level.

A Booksource Bookroom arrives organized and ready-to-use. You'll receive six copies of each title and level labels attached, plus labeled bags and book baskets to hold them.



Grades K-2 - Levels A-M

260 Titles
1,560 Books Total
26 Baskets

BR-ELE 12-13
List Price \$9,127.66
Discounted Price
\$6,993.04

Grades 3-5 - Levels H-W

320 Titles
1,920 Books Total
42 Baskets

BR-INT 12-13
List Price \$13,448.34
Discounted Price
\$10,280.69

Grades 6-8 - Levels Q-Z

200 Titles
1,200 Books Total
28 Baskets

BR-MID 12-13
List Price \$9,996.22
Discounted Price
\$7,621.24

For more information or to request
a catalog call 800-444-0435 or visit
www.booksource.com.



CONNECT WITH US



Exclusions From Our Offers

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. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, computer Software & equipment, curriculum, assessments, screening materials & Professional Training & development services, “All About ECERS-R”, “All About ITERS-R”, TAG Reading Centers, Tot Tree (#96616) .

Next day air, 2nd day air and K-Truck Delivery services are excluded from our free freight offer.

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