



IU13 Collaborative Purchasing Program - Catalog Discount Bids

Early Childhood Educational Supplies

Vendor	Becker's School Supplies		
Website	shopbecker.com		
Address	150 Melrose HWY. Pennsauken, NY 08110		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	12%	Items Covered	All
Secondary Discount (if applicable)		Items Covered	
Shipping	FOB Destination		
Vendor Contact	Name: Tim Becker		
	email: tim.becker@cibinc.com		
	Phone: 610-216-8085		
Order Placement or Status	Name: Tim Becker		
	email: tim.becker@cibinc.com		
	Phone: 610-216-8085		
Type of Payment Accepted			
Exceptions to Bid			
Additional Comments			
Vendor	BEYOND PLAY LLC		
Website	WWW.BEYONDPLAY.COM		
Address	1442-A WALNUT STREET #52, BERKELEY, CA 94709		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	ZERO	Items Covered	ALL
Secondary Discount (if applicable)		Items Covered	
Shipping	Orders up to \$65: \$9.95, \$65-\$300: 15%, \$300-\$1,500: 10%, \$1,500-\$2,500: 5%, Over \$2,500		
Vendor Contact	BEYOND PLAY LLC		
	CUSTSERV@BEYONDPLAY.COM		
	Phone: 877-428-1244		
Order Placement or Status	Name: Customer Service		
	email: custserv@beyondplay.com		
	Phone: 877-428-1244		
Type of Payment Accepted	Purchase orders, Credit Card, ACH, Bank checks		
Exceptions to Bid	None		
Additional Comments			
Vendor	Carolina Biological Supply Company		
Website	www.carolina.com		
Address	2700 York Road, Burlington, NC 27215		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	10%	Items Covered	Science supplies with some exclusions referenced in attached letter
Secondary Discount (if applicable)	N/A	Items Covered	
Shipping	Free shipping on orders of \$200+ with exceptions listed in attached letter		
Vendor Contact	Name: Gray Amick		
	email: Gray.Amick@carolina.com		
	Phone: 336 586-4422 or 336 207-0662		
Order Placement or Status	Name: Customer Service Reps		
	email: customer_service@carolina.com		
	Phone: 800 334-5551		
Type of Payment Accepted	Check, EFT, MasterCard, American Express, and Discover-Customer may compete an		
Exceptions to Bid	See enclosed Carolina Preferred Customer Proposal Letter		
Additional Comments	See enclosed Carolina Preferred Customer Proposal Letter		

Vendor	Earlychildhood LLC d/b/a Discount School Supply		
Website	www.discountschoolsupply.com		
Address	20 Ryan Ranch, Suite 200, Monterey, CA 93940		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	15% Off	Items Covered	Entire Catalog
Secondary Discount (if applicable)		Items Covered	NA
Shipping	Stock items: Free Freight will be offered for stock items meeting the threshold of \$99.00 after		
Vendor Contact	Lydia Wilson		
	Bidsupport@excelligence.com		
	800-836-9515		
Order Placement or Status	Customer Service		
	customerservice@excelligence.com		
	phone: 800-627-2829 Fax:800-879-3753		
Type of Payment Accepted	Net 30		
Exceptions to Bid	Promotionally priced items may be excluded from your standard contractual terms as		
Additional Comments			
Vendor	Encore Data Products		
Website	www.encoredataproductions.com		
Address	1729 Majestic Dr. Suite 2, Lafayette, CO 80026		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	0%	Items Covered	all
Secondary Discount (if applicable)		Items Covered	
Shipping	Free shipping on most orders over \$49.99. Oversized and heavy items that require shipment		
Vendor Contact	Name: Customer Service		
	email: sales@encoredataproductions.com		
	Phone: 303-926-1669		
Order Placement or Status	Name: Customer Service		
	email: sales@encoredataproductions.com		
	Phone: 303-926-1669		
Type of Payment Accepted	CC, Paypal, Checks, PO		
Exceptions to Bid			
Additional Comments	ay low pricing below MSRP, and excellent customer service. Visit our website for up-to-date pricing		
Vendor	Global Equipment Company Inc.		
Website	www.globalindustrial.com		
Address	11 Harbor Park Drive / Port Washington, NY 11050		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / 201-13		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	10%	Items Covered	Global Industrial does not use manufacturer's
Secondary Discount (if applicable)		Items Covered	Global Industrial Requests that for purchases
Shipping	Standard freight and shipping charges will be reflected on all quotes, orders, and invoices as		
Vendor Contact	Name: Tonya Mumford		
	email: tmumford@globalindustrial.com		
	Phone: (516) 608-7101		
Order Placement or Status	Name: Tonya Mumford		
	email: tmumford@globalindustrial.com		
	Phone: (516) 608-7101		
Type of Payment Accepted	Payment terms may vary dependent upon participant and credit review. Payment accepted as		
Exceptions to Bid			
Additional Comments			

Vendor	hand2mind, Inc.		
Website	www.hand2mind.com		
Address	500 Greenview Court, Vernon Hills, IL 60061		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / LLIU#2021-23		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	15%	Items Covered	Catalog items
Secondary Discount (if applicable)		Items Covered	
Shipping	Free ground shipping on catalog orders.		
Vendor Contact	Name: Elizabeth Rodriguez, Bids, Quotes, and Contracts Administrator		
	email: bids@hand2mind.com		
	Phone: 800-445-5985		
Order Placement or Status	Name: Order Desk		
	email: orders@hand2mind.com		
	Phone: 800-445-5985		
Type of Payment Accepted	Purchase Order, Credit Card, EFT, check		
Exceptions to Bid	Professional Development, hand2mind Custom and Publisher-Aligned Kits including but not		
Additional Comments			
Vendor	KAMICO Instructional Media, Inc.		
Website	https://www.kamico.com		
Address	PO Box 1143, Salado, TX 76571		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / N/A		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	0-20% depending on item	Items Covered	See STAAR CONNECTION catalog
Secondary Discount (if applicable)		Items Covered	
Shipping	Shipping is always free.		
Vendor Contact	Name: Kathy Michael		
	email: kmichael@kamico.com		
	Phone: 254-947-7283		
Order Placement or Status	Name: Kathy Michael		
	email: kmichael@kamico.com		
	Phone: 254-947-7283		
Type of Payment Accepted	District and school purchase orders, district and school checks, procurement cards, credit		
Exceptions to Bid	None		
Additional Comments			
Vendor	Kaplan Early Learning Company		
Website	www.kaplanco.com		
Address	1310 Lewisville-Clemmons Rd, Lewisville, NC 27023		
Commodity Category	Early Childhood Educational Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / C2787		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	14% applied to orders of \$200 or more	Items Covered	Early childhood educational materials and furniture
Secondary Discount (if applicable)	N/A	Items Covered	
Shipping	Free freight applied to orders of \$300 or more per shipping location		
Vendor Contact	Name: Tina Stanbery/Terry Floyd/Reggie Wilson		
	email: bids@kaplanco.com		
	Phone: 800-334-2014 X3208(Terry) X5270 (Reggie)		
Order Placement or Status	Name: Order Placement Department		
	email: customerverification@kaplanco.com		
	Phone: 800-334-2014 X3208(Terry) X5270 (Reggie)		
Type of Payment Accepted	Check, credit card (VC, MC, DC, AX), purchase orders, procurement card		
Exceptions to Bid	See enclosed "Exclusions From Our Offer" statement		
Additional Comments			

Vendor	Kurtz Bros Inc		
Website	www.kurtzbros.com		
Address	400 Reed St - PO Box 392, Clearfield PA 16830		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / Promo 35		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	30%	Items Covered	Pages 2-590
Secondary Discount (if applicable)	12%	Items Covered	Pages 591-779
Shipping	Free Shipping on Supply Orders from pages 2-590. Actual Freight Charges on Orders from		
Vendor Contact	Name: Jim Boate		
	email: jboate@kurtzbros.com		
	Phone: 800-252-3811 x 2616		
Order Placement or Status	Name: Christi Marshall		
	email: orders@kurtzbros.com		
	Phone: 800-252-3811 x 2250		
Type of Payment Accepted	Check, Visa, MasterCard, American Express & Discover		
Exceptions to Bid	Please see Attached Discount Letter		
Additional Comments	We are set-up on eschoolmall's Easy Purchase & Punch-Out Programs		
Vendor	Lakeshore Equipment Company dba Lakeshore Learning Materials		
Website	www.LakeshoreLearning.com		
Address	2695 E. Dominguez St. Carson, CA 90895		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	5%	Items Covered	All items (discount is not applicable to sale items)
Secondary Discount (if applicable)	N/A	Items Covered	N/A
Shipping	FREE shipping on all orders in the contiguous United States.		
Vendor Contact	Name: Rafael Muro, Bid Supervisor		
	email: biddept@lakeshorelearning.com		
	Phone: (800) 421-5354		
Order Placement or Status	Name: Penny Stone or Order Department		
	email: orderdept@lakeshorelearning.com		
	Phone: (800) 778-4456		
Type of Payment Accepted	YES - PO, CC, EFT		
Exceptions to Bid	Yes - Discount is not applicable to sale items		
Additional Comments	Delivery in 7-10 Business Days ARO		
Vendor	Music in Motion		
Website	www.musicmotion.com		
Address	1601 E Plano Pkwy, Suite 100 Plano, TX 75074		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	6% + S&H	Items Covered	Music in Motion products from
Secondary Discount (if applicable)	n/a	Items Covered	www.musicmotion.com
Shipping	S&H will be added after discount (see attached S&H Info sheet)		
Vendor Contact	Name: Kristi Graham, Bid Coordinator		
	email: bids@musicmotion.com		
	Phone: 800-445-0649		
Order Placement or Status	Name: Customer Service Dept		
	email: orders@musicmotion.com		
	Phone: 800-445-0649		
Type of Payment Accepted	Purchase Orders, credit cards, EFT		
Exceptions to Bid	Bid Number must be referenced on all PO's, Quote Requests to receive bid discount.		
Additional Comments			

Vendor	Nasco Education LLC		
Website	www.nascoeducation.com		
Address	901 Janesville Ave Fort Atkinson, WI 53538		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	15%	Items Covered	Please see attached
Secondary Discount (if applicable)		Items Covered	
Shipping	\$199 minimum order to receive free shipping-truck logo items excluded-please see attached		
Vendor Contact	Name: Michelle Au, Contract Sales Manager		
	email: quotes@nascoeducation.com		
	Phone: 800-558-9595		
Order Placement or Status	Name: Michelle Thomas, Order Processing Supervisor		
	email: orders@enasco.com		
	Phone: 800-558-9595		
Type of Payment Accepted	PO, Credit Card (must be presented at time of purchase)		
Exceptions to Bid	Please see attached		
Additional Comments	Please see attached for more information		
Vendor	National Educational Systems		
Website	www.shopnes.com		
Address	5405 Bandera Rd., Ste. 110. San Antonio, Tx 78238		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	5%	Items Covered	All except Excludes Furniture, Rugs, Rest Mats and Co
Secondary Discount (if applicable)		Items Covered	
Shipping	Free standard shipping for orders over \$800 (*not including furniture or freight items)		
Vendor Contact	Name: Sylvia Cantu		
	email: customerservice@shopnes.com		
	Phone: 210.558.6888		
Order Placement or Status	Name: Ida Rodriguez		
	email: customerservice@shopnes.com		
	Phone: 210.558.6888		
Type of Payment Accepted	check		
Exceptions to Bid	discount exclusion for furniture, rugs, rest mats and cots, and playground equipment		
Additional Comments			
Vendor	QUILL LLC		
Website	www.quill.com		
Address	100 SCHELTER RD LINCOLNSHIRE, IL 60069		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	17%	Items Covered	PLEASE SEE COVER LETTER
Secondary Discount (if applicable)	SEE COVER LETTER	Items Covered	SEE COVER LETTER
Shipping	F.O.B. * SEE DELIVERY DOCUMENT FOR MORE INFORMATION		
Vendor Contact	Name: Karrie Szalkowski		
	email: bid@quill.com		
	Phone:800-634-4809		
Order Placement or Status	Name: Karrie Szalkowski		
	email: eorder@quill.com		
	Phone: 800-789-1331		
Type of Payment Accepted	Credit Card, Check, ACH Transfer		
Exceptions to Bid	*SEE ATTACHED ADDENDUM		
Additional Comments	PLEASE SEE COVER LETTER FOR DETAILS		

Vendor	Really Good Stuff		
Website	www.reallygoodstuff.com		
Address	5 Research Drive, Shleton, CT 06484		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	3%	Items Covered	Entire Catalog
Secondary Discount (if applicable)		Items Covered	
Shipping	Free Shipping		
Vendor Contact	Really Good Stuff		
	bidsupport@excelligence.com		
	877-867-1920		
Order Placement or Status	Bid Support		
	bidsupport@excelligence.com		
	877-867-1920		
Type of Payment Accepted	Net 30		
Exceptions to Bid	Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and		
Additional Comments	4.Drop Ship items do not qualify for the free shipping discount. Drop ship items will be noted in		
Vendor	Renaissance Learning, Inc.		
Website	www.renaissance.com		
Address	2911 Peach Street, Wisconsin Rapids, WI 54494		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / BID #201-013 Catalog Discount Bids		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	volume discounts may	Items Covered	All
Secondary Discount (if applicable)	volume discounts may	Items Covered	All
Shipping	The majority of Renaissance products are online subscriptions which do not require any		
Vendor Contact	Name: Debra C. Schoenick, VP of Proposal Solutions		
	email: askproposals@renaissance.com		
	Phone: 800-338-4204		
Order Placement or Status	Name: Order Processing		
	email: electronicorders@renaissance.com		
	Phone: 877-444-3172		
Type of Payment Accepted	Yes, we accept payment by VISA, MasterCard, Discover, and American Express credit and debit		
Exceptions to Bid	Please see attached addendum.		
Additional Comments			
Vendor	S&S Worldwide, Inc.		
Website	www.ssw.com		
Address	75 Mill St. Colchester, CT 06415		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / 201-013%		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	20%*	Items Covered	All items
Secondary Discount (if applicable)		Items Covered	
Shipping	Free shipping on all stock items, no minimum. Items labeled dropship or NFF will be charged		
Vendor Contact	Name: Amber Brown		
	email: bids@ssww.com		
	Phone: 800-642-7354		
Order Placement or Status	Name: Order Entry/ Customer Service Dept		
	email: orders@ssww.com OR cservice@ssww.com		
	Phone: 800-243-9232		
Type of Payment Accepted	Purchase Order or Credit Card		
Exceptions to Bid	*20% off of current list price at time of order placement. Discounts not to be combined with		
Additional Comments			

Vendor	School Health Corporation DBA Palos Sports		
Website	www.palossports.com		
Address	11711 S. Austin Ave, Alsip, IL 60803		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / 5521436		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	11%	Items Covered	All items in catalog, standard exclusions apply
Secondary Discount (if applicable)	n/a	Items Covered	
Shipping	Free shipping		
Vendor Contact	Name: Karen Acevedo		
	email: bids@palossports.com		
	Phone: 800-233-5484		
Order Placement or Status	Name: Sales Department		
	email: sales@palossports.com		
	Phone: 800-233-5484		
Type of Payment Accepted	Purchase Order, check, credit card		
Exceptions to Bid	N/A		
Additional Comments	Please see attached for exclusion letter		

Vendor	School Specialty		
Website	www.schoolspecialty.com		
Address	150 Marble Drive, Lancaster, PA 17601		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / Q-72967		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	32% off Supplies, 12% off	Items Covered	
Secondary Discount (if applicable)		Items Covered	
Shipping	Contact vendor		
Vendor Contact	Name: Shawn White		
	email: bideastnotices@schoolspecialty.com		
	Phone: 800-554-7632		
Order Placement or Status	Name: Order Dept		
	email: orders@schoolspecialty.com		
	Phone: 888-388-3224		
Type of Payment Accepted	CC, Electronic Fund Transfer, ACH		
Exceptions to Bid	No discount on Delat, CPO, FOSS, or Frey Scientific Exclusive Products with a prefix of "N" or		
Additional Comments	Please reference bid #Q-72967 on all PO's		
Vendor	Super Duper Publications		
Website	www.superduperinc.com		
Address	PO Box 24997 Greenville, SC 29616		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	2%		All items except HearBuilder Online and Digital Librar
Secondary Discount (if applicable)			
Shipping	Free for orders over \$75, \$9.95 for orders under \$75		
Vendor Contact	Name: Daphne Sanders		
	email: bids@superduperinc.com		
	Phone: 800-277-8737		
Order Placement or Status	Name: Customer Service		
	email: customerhelp@superduperinc.com		
	Phone: 800-277-8737		
Type of Payment Accepted	Purchase orders, Credit Cards, Check, EFT		
Exceptions to Bid			
Additional Comments			
Vendor	VWR International, LLC (Sargent Welch)		
Website	www.sargentwelch.com		
Address	5100 West Henrietta Road Rochester NY 14692		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 /		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	33% please see attached	Items Covered	items with a list price ending in
Secondary Discount (if applicable)		Items Covered	a "9" are excluded from discount
Shipping	Free ground shipping on orders. Free ground shipping excludes expedited shipping,		
Vendor Contact	Customer Service and Kristen McGuire (sales representative) 716-515-6023		
	sargentwelchcs@vwr.com		
	800-727-4368		
Order Placement or Status	Customer Service		
	sargentwelchcs@vwr.com		
	800-727-4368		
Type of Payment Accepted	p-card, purchase order, credit card		
Exceptions to Bid	N/A - please see enclosed general terms		
Additional Comments	Please see attached pricing and contact documents for brand reference		

Vendor	VWR International, LLC (Ward's Science)		
Website	www.wardsci.com		
Address	5100 West Henrietta Road Rochester NY 14692		
Commodity Category	Early Childhood Supplies		
IU13 Contract Number / Vendor Bid Number (if applicable)	IU13 201-013 / Science Supplies - Category		
Contract Term	July 1, 2021 - June 30, 2023		
Primary Discount	15% please see attached	Items Covered	items with a list price ending in
Secondary Discount (if applicable)		Items Covered	a "9" are excluded from discount
Shipping	Free ground shipping on orders. Free ground shipping excludes expedited shipping,		
Vendor Contact	Customer Service and Kristen McGuire (Sales representative) 716-515-6023		
	wardscs@vwr.com		
	800-962-2660		
Order Placement or Status	Customer Service		
	wardsc@vwr.com		
	800-962-2660		
Type of Payment Accepted	p-card, purchase order, credit card		
Exceptions to Bid	N/A - please see enclosed general terms		
Additional Comments	Please see attached pricing and contact documents for brand reference		