



IU13 Collaborative Purchasing Program - Catalog Discount Bids

Audio Visual Supplies

<b>Vendor</b>	Adorama Inc.		
<b>Website</b>	<a href="http://www.adorama.com">www.adorama.com</a>		
<b>Address</b>	42 West 18th Street, New York, NY 10011		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	5%	Items Covered	Audio Video Supplies
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	N/A		
<b>Vendor Contact</b>	Name: Andrea Simmon		
	email: andreas@adorama.com		
	Phone: 212-741-0401 Ext. 2271		
<b>Order Placement or Status</b>	Name: Alana Urcia		
	email: alanau@adorama.com		
	Phone: 212.741.0401 x 2277		
<b>Type of Payment Accepted</b>	ACH, Checks		
<b>Exceptions to Bid</b>	excluding MAP items (manufacturer restricted items where no discount is allowed). Also		
<b>Additional Comments</b>	Items and pricing found on website: www.adorama.com		
<b>Vendor</b>	B & H Photo		
<b>Website</b>	<a href="http://www.bhphotovideo.com">www.bhphotovideo.com</a>		
<b>Address</b>	420 Ninth Ave, New York, NY 10001		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	1%	Items Covered	Or material priced items will be sold at the prices set
<b>Secondary Discount (if applicable)</b>		Items Covered	by the manufacturer
<b>Shipping</b>	Products weighing more than 70lbs or requiring truck delivery may be charged reasonable		
<b>Vendor Contact</b>	Name: Meghan Powell		
	email: pennsylvania@bhphoto.com		
	Phone: 212-239-7500 x7744		
<b>Order Placement or Status</b>	Name: Meghan Powell		
	email: pennsylvania@bhphoto.com		
	Phone: 212-239-7500 x7744		
<b>Type of Payment Accepted</b>	PO, CC		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>			
<b>Vendor</b>	Barnes & Noble Booksellers, Inc.		
<b>Website</b>	<a href="http://www.barnesandnoble.com">www.barnesandnoble.com</a>		
<b>Address</b>	33 East 17th Street, New York, NY 10003 Attn: Business Development Department		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	0-35%* (see comments b)	Items Covered	BOOKS, instructional materials, Educational Toys &
<b>Secondary Discount (if applicable)</b>		Items Covered	Games
<b>Shipping</b>	0		
<b>Vendor Contact</b>	Name: N Evans-Watt, Contract Manager		
	email: businessdevelopmentbids@bn.com		
	Phone: (212) 352-3668		
<b>Order Placement or Status</b>	Name: Eugene Easter, Business Development Manager		
	email: crm2916@bn.com and eeaster@bn.com		
	Phone: 717-290-8171		
<b>Type of Payment Accepted</b>	Purchase Order, Credit Cards, Check, EFT		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>	Our standard discount tier is as follows: 20% on orders up to \$999.99; 30% on orders \$1000-		

<b>Vendor</b>	Camcor, Inc.		
<b>Website</b>	<a href="http://www.camcor.com">www.camcor.com</a>		
<b>Address</b>	2273 S Church St. (PO Box 1899) Burlington, NC 27215		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	3%	Items Covered	All catalog/website items, except where promoted
<b>Secondary Discount (if applicable)</b>	N/A	Items Covered	N/A
<b>Shipping</b>	Free shipping on orders totaling \$100, however items too large to ship via UPS Ground may		
<b>Vendor Contact</b>	Name: Gary Rosenthal		
	email: grosenthal@camcor.com		
	Phone: 800-868-2462, ext.263		
<b>Order Placement or Status</b>	Name: Same as above		
	email: Same as above		
	Phone: Same as above		
<b>Type of Payment Accepted</b>	Purchase Order, Credit Card, EFT		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>			
<b>Vendor</b>	Demco, Inc		
<b>Website</b>	<a href="http://www.demco.com">www.demco.com</a>		
<b>Address</b>	4810 Forest Run Rd		
<b>Commodity Category</b>	A/V Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	12%	Items Covered	Supplies
<b>Secondary Discount (if applicable)</b>	5%	Items Covered	Equipment, Furniture, Learning Materials
<b>Shipping</b>	Demco will pay regular FedEx Ground Service shipping costs on all stock orders over \$75 (after		
<b>Vendor Contact</b>	Name: Kristopher L Snow		
	email: contracts@demco.com		
	Phone: (888) 211-3072		
<b>Order Placement or Status</b>	Name: order entry representative		
	email: order@demco.com		
	Phone: (888) 356-1200		
<b>Type of Payment Accepted</b>	Visa, Mastercard, Discover, American Express, P-Cards, Checks, Electronic Funds Transfer		
<b>Exceptions to Bid</b>	There is a \$75 minimum order (after discount) requirement for all Contract terms to apply.		
<b>Additional Comments</b>	In stock items are delivered within 5-7 working days after receipt of order. Furniture and		
<b>Vendor</b>	Encore Data Products		
<b>Website</b>	<a href="http://www.encoredataproducts.com">www.encoredataproducts.com</a>		
<b>Address</b>	1729 Majestic Dr. Suite 2, Lafayette, CO 80026		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	0%	Items Covered	all
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	Free shipping on most orders over \$49.99. Oversized and heavy items that require shipment		
<b>Vendor Contact</b>	Name: Customer Service		
	<a href="mailto:sales@encoredataproduct.com">email: sales@encoredataproduct.com</a>		
	Phone: 303-926-1669		
<b>Order Placement or Status</b>	Name: Customer Service		
	<a href="mailto:sales@encoredataproduct.com">email: sales@encoredataproduct.com</a>		
	Phone: 303-926-1669		
<b>Type of Payment Accepted</b>	CC, Paypal, Checks, PO		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>	ay low pricing below MSRP, and excellent customer service. Visit our website for up-to-date pricing		
<b>Vendor</b>	Galaxy Next Generation		
<b>Website</b>	<a href="http://www.galaxynext.us">www.galaxynext.us</a>		
<b>Address</b>	285 Big A Road Toccoa, GA 30577		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013		

<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	15%	Items Covered	AV, Visusal Alerts, Intercom/Bell Systems
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	Included		
<b>Vendor Contact</b>	Name: Walt Mischley		
	<a href="mailto:walt@galaxynext.us">email: walt@galaxynext.us</a>		
	Phone: 904-731-1009		
<b>Order Placement or Status</b>	Name: Walt Mischley		
	<a href="mailto:walt@galaxynext.us">email: walt@galaxynext.us</a>		
	Phone: 904-731-1009		
<b>Type of Payment Accepted</b>	All		
<b>Exceptions to Bid</b>	NA		
<b>Additional Comments</b>	NA		

<b>Vendor</b>	Global Equipment Company Inc.		
<b>Website</b>	<a href="http://www.globalindustrial.com">www.globalindustrial.com</a>		
<b>Address</b>	11 Harbor Park Drive / Port Washington, NY 11050		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 / 201-13		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	10%	Items Covered	Global Industrial does not use manufacturer's
<b>Secondary Discount (if applicable)</b>		Items Covered	Global Industrial requests that for purchases
<b>Shipping</b>	Standard freight and shipping charges will be reflected on all quotes, orders, and invoices as		
<b>Vendor Contact</b>	Name: Tonya Mumford		
	email: tmumford@globalindustrial.com		
	Phone: (516) 608-7101		
<b>Order Placement or Status</b>	Name: Tonya Mumford		
	email: tmumford@globalindustrial.com		
	Phone: (516) 608-7101		
<b>Type of Payment Accepted</b>	Payment terms may vary dependent upon participant and credit review. Payment accepted as		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>			
<b>Vendor</b>	Kurtz Bros Inc		
<b>Website</b>	<a href="http://www.kurtzbros.com">www.kurtzbros.com</a>		
<b>Address</b>	400 Reed St - PO Box 392, Clearfield PA 16830		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 / Promo 35		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	30%	Items Covered	Pages 2-590
<b>Secondary Discount (if applicable)</b>	12%	Items Covered	Pages 591-779
<b>Shipping</b>	Free Shipping on Supply Orders from pages 2-590. Actual Freight Charges on Orders from		
<b>Vendor Contact</b>	Name: Jim Boate		
	email: jboate@kurtzbros.com		
	Phone: 800-252-3811 x 2616		
<b>Order Placement or Status</b>	Name: Christi Marshall		
	email: orders@kurtzbros.com		
	Phone: 800-252-3811 x 2250		
<b>Type of Payment Accepted</b>	Check, Visa, MasterCard, American Express & Discover		
<b>Exceptions to Bid</b>	Please see Attached Discount Letter		
<b>Additional Comments</b>	We are set-up on eschoolmall's Easy Purchase & Punch-Out Programs		
<b>Vendor</b>	Lakeshore Equipment Company dba Lakeshore Learning Materials		
<b>Website</b>	<a href="http://www.LakeshoreLearning.com">www.LakeshoreLearning.com</a>		
<b>Address</b>	2695 E. Dominguez St. Carson, CA 90895		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	5%	Items Covered	All items (discount is not applicable to sale items)
<b>Secondary Discount (if applicable)</b>	N/A	Items Covered	N/A
<b>Shipping</b>	FREE shipping on all orders in the contiguous United States.		
<b>Vendor Contact</b>	Name: Rafael Muro, Bid Supervisor		
	email: biddept@lakeshorelearning.com		
	Phone: (800) 421-5354		
<b>Order Placement or Status</b>	Name: Penny Stone or Order Department		
	email: orderdept@lakeshorelearning.com		
	Phone: (800) 778-4456		
<b>Type of Payment Accepted</b>	YES - PO, CC, EFT		
<b>Exceptions to Bid</b>	Yes - Discount is not applicable to sale items		
<b>Additional Comments</b>	Delivery in 7-10 Business Days ARO		

<b>Vendor</b>	QUILL LLC		
<b>Website</b>	<a href="http://www.quill.com">www.quill.com</a>		
<b>Address</b>	100 SCHELTER RD LINCOLNSHIRE, IL 60069		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	17%	Items Covered	PLEASE SEE COVER LETTER
<b>Secondary Discount (if applicable)</b>	SEE COVER LETTER	Items Covered	SEE COVER LETTER
<b>Shipping</b>	F.OB. * SEE DELIVERY DOCUMENT FOR MORE INFORMATION		
<b>Vendor Contact</b>	Name: Karrie Szalkowski		
	email: bid@quill.com		
	Phone:800-634-4809		
<b>Order Placement or Status</b>	Name: Karrie Szalkowski		
	email: eorder@quill.com		
	Phone: 800-789-1331		
<b>Type of Payment Accepted</b>	Credit Card, Check, ACH Transfer		
<b>Exceptions to Bid</b>	*SEE ATTACHED ADDENDUM		
<b>Additional Comments</b>	PLEASE SEE COVER LETTER FOR DETAILS		
<b>Vendor</b>	School Specialty		
<b>Website</b>	<a href="http://www.schoolspecialty.com">www.schoolspecialty.com</a>		
<b>Address</b>	150 Marble Drive, Lancaster, PA 17601		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 / Q-72967		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	32% off Supplies, 12% off	Items Covered	
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	Contact vendor		
<b>Vendor Contact</b>	Name: Shawn White		
	email: <a href="mailto:bideastnotices@schoolspecialty.com">bideastnotices@schoolspecialty.com</a>		
	Phone: 800-554-7632		
<b>Order Placement or Status</b>	Name: Order Dept		
	email: <a href="mailto:orders@schoolspecialty.com">orders@schoolspecialty.com</a>		
	Phone: 888-388-3224		
<b>Type of Payment Accepted</b>	CC, Electronic Fund Transfer, ACH		
<b>Exceptions to Bid</b>	No discount on Delat, CPO, FOSS, or Frey Scientific Exclusive Products with a prefix of "N" or		
<b>Additional Comments</b>	Please reference bid #Q-72967 on all PO's		
<b>Vendor</b>	Scott Electric		
<b>Website</b>	<a href="http://www.projectorlampguru.com">www.projectorlampguru.com</a>		
<b>Address</b>	PO Box S, Greenburg, PA 15601		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 /		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	5%	Items Covered	entire catalog
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	None		
<b>Vendor Contact</b>	Name: Mark Troutman		
	email: mtroutman@scottelecticusa.com		
	Phone: 855-726-8899		
<b>Order Placement or Status</b>	Name: Mark Troutman		
	email: mtroutman@scottelecticusa.com		
	Phone: 855-726-8899		
<b>Type of Payment Accepted</b>	PO, CC, EFT		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>			

<b>Vendor</b>	Troxell Communications, Inc.		
<b>Website</b>	<a href="https://customer.trox.com/products.htm">https://customer.trox.com/products.htm</a>		
<b>Address</b>	70 Buckwalter Rd, Ste 900, #423, Royersford, PA 19468		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013 / 201-013		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	1-70%	Items Covered	Trox Online Catalog
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	See attached Freight Statement		
<b>Vendor Contact</b>	Name: Michelle Cutting, Account Executive		
	email: michelle.cutting@trox.com		
	Phone: 717-288-5872		
<b>Order Placement or Status</b>	Name: Same as above		
	email: Same as above		
	Phone: Same as above		
<b>Type of Payment Accepted</b>	Please contact the Trox Accounting Department for payment options: payments@trox.com		
<b>Exceptions to Bid</b>	N/A		
<b>Additional Comments</b>	Please note: Due to the impact of COVID-19 on our manufacturers, product availability and		

<b>Vendor</b>	Valiant National		
<b>Website</b>	<a href="http://www.projectorscreenstore.com">www.projectorscreenstore.com</a>		
<b>Address</b>	80 Little Falls Road, Fairfield, NJ 07004		
<b>Commodity Category</b>	Audio Visual Supplies		
<b>IU13 Contract Number / Vendor Bid Number (if applicable)</b>	IU13 201-013		
<b>Contract Term</b>	July 1, 2021 - June 30, 2023		
<b>Primary Discount</b>	20%	Items Covered	
<b>Secondary Discount (if applicable)</b>		Items Covered	
<b>Shipping</b>	Free		
<b>Vendor Contact</b>	Name: Scott Rubira		
	<a href="mailto:srubira@valiantnational.com">email: srubira@valiantnational.com</a>		
	Phone: 800-631-0867 x1047		
<b>Order Placement or Status</b>	Name: Scott Rubira		
	<a href="mailto:srubira@valiantnational.com">email: srubira@valiantnational.com</a>		
	Phone: 800-631-0867 x1047		
<b>Type of Payment Accepted</b>	net 30, check, wire transfer		
<b>Exceptions to Bid</b>			
<b>Additional Comments</b>			