

**NORTH COUNTY EDUCATIONAL PURCHASING CONSORTIUM  
AWARDED VENDOR LIST**

<b>BID TITLE:</b> Science Supplies	<b>SPONSORING DISTRICT:</b> Bonsall Unified School District
<b>BID NUMBER:</b> 2020-201B	<b>DISTRICT CONTACT:</b> Alexis Kohler
<b>CONTRACT PERIOD:</b> January 1, 2020 thru December 31, 2020	(760) 631-5200 ext. 1007
<b>MINIMUM QUANTITY FOR FREE FREIGHT:</b> \$50.00	alexis.kohler@bonsallusd.com

VENDOR NAME	ADDRESS	PHONE/FAX NUMBER WEBSITE	CONTACT NAME
Acorn Naturalists	14742 Plaza Dr., Suite 100 Tustin, CA 92780	800-422-8886 - Toll Free 800-452-2802 - Fax <a href="http://www.acornnaturalists.com">www.acornnaturalists.com</a>	Mika Stonehawk <a href="mailto:info@acornnaturalists.com">info@acornnaturalists.com</a>
Bio Corporation	3910 Minnesota St. Alexandria, MN 56308	800-222-9094 - Toll Free 800-332-9094 - Fax <a href="http://www.biologyproducts.com">www.biologyproducts.com</a>	Brianna DiMartino <a href="mailto:info@biologyproducts.com">info@biologyproducts.com</a>
Carolina Biological Supply Co.	2700 York Rd. Burlington, NC 27215 <b>Proposal No. P104999</b>	800-334-5551 - Toll Free 336-538-6330 - Fax <a href="http://www.carolina.com">www.carolina.com</a>	Deb Penny <a href="mailto:quotations@carolina.com">quotations@carolina.com</a>
Fisher Science Education	4500 Turnberry Dr., Suite A Hanover Park, IL 60133 <b>Account #: 743651-001</b>	800-955-1177 - Toll Free 800-955-0740 - Fax <a href="http://www.fisheredu.com">www.fisheredu.com</a>	Roger Wedig 619-200-0944 <a href="mailto:roger.wedig@thermofisher.com">roger.wedig@thermofisher.com</a>
Flinn Scientific, Inc.	PO Box 219 Batavia, IL 60510 <b>Quote #: 214934</b>	800-452-1261 - Toll Free 866-452-1436 - Fax <a href="http://www.flinnsci.com">www.flinnsci.com</a>	Jim Nesbit <a href="mailto:flinn@flinnsci.com">flinn@flinnsci.com</a>
hand2mind, Inc.	500 Greenview Court Vernon Hills, IL 60061	800-445-5985 - Toll Free 800-382-9326 - Fax <a href="http://www.hand2mind.com">www.hand2mind.com</a>	Elizabeth Rodriguez 847-968-5216 <a href="mailto:bids@hand2mind.com">bids@hand2mind.com</a>
KLM Bio Scientific	8888 Clairemont Mesa Blvd., Suite D San Diego, CA 92123	858-571-5562 858-571-5587 <a href="http://www.labsuppliesusa.com">www.labsuppliesusa.com</a>	Lolizon Victorio <a href="mailto:loli@labsuppliesusa.com">loli@labsuppliesusa.com</a>
PASCO Scientific	10101 Foothills Blvd. Roseville, CA 95747 <b>Reference #: QT114241</b>	800-772-8700 - Toll Free 916-786-7565 - Fax <a href="http://www.pasco.com">www.pasco.com</a>	Greg Montgomery <a href="mailto:bids@pasco.com">bids@pasco.com</a>
Quill LLC	100 Schelter Road Lincolnshire, IL 60069 <b>Account #: 6923074</b> <b>Quill Bid #: 19-20821</b>	800-634-4809 - Toll Free 800-789-2016 - Fax <a href="http://www.quill.com">www.quill.com</a>	Romi Moormeier <a href="mailto:bid@quill.com">bid@quill.com</a>

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<b>MINIMUM QUANTITY FOR FREE FREIGHT:</b> \$50.00		alexis.kohler@bonsallusd.com	
<b>VENDOR NAME</b>	<b>ADDRESS</b>	<b>PHONE/FAX NUMBER WEBSITE</b>	<b>CONTACT NAME</b>
School Outfitters	3736 Regent Ave. Cincinnati, OH 45227	800-260-2776 - Toll Free 800-494-1036 - Fax <a href="http://www.schooloutfitters.com">www.schooloutfitters.com</a>	Queenie Takougang <a href="mailto:queenie.takougang@schooloutfitters.com">queenie.takougang@schooloutfitters.com</a> <a href="mailto:sales@schooloutfitters.com">sales@schooloutfitters.com</a>
School Specialty	PO Box 1579 Appleton, WI 54912-1579 <b>Account #666630</b> <b>Bid #: 7791197316</b>	888-388-3224 - Toll Free 888-388-6344 - Fax <a href="http://www.schoolspecialty.com">www.schoolspecialty.com</a>	Sita Beasley 310-200-5778 <a href="mailto:sita.beasley@schoolspecialty.com">sita.beasley@schoolspecialty.com</a> <a href="mailto:orders@schoolspecialty.com">orders@schoolspecialty.com</a>
Southland Instruments, Inc.	PO Box 1517 Huntington Beach, CA 92647	800-862-0447 - Toll Free 714-893-3613 - Fax <a href="http://www.southlandinstruments.com">www.southlandinstruments.com</a>	Edward V. Mascio <a href="mailto:emascio@southlandinstruments.com">emascio@southlandinstruments.com</a>
VWR International DBA: Sargent Welch & Ward's Science	5100 West Henrietta Rd. PO Box 92912 Rochester, NY 14692-9012	800-727-4368 - Toll Free 800-676-2540 - Fax <a href="http://www.sargentwelch.com">www.sargentwelch.com</a>  800-962-2660 - Toll Free 800-635-8439 - Fax <a href="http://www.wardsci.com">www.wardsci.com</a>	Debbie Potalivo 858-232-1748 <a href="mailto:debbie.potalivo@vwr.com">debbie.potalivo@vwr.com</a> <a href="mailto:sargentwelchcs@vwr.com">sargentwelchcs@vwr.com</a> <a href="mailto:wardscs@vwr.com">wardscs@vwr.com</a>

SPECIFICATIONS BID FORM

The North County Educational Purchasing Consortium is seeking bids for science supplies and equipment for the period 1/1/20 through 12/31/20. The Consortium would like to have bids turned in based on discount rates off of list price in current catalogs. Please provide categories and percentage of discounts on bid form. All companies will factor in delivery costs on their bid percentages and percentages will hold firm for the duration of the 2020 calendar year to accommodate all orders from the Consortium. Items ordered from vendor must be delivered within ten (10) days unless other arrangements are made with ordering district.

Vendors submitting bids are required to indicate Catalog Numbers for which discount applies. In addition, catalogs will be forwarded to the Consortium Bid Administrator along with bid. Failure to comply will be considered non-responsive and bids will be rejected.

All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	0 - 20%
Physics	0 - 20%
Earth Science	0 - 20%
Chemicals	0 - 20%
Furniture	N/A
Lab Apparatus & Supplies	0 - 20%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	0 - 20%

Additional conditions or requirements:

Please see our attached Discount Policy and Shipping Terms.

Special order products also receive our standard discounts.

For large orders, contact us for a custom quote.

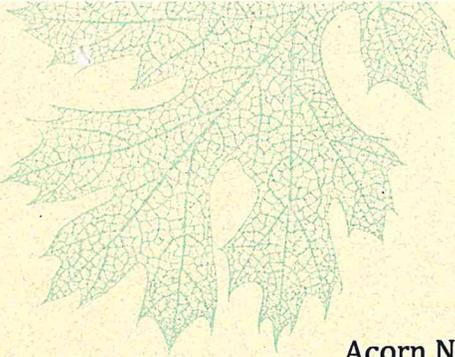
Exclusions: Product sets and website sale items are prediscounted and not eligible for additional discounts.

Signed:   
 Authorized Legal Representative Mika Stonehawk

Company: Acorn Naturalists

Date: 10/29/2019

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



# ACORN NATURALISTS®



## Acorn Naturalists' Discount Policy and Shipping Terms

All products in the Acorn Naturalists collection are discounted 10% when ordering 10 or more of the same item, with the exception of product sets (which already have been discounted) and website sale items. Waterford Field Guides are eligible for a 20% discount when ordering 20 or more of the same guide. In addition, some product series have "mix/match" pricing, giving you 10% off when ordering a total of 10 or more items.

All product prices, including shipping charges, stated in each catalog are guaranteed until the release of the next annual catalog. For written bids, **product discount percentages will remain in effect** throughout the length of the bid contract.

**Shipping charges** are based on the merchandise subtotal. For ground delivery anywhere in the United States, for orders under \$70.00 add \$6.95; on orders between \$70.00 - \$800.00 add 10%; on orders between \$800.00 - \$3,000.00 add 7%; and on orders that exceed \$3,000.00, shipping is free. For information on other shipping arrangements, please call or visit our website.

### About Us

Acorn Naturalists offers innovative resources that advance NGSS, STEM, and environmental education, including: curriculum guides, animal replicas and models, track and scat activities, educational kits and games, magnifiers and microscopes, displays and posters, insect and aquatic nets, LaMotte environmental test kits, earth science resources, and other materials for the field and classroom.



Resources for the Trail and Classroom®

14742 Plaza Drive, Suite 100, Tustin, CA 92780  
Phone (714) 838-4888 Fax (714) 838-5869 [acornnaturalists.com](http://acornnaturalists.com)

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All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	5% off current catalog
Physics	
Earth Science	5% off current catalog <sup>BD</sup>
Chemicals	5% off current catalog
Furniture	
Lab Apparatus & Supplies	5% off current catalog
Equipment (i.e., Microscopes, cabinets, scales, etc.)	5% off current catalog

Additional conditions or requirements:

5% off current catalog,  
Free UPS Ground Shipping on orders \$50.00

Exclusions: No rail packing, no live materials

Signed: Ben Martz  
Authorized Legal Representative

Company: Bio Corporation

Date: 10/28/19

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CATEGORIES	BID PERCENTAGES
Biology	5%
Physics	5%
Earth Science	5%
Chemicals	5%
Furniture	0%
Lab Apparatus & Supplies	5%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	5%

Additional conditions or requirements:  
Please see attached Carolina Proposal letter for discount exclusions and freight terms. Pricing is a discount from list unit price at [www.carolina.com](http://www.carolina.com).

Exclusions: Please see attached Carolina Proposal letter for discount exclusions and freight terms.

Signed:   
 Authorized Legal Representative

Company: Carolina Biological Supply Co.

Date: 11/11/19

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***

11/11/2019

Alexis Kohler  
Purchasing and Risk Management Director  
North County Educational Purchasing Consortium  
31505 Old River Road  
Bosnall, CA 92003

Dear Ms. Kelly,

We propose to furnish all of your requirements as selected from our catalogs and web site for the period of 1/1/20 to 12/31/2020, all in accordance with the following terms and conditions.

- a) Purchase orders shall be issued to cover requirements from time to time and shall reference to this Proposal No. **P104999**.
- b) Prices shall be as listed on our web site, [www.carolina.com](http://www.carolina.com), less a 5% discount. Furniture items and accessories and Distance Learning Kits are excluded from our discount offer.
- c) Our web site, [www.carolina.com](http://www.carolina.com), offers the ability to receive your contract pricing, use a Purchase Order, and receive tax-exemption if qualified. To enable these features on your Carolina Online Account, please call Customer Service at 800.334.5551 (8am to 8pm, ET, Monday-Friday) before creating your own Carolina Online Account.
- d) On orders of \$200.00 or more, prices will be freight prepaid except on living, perishable, hazardous chemicals, kits containing hazardous chemicals, drop ship items, and preserved specimens. Freight prepaid shipments are cheapest/best way. Motor freight shipments are dock delivery only. Inside delivery for motor freight shipments and expedited shipping methods are an additional charge. Shipping and handling charges will be added to all orders less than \$200.00.
- e) This proposal cannot be used in conjunction with any other bid responses, phone or written quotations, price agreements or promotions. **Smithsonian STC™ products and Building Blocks of Science® will be sold at list price with no discount and freight charges will be added to the billing invoice.**
- f) Invoices shall be rendered for each individual shipment with corresponding packing list included with each delivery. Our terms are net 30 days.
- g) Please provide, upon award of contract, a list of all schools and addresses participating in this contract. This information is very important and will insure all schools receive contract pricing.
- h) A form has been included with this proposal letter to help facilitate this request. Please photo copy the form if more sheets are needed. If your school district already has a separate form of all participating schools please feel free to use it, and discard the form we have included.

Please mail or fax the forms to the address or fax number at the top of the form, Attn. Quotation Department.

We are pleased to submit this proposal with our assurance that the basis of the prices offered and the method of billing will afford you the lowest cost, in as much as all guess-work and contingencies to cover estimated weight and transportation costs, normally considered in specified quotation, are eliminated.

Your interest is appreciated, and we hope that we may be of assistance to you in the future. Please make sure our Proposal Number **P104999** appears on all purchase orders and correspondence.

Sincerely,

A handwritten signature in black ink, appearing to read 'Deb Penny', with a long, sweeping flourish extending to the right.

Deb Penny  
Quotation Specialist

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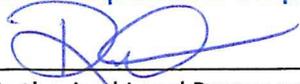
CATEGORIES	BID PERCENTAGES
Biology	30%
Physics	30%
Earth Science	30%
Chemicals	30%
Furniture	30%
Lab Apparatus & Supplies	30%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	30%

Additional conditions or requirements:

30% off Catalog Pricing from the "Fisher Science Education 2020 General Catalog through 12/31/2020. Starting 1/1/2021, discount will be off the current published list prices.

Catalog discounts are subject to a GP Floor of 15.0%

Exclusions: Discount excludes non-catalog, special order, sale/clearance items and items that end with "ND". Free Freight on all orders , excluding Live, Hazardous, Motor Freight Items and expedited shipping.

Signed:  \_\_\_\_\_  
 Authorized Legal Representative

Company: Fisher Scientific Company LLC

Date: 11/4/19

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



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**NORTH COUNTY EDUCATIONAL PURCHASING CONSORTIUM, CA**  
**2020 Pricing Agreement**  
**Bid # 2020-201B Science Supplies**

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Fisher Science Education is pleased to offer the following discount program:

**Discount:** **30% off** Catalog Pricing from the "Fisher Science Education 2020 General Catalog" through 12/31/20. Starting 1/1/21, discount will be off the current published list prices. Discount excludes items that end with "ND". Catalog pricing is updated every January of the subsequent year. **15% off** Fisher Scientific Research Catalog and online research portfolio. No item will be discounted below Fisher Science Education's cost. All items are subject to a cost plus 15% safety net. Catalog pricing is updated every January of the subsequent year.

**Freight:** Free Freight on all orders excluding Live, Hazardous and Motor Freight Items.

- *A hazardous materials surcharge of \$15.00 per order will be charged where applicable.*
- *Motor freight ("MF" suffix items) charges are calculated on the type of delivery required and weight of the item at the time of your order.*

**Valid dates:** **January 1, 2020 through December 31, 2020**

**Terms:** Discounts Apply to Current Catalog Prices Only and are not Applicable to Sale Items or Special Quotations

**Reference #:** **743651-001**

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District specific pricing is available to registered users at [www.fisheredu.com](http://www.fisheredu.com). Please visit us online or contact your Sales Representative for details on how to activate your account.

**Your dedicated Fisher Science Education Sales Representative is:**

**Roger Wedig**

**Phone:** 619-200-0944

**Fax#:** 800-955-0740

**E-mail:** [Roger.wedig@thermofisher.com](mailto:Roger.wedig@thermofisher.com)

Fisher Science Education  
4500 Turnberry Drive  
Hanover Park, IL 60133

Phone: 800-955-1177

FAX: 800-955-4763

E-Mail: [fse.bids@thermofisher.com](mailto:fse.bids@thermofisher.com)

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All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%
Physics	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%
Earth Science	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%
Chemicals	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%
Furniture	0
Lab Apparatus & Supplies	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	0 - \$4,999.99 12% \$5,000 - \$24,999.99 18% \$25,000 AND ABOVE 24%

Additional conditions or requirements:

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Exclusions: PLEASE SEE INCLUDED FLINN QUOTE FORM FOR EXCEPTIONS TO DISCOUNT AND FREE SHIPPING

Signed: *John Ferrell*  
Authorized Legal Representative

Company: FLINN SCIENTIFIC INC

Date: 11-8-2019

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***

# Flinn Scientific, Inc.

"Your Safer Source for Science Supplies"

P.O. Box 219 flinn@flinnsci.com  
Batavia, IL 60510 www.flinnsci.com  
(800) 452-1261 FEIN No. 36-2926914

## Quotation

Flinn Quote Number: 214934

Quote Date: 11/11/2019

Freight Terms: FOB DESTINATION

Payment Terms: Net 30 Days

Expiration Date: 12/31/2020

Customer RFQ: 2020-201B

Quote For:

BONSALL UNION SCHOOL DISTRICT  
ALEXIS KOHLER  
31505 OLD RIVER ROAD  
BONSALL CA 92003

Page: 1

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### PREFERRED CUSTOMER PURCHASING CONTRACT

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Flinn Scientific, Inc. is honored to offer you the following quote terms which apply to most items in the Flinn Chemical and Biological Reference Manual:

**Discount:**

Sliding Discount Scale on Most Flinn Catalog Items

Order Amount up to \$4,999.99	12.000% discount
Order Amount between \$5,000.00 and \$24,999.99	18.000% discount
Order Amount above \$25,000.00	24.000% discount

**Freight:**

Free Shipping on Most Catalog Items  
Minimum Order Amount to Qualify for Free Freight: No Minimum

**Exceptions to Discount:**

Live Material  
Lab Furniture  
The Flinn Spectrophotometer (AP7026) & Accessories  
Computer Software  
Technology Products  
E-Learning

**Exceptions to Free Freight:**

Live Material  
Lab Furniture  
Hazardous Material Surcharges  
Items Requiring Truck Freight  
Technology Products

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Note standard exceptions.

By: **Jim Nesbit**  
Quote Coordinator

Please reference the Flinn Quote Number on your order.

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CATEGORIES	BID PERCENTAGES
Biology	15%
Physics	15%
Earth Science	15%
Chemicals	15%
Furniture	N/A
Lab Apparatus & Supplies	15%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	15%

**STEM kits** 15%

Additional conditions or requirements:

**The discount offered applies to all items in our current catalog. Please reference "NCEPC#2020-201B" on all quote requests and Purchase Orders to ensure receipt of discount.**

Exclusions: **Professional Development, hand2mind Custom and Publisher-Aligned Kits including but not limited to National Geographic NGSS Kits, Curriculum Associates Ready Mathematics kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.**

Signed: Elizabeth Rodriguez  
 Authorized Legal Representative

Company: hand2mind, Inc.

Date: 11/12/19

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CATEGORIES	BID PERCENTAGES
Biology	- living materials - 20% - preserved materials - 12%
Physics	18%
Earth Science	18%
Chemicals	10%
Furniture	No BID
Lab Apparatus & Supplies	20%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	18%

Additional conditions or requirements:

Discounts are off our online (website) catalog  
www.LabsuppliesUSA.com  
Free shipping on all orders except regulated chemicals.

Exclusions: Regulated chemicals will have Hazardous Fee.  
Non regulated chemicals ship free.

Signed:   
 Authorized Legal Representative

Company: KLM BIOSCIENTIFIC

Date: 10-28-2019

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CATEGORIES	BID PERCENTAGES
Biology	3%
Physics	3%
Earth Science	3%
Chemicals	3%
Furniture	N/A
Lab Apparatus & Supplies	3%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	3%

Additional conditions or requirements:

Please reference **QT114241** on all Purchase Orders to PASCO scientific.

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Exclusions: Textbooks and eBooks are excluded from discount pricing

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Signed:   
 Authorized Legal Representative

Company: PASCO scientific

Date: 10/25/19

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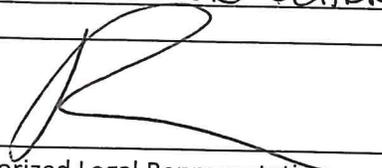
All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	5%
Physics	—
Earth Science	5%
Chemicals	—
Furniture	5%
Lab Apparatus & Supplies	5%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	5%

Additional conditions or requirements:

REFERENCE BID # 19-20821 ON ANY PURCHASE ORDERS THAT MAY RESULT FROM THIS BID.  
SEE COPY OF DELIVERY POLICY

Exclusions: SEE COVER LETTER FOR CATALOG DISCOUNT EXCLUSIONS

Signed:   
 Authorized Legal Representative

Company: Quill LLC

Date: 11-6-19

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



November 5, 2019

Alexis Kohler  
Purchasing and Risk Management Director  
North County Educational Purchasing Consortium  
Bonsall Unified School District  
31505 Old River Road  
Bonsall, CA 92003

Quill Bid Number: 19-20821  
Customer Bid Info: 2020-201B Science Supplies Bid  
Account Number: 6923074

Dear Alexis Kohler,

Thank you for your recent bid request. We appreciate your interest in Quill.com and are pleased to offer your organization free shipping along with a **5% column discount\*** on **virtually all items in our catalog** good through **December 31, 2020**.

Below are a few guidelines that we ask for you to follow to ensure the proper pricing and handling of your purchase orders:

- ❑ **Verbal or written acceptance** is requested to guarantee your discounts. Please see attached Bid Award Form. If any additional recap information is available, please forward as well. (this will allow us to review and revise our pricing in order to continue to provide the best product pricing available)
- ❑ Please use the Quill bid number above, Quill item numbers and prices that are referenced on your bid when placing purchase orders for easy and accurate processing. Orders will ship and invoice the same day, if orders must invoice and/or ship on or after a certain date this must be indicated clearly on your purchase order
- ❑ Please email your tax exempt form to [taxexempt@quill.com](mailto:taxexempt@quill.com) or fax to 800-499-8805.

Thank you once again for choosing Quill.com. We look forward to working with you in the future

Sincerely,  
Quill's Bid Department

\*Discount does not apply to Dell™ ink & toner; computer peripherals (digital cameras, scanners, PDAs and software); e-readers; desktop, laptop, netbook, and tablet computers; electronic office machines (copiers, fax machines and LCD projectors); printers; multifunction machines; office communications equipment (phones, radios, DVD players, TVs, VCRs, and camcorders); food; beverages; breakroom, cleaning and janitorial supplies; safety and maintenance items; vending and gumball machines; refurbished and closeout merchandise; taxes or freight charges. Discount does not apply to furniture unless you are a contract bid account. Sale prices, free offer deals, Top Seller/Best Price items, special order items and items beginning with the prefix "SPW" or "UNI", or indicated as an 'extended assortment' item are also excluded from this discount offer. We reserve the right to change our programs and their benefits, including shipping charges.



## Delivery Policy

- 99% in stock rate, 98% on time delivery
- Delivery to anywhere in the United States from one of our warehouse or directly from manufacturer.
- Ship to all 50 states including Alaska & Hawaii & 8 American Territories (AS, FM, GU, MH, MP, PW, PR & VI)

**Standard Shipping** is via UPS or Local Carrier within 1-2 business days (Mon-Fri) ARO stock.

- UPS automatically provides inside delivery (the driver will bring the merchandise inside to a main location-no desk top delivery).
- Standard shipping for items w/prefix of JV are normally 1-2 business days ARO stock, however, large quantities of an item may require longer delivery times-up to 5-7 business days ARO
- No shipping or processing fees within the 48 contiguous states.

**Large Volume Orders** may ship via Truck - Tailgate Delivery within 2-7 business days ARO.

- Tailgate Delivery means the driver is only responsible to get cartons to the end of the truck & customer is responsible for unloading and bringing inside the building. No shipping or processing fees
- A call 24 hours before a truck delivery can be arranged at no charge.
- Lift gates (cargo lift) can be requested for truck orders at no charge— you must note the PO.
- For an additional fee of \$25.00 the driver will assist in unloading cartons from truck & bring inside the building.
- Installation and or set/up is not included. Additional charges will apply based on weight & site conditions. Please call for quote.
- Pallet size is 48" X 42"
- We cannot guarantee full carton shipments due to our automated order system. In order to provide prompt delivery of your order, we may have to utilize stock from multiple warehouse locations.
- We cannot guarantee palletized shipments for large orders due to our automated order system. For us to ship larger quantities & provide prompt delivery service, we may have to utilize stock from multiple warehouse locations.

Quill's **Future Delivery** option enables a school to plan for future needs while securing today's low sale prices

- Schedule delivery & billing up to 4 months from the time of submitting your order
- Just write "Future Delivery" on your purchase order and the date you want the order to ship. If ordering online, simply click "Delayed Shipment" on the checkout screen.

**Orders from Alaska, Hawaii & American Territories** must include a stateside address for shipping.

- The customer is responsible for shipping the order from the stateside address to its final destination.
- Accounts that bill outside the United States will need to be assigned proper mail codes.
- In the event that a vendor is unable to deliver outside the contiguous 48 states, or to a PO Box, APO, or FPO addresses, a Customer Service Associate will contact you to help you find an alternate solution to satisfy your needs.
- Please call 800-982-3400 for more information.

### Back Order Procedure

Quill LLC operates 25 warehouses nationwide & partners with vendors & wholesalers to deliver products. If the warehouse nearest your location doesn't have the item, Quill will use one of its other warehouses or vendor/wholesaler to deliver the product in 1-2 business days for stock items. As a second option, Quill will suggest an item of equal or higher value at the same price. In the rare event that an item has to be backordered, Quill will notify you via phone, email, or fax of the issue & time frame you can expect your item.

SPECIFICATIONS BID FORM

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All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	N/A
Physics	N/A
Earth Science	N/A
Chemicals	N/A
Furniture	2%
Lab Apparatus & Supplies	2%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	2%

Additional conditions or requirements:

see Attached

Exclusions:

see Attached

Signed:

*Julie Muehman*

Authorized Legal Representative

Company:

School Outfitters

Date:

10-24-2019

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



*Furnishing great  
places to learn:*

November 13, 2019

Hello Alexis,

This is our submission for your Bid #2020-201B for Science Supplies. We are offering you a 2% discount off our already low website prices. Shipping will be added to each order as a separate line and will vary by items ordered. Thank you for the opportunity to provide this for you and please keep School Outfitters in mind for any future projects! If you have any questions or wish to place an order please call the School Outfitters Sales Department to receive your contracted price:

School Outfitters Sales Department  
1-800-260-2776  
1-800-494-1036 (fax)  
[sales@schooloutfitters.com](mailto:sales@schooloutfitters.com)  
<http://www.schooloutfitters.com>

Thank you,

Queenie Takougang  
National Contract Specialist  
School Outfitters-*Furnishing great places to learn*  
3736 Regent Avenue  
Cincinnati, OH 45212-3724  
1-855-619-3281  
1-855-619-3282(fax)  
[queenie.takougang@schooloutfitters.com](mailto:queenie.takougang@schooloutfitters.com)  
<http://www.schooloutfitters.com>

E. [sales@schooloutfitters.com](mailto:sales@schooloutfitters.com)

I. [www.schooloutfitters.com](http://www.schooloutfitters.com)

P. 800.260.2776

F. 800.494.1036

PO Box 141231  
Cincinnati, Ohio 45250-1231



**SCHOOL  
OUTFITTERS**

*Furnishing great  
places to learn:*

## Deviations

- **Freight will be added to each order as a separate line item and will vary by item and manufacturer.**
- **Inside delivery, lift gate, installation, assembly, and removal of debris services are available for an additional charge.**
- **Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order.**
- **Discounts are being offered off of our already discounted prices on our website:**
  - **[www.schooloutfitters.com](http://www.schooloutfitters.com)**
  - **Volume discounts are available – call for a quote!**
- **You must call, email or chat to receive your contracted prices.**

**E.** [sales@schooloutfitters.com](mailto:sales@schooloutfitters.com)

**I.** [www.schooloutfitters.com](http://www.schooloutfitters.com)

**P.** 800.260.2776

**F.** 800.494.1036

PO Box 141231

Cincinnati, Ohio 45250-1231

SPECIFICATIONS BID FORM

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All equipment will be FOB District. All others will be awarded based on percentage basis.

CATEGORIES	BID PERCENTAGES
Biology	35%
Physics	35%
Earth Science	35%
Chemicals	35%
Furniture	12%
Lab Apparatus & Supplies	35%
Equipment (i.e., Microscopes, cabinets, scales, etc.)	12%

Additional conditions or requirements:

Please see attached discount letter for details. 35% off supplies and 12% off furniture and equipment.

Exclusions: Please see attached discount letter.

Signed:   
 Authorized Legal Representative

Company: School Specialty Inc.

Date: 11/11/19

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



November 13, 2019

**North County Educational Purchasing Consortium  
Bonsall Unified School District  
31505 Old River Road  
Bonsall, CA 92003**

**Account # 666630**

**Bid Number: 2020-201B Science Supplies**

**School Specialty, Inc.** is proud to offer a wide assortment of items including our Premier, Frey, CPO and Delta brands. This expanded product offering ensures that all educator needs are satisfied by our wide selection of categories. We are pleased to offer the following catalog discount.

List Price Less **35%** on **Supply items.**

List Price Less **12%** on **Furniture and Equipment items (includes AV Tech).**

All discounts apply to the current year catalogs which are located on the School Specialty website at: <http://catalogs.schoolspecialty.com>. If you have not received your catalog, you can request a copy on the site as well.

\*(All catalogs may contain a limited number of items that are listed as "Net Price" and not eligible for any discounts. These items are indicated by an "N" prefix in the item number. Also excluded is any catalog that bears notation: no other discounts apply)

**Exclusions:** No discount on SSI, Delta, CPO, FOSS or Frey Scientific Exclusive Products with a prefix of "N" or "LN". Discount does not apply to any other School Specialty Catalogs, Flyers, or customized products. Please contact your Territory Sales Manager for Premier custom planner pricing.

***Contract Period:***

**Valid from January 1, 2020 through December 31, 2020.** Pricing for **contract period effective upon notification of award** referencing our Bid # 7791197316 to [bidwestnotices@schoolspecialty.com](mailto:bidwestnotices@schoolspecialty.com).

***Freight Terms:***

Parcel Item Orders ship free of charge. (9 and 5 prefix items)  
Truck/Freight Items ship free of charge. (6 prefix items).

**\*\*Live specimens (prefix L) and hazardous materials (prefix H) may incur additional charges. Please refer to [www.schoolspecialty.com](http://www.schoolspecialty.com) for more information.**

Sincerely,

Jamie Young  
Contract Coordinator





### Contact Information

- **Questions regarding this offer:** **Jamie Young**  
W6316 Design Drive  
Greenville, WI 54942  
Phone (800) 554-7632  
Fax (800) 675-1775  
Email: [bidwestnotices@schoolspecialty.com](mailto:bidwestnotices@schoolspecialty.com)
- **Territory Sales Manager** **Sita Beasley**  
Phone: **310-200-5778**  
Fax: 888-388-6344  
Email: [sita.beasley@schoolspecialty.com](mailto:sita.beasley@schoolspecialty.com)
- **Customer Care:** **Attn: Customer Care Department**  
*\*Questions regarding order status, shipment status, damages, shortages\**  
W6316 Design Drive  
Greenville, WI 54942  
Phone (888) 388-3224  
Fax (888) 388-6344  
Email: <http://customercare.schoolspecialty.com/track-your-order>
- **Order Processing:** **Attn: Order Department**  
*\*To place your order\**  
PO BOX 1579  
Appleton, WI 54912-1579  
Phone (888)-388-3224  
Fax (888)-388-6344  
[orders@schoolspecialty.com](mailto:orders@schoolspecialty.com)
- **Payment Remit To:** **School Specialty Inc.**  
32656 Collection Center Dr.  
Chicago, IL 60693-0326



SPECIFICATIONS BID FORM

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CATEGORIES	BID PERCENTAGES
Biology	
Physics	
Earth Science	
Chemicals	
Furniture	
Lab Apparatus & Supplies	
Equipment (i.e., Microscopes, cabinets, scales, etc.)	<del>**</del> * Please See Attached

Additional conditions or requirements:

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Exclusions: \_\_\_\_\_

Signed:   
 Authorized Legal Representative

Company: SOUTHLAND INSTRUMENTS INC.

Date: 11/7/2019

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



MICROSCOPES &  
MICRO VIDEO  
SYSTEMS

# SOUTHLAND INSTRUMENTS INC.

**BID # 2020-201B      NORTH COUNTY EDUCATIONAL PC**

*CATEGORY – SCIENCE SUPPLIES & EQUIPMENT*

*\*\* THESE DISCOUNTS APPLY TO MANUFACTURERS MSRP PUBLISHED*

LIST PRICE    FIND AT URL : WWW.SOUTHLANDINSTRUMENTS.COM

MANUFACTURER	QUANTITIES	DISCOUNT
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**MICROSCOPES:**

**\*\***

SWIFT	ANY QUANTITY	LESS 25%
NATIONAL	ANY QUANTITY	LESS 25%
LEICA	ANY QUANTITY	LESS 15%
ACCU-SCOPE	ANY QUANTITY	LESS 25%
KEN-A-VISION	ANY QUANTITY	LESS 20%
LABOMED	ANY QUANTITY	LESS 20%
MEIJI TECHNO	ANY QUANTITY	LESS 15%
MOTIC	ANY QUANTITY	LESS 15%
WALTER PRODUCTS	ANY QUANTITY	LESS 20%

**VIDEO , DIGITAL, AND DOCUMENTATION CAMERAS: \*\***

MICRO-VID HD	ANY QUANTITY	LESS 10%
KEN-A-VISION (FLEX CAMS)	ANY QUANTITY	LESS 25%
MOTICAM	ANY QUANTITY	LESS 10%
HOVER CAM	ANY QUANTITY	LESS 10%

PO BOX 1517



HUNTINGTON BEACH, CALIF. 92647

TOLL FREE 800 862-0447    FAX 714 893-3613

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Vendors submitting bids are required to indicate Catalog Numbers for which discount applies. In addition, catalogs will be forwarded to the Consortium Bid Administrator along with bid. Failure to comply will be considered non-responsive and bids will be rejected.

*(Please see attached Pricing Sheet)*

All equipment will be FOB District. All others will be awarded based on percentage basis.

*Sargent Welch*

CATEGORIES	BID PERCENTAGES
Biology <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Physics <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Earth Science <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Chemicals <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Furniture <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Lab Apparatus & Supplies <i>www.sargentwelch.com</i> <i>2019 Sargent Welch Catalog</i>	<i>33%</i>
Equipment (i.e., Microscopes, cabinets, scales, etc.) <i>www.sargentwelch.com, 2019 Sargent Welch Catalog</i>	<i>33%</i>

Additional conditions or requirements:

*Free ground shipping. Free ground shipping excludes overnight & expedited shipments. All items shipped by motor freight, live & temperature sensitive items. Hazardous surcharges will be charged one (1) flat fee of \$27.50 per order, per shipping location.*

*Exclusions: All items designated with a price ending in a "9" (i.e. xx.09, \$5.49, \$12.89 etc) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the on the Sargent Welch website are not eligible for the noted discount.*  
*\* Annual catalog & price updates in January of each new calendar year.*

Signed: *[Signature]*  
 Authorized Legal Representative

Company: *VWR International LLC (Sargent Welch + Woods Science)*

Date: *11/11/2019*

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***

SPECIFICATIONS BID FORM

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Vendors submitting bids are required to indicate Catalog Numbers for which discount applies. In addition, catalogs will be forwarded to the Consortium Bid Administrator along with bid. Failure to comply will be considered non-responsive and bids will be rejected.

All equipment will be FOB District. All others will be awarded based on percentage basis.

(Please see attached pricing sheet)

Ward's Science

CATEGORIES	BID PERCENTAGES
Biology <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Physics <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Earth Science <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Chemicals <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Furniture <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Lab Apparatus & Supplies <u>www.wardsci.com</u> 2019 Ward's Science Catalog	18%
Equipment (i.e., Microscopes, cabinets, scales, etc.) <u>www.wardsci.com</u> , 2019 Ward's Science Catalog	18%

Additional conditions or requirements:

Free ground shipping. Free ground shipping excludes overnight/expedited shipments, all items shipped by motor freight - live & temperature sensitive materials. Hazardous surcharges will be charged (one) flat fee of \$27.50 per order, per shipping location.

Exclusions: All items designated with a price ending in a "9" (i.e. xx.09, \$5.49, \$12.89 etc) will not be eligible for the noted discount. All items with a list price ending in a "9" will not be eligible for the noted discount. \*Annual catalog & price updates in January of each new calendar year.

Signed: [Signature]  
Authorized Legal Representative

Company: VWR International LLC (Sargent Welch + Ward's Science)

Date: 11/11/2019

**\*\* MUST BE COMPLETED, SIGNED AND RETURNED WITH BID.\*\***



5100 West Henrietta Road  
Post Office Box 92912  
Rochester, New York  
14692-9012

800 727-4368  
sargentwelch.com



5100 West Henrietta Road  
Rochester, NY 14586

**ATTACHMENT – Pricing Sheet – North County Educational Purchasing Consortium, CA  
Bid# 2019-201B, Science Supplies**

**SARGENT WELCH DISCOUNT OFFERING:**

**Discount:** 33%

Per the terms of the agreement, North County Educational Purchasing Consortium members will be entitled to a 33% discount off current year, 2019, catalog & website list prices, [www.sargentwelch.com](http://www.sargentwelch.com). **Note:** All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Sargent Welch website are not eligible for the noted discount.

**Freight**

F.O.B Destination. North County Educational Purchasing Consortium members will have free ground shipping on all orders, delivery 7-10 days ARO. Free ground shipping excludes expedited shipments, all items shipped by motor freight and live & temperature sensitive materials. **Hazardous surcharges** will be charged one (1) flat fee of \$27.50 per order, per shipping location.

**WARD'S SCIENCE DISCOUNT OFFERING:**

**Discount:** 18%

Per the terms of the agreement, North County Educational Purchasing Consortium members will be entitled to a 18% discount off current year, 2019, catalog & website list prices, [www.wardsci.com](http://www.wardsci.com). **Note:** All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Ward's Science website are not eligible for the noted discount.

**Freight**

F.O.B Destination. North County Educational Purchasing Consortium members will have free ground shipping on all orders, delivery 7-10 days ARO. Free ground shipping excludes expedited shipments, all items shipped by motor freight and live & temperature sensitive materials. **Hazardous surcharges** will be charged one (1) flat fee of \$27.50 per order, per shipping location.

**Note: Annual catalog/price updates in January of each new calendar year.**

**Sales Representative:**

**Debbie Potalivo**

**Ph# 858-232-1748**