



2011 – 2012 Preferred Vendor List

The selection of vendors for district purchases is an important process. The business office negotiates discounts and conditions with the most commonly used vendors. The staff member completing a requisition must decide which vendor offers the product that they are looking for at the best available price/condition. The vendor's contact person can provide price quotes for larger purchases (ex: furniture). Each building secretary will have a catalog. Staff members should contact vendors not listed on this document to obtain discounted or bid pricing. Please contact the business office if you have any questions regarding vendor selection. This list is not meant to be all inclusive.

<u>Vendor</u>	<u>Discount</u>	<u>Conditions</u>	<u>Contact</u>
Jonas	Pricing Per US Communities Contract	Must place order via US Communities website to receive contract pricing. Call or email for quotes or additional information regarding special orders.	Lee Jonas 920.563.4355 jonaspro@chartermi.net
Office Depot	Pricing Per TCPN Contract	Must place order via Office Depot website to receive contract pricing. Call or email for quotes or additional information regarding special orders.	Scott Weiss OR Linda Loughlin 847.714.4901 630.715.7308 scott.weiss@officedepot.com linda.loughlin@officedepot.com
School Specialty	15% off Educator's prices	Use Contract Code 11S on all orders to receive contract pricing. Call or email for quotes or additional information regarding special orders.	Tim Fitzpatrick 608.215.4070 tim.fitzpatrick@schoolspecialty.com
Highsmith	15% off catalog prices 10% off furniture and equipment	Use Discount #82866 on all orders Email or call for quotes on special items See attached information sheet for details	Cheryl Stedman 800.543.2180 bids@highsmith.com
Nasco	Various per Catalog Type (10%-20) See attached sheet for specifics	Use Quote #46076 on all orders	Dave Johnson 800.558.9595 quotes@enasco.com
Demco	18% off catalog prices 10% off furniture and equipment	Use Wisconsin Library system (WILS) Discount Code #C81295 on all orders See attached information sheet for details	Kris Snow – 888.211.3072 Price Quotes: 800.462.8709 -Marge Meinzer – x.7227 -Jennifer Hoopman – x.7282 order@demco.com
Fischer Scientific	12% off catalog prices	See attached information sheet for details	Roger Wedig 773.989.7223 roger.wedig@thermofisher.com

***Note – White Copy Paper can be purchased directly from Jonas for \$27.00 per case (do not use US Communities contract)**



401 S Wright Rd
Janesville, WI 53547

February 7, 2011

Jason Demerath
School District of Fort Atkinson
Business Services
201 Park St
Fort Atkinson, WI 53538

Dear Mr. Demerath:

We would like to offer a catalog discount for the School District of Fort Atkinson. Listed below are the following discounts on products ordered from current Highsmith and Upstart catalogs.

School District of Fort Atkinson Discount No: 82866
Classroom/Office Supplies

Discount: 15% off stock items*
10% off non-stock items.*
Free shipping on all orders.*

Discount Period: April 1, 2011 through June 30, 2012 (opt ext 2 years)

*Not valid on bids, LibrarySparks™ magazine, 3M and Checkpoint security products, sale catalogs, orders already in progress, Edupress, Learning Well, or with other discounts. Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to your invoice. Highsmith does not provide installation, set up, assembly, or clean up/removal of debris.

Please note that the discount offered in this bid will apply to the "each" prices found in the most recent edition of the Highsmith general catalog. Individual prices are subject to change and in all cases are those in effect at the time of purchase. Prices in effect at time of purchase may be found on the Highsmith website upon entering the assigned discount code provided with the bid response. Discounts described in this bid will remain firm for the term of the award.

In addition to this discount, we would like to be considered for larger purchases or a furniture project in the following categories:

- Library/Supplies/Furniture and Equipment
- School and Classroom Supplies/Furniture and Equipment
- Computer and Technology Supplies/Furniture and Equipment
- Audiovisual Supplies/Furniture and Equipment
- Office Supplies/Furniture and Equipment

Please feel free to contact us with any questions or comments you may have.

Contact Information:

Highsmith Quote Team

Phone No.: 1-800-543-2180

Fax No.: 1-800-350-6236

Email: bids@highsmith.com

Please reference the key code or bid number shown above on any purchase orders to Highsmith. This will ensure that all discounts will apply. You can also save time and place your order online at www.highsmith.com. Insert your key code in the key code field and your discount will be applied automatically. We look forward to working with you.

Sincerely,

Cheryl Steadman
HIGHSMITH INC.



Fort Atkinson

Dedicated to Delivery

**Celebrating
70 years of service
Established 1941**

Worldwide Service to Education, Health, Agriculture, and Industry

901 Janesville Avenue Fort Atkinson, WI 53538-0901

Phone 920-563-2446 Fax 920-563-8296 Website www.eNasco.com E-mail info@eNasco.com

February 2011

School District of Fort Atkinson

Fort Atkinson, WI 53538

Nasco Quote Number: 46076

(must be shown on orders)

Blanket Discount: Effective through 06/30/12

Nasco catalogs involved with this bid:	Discount Off Unit Price	New Catalog Effective
Agricultural Sciences	10%	OCT
Arts & Crafts (5% on "Z" items)	20%	JAN
Early Learning Essentials	15%	JAN
Elementary Math & Science	15%	JAN
Family & Consumer Sciences	10%	JAN
Geometry Algebra	15%	JAN
Hands-On-Health	10%	FEB
Math	15%	JAN
Physical Education & Team Sports	10%	JAN
Reading Resources	10%	JAN
Science	15%	JAN
Special Education	10%	SEPT

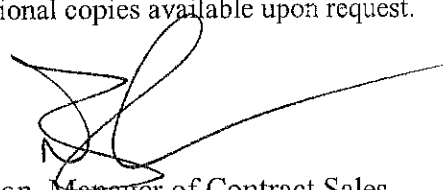
TERMS: Net 30 days

DELIVERY: Approx. 7-21 days ARO

F.O.B: DESTINATION: Nasco pays shipping on all items shipped directly from Fort Atkinson, WI. Drop ship items are F.O.B. Shipping Point. Call 1-800-558-9595 for answers to your shipping questions.

NOTE:

- Ready-or-Not Tot® and accessories, To-Sew, and Haan Craft kits are not discounted.
- *Xenopus* frogs and live material coupon cards are not discounted.
- Discounts are off unit price, not quantity price. If the quantity price is lower than the discounted unit price, you receive the lower quantity price.
- Truck shipments are dock delivery. Inside delivery available.
- Catalogs are mailed annually to teachers upon publication. Additional copies available upon request.


Dave Johnson, Manager of Contract Sales

Serving Library & School Professionals Since 1905

DEMCO®

Discount Agreement Pricing Information:

Wisconsin Library System (WiLS)
DEMCO's # C81295

CONFIDENTIAL

Discount Offer

Contract Terms

DEMCO, Inc. is pleased to offer discounts for 2011. Please note that discounts shown are based on prices listed on our website at www.demco.com. Discount levels will remain the same, through the course of this agreement. Please refer to our discount code **C81295** on all orders.

Discount:	No minimum order required for discounts 18% on library, office and technology Supplies (consumables) 18% on Learning Materials 10% on Furniture and Equipment (non-consumable)
Shipping:	DEMCO, Inc. will pay Regular FedEx ground service shipping costs on all stocked orders of \$50 or more after discount. Transportation will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment items. DEMCO, Inc. will furnish good faith estimates of shipping charges as related to products orders. Express parcel shipping is not included.
Exclusions:	<ul style="list-style-type: none">• Security products• Subscription program products• Licensed Products including but not limited to: Garfield, Eric Carle, Arthur, Clifford. Detailed list can be found www.demco.com and search "Exclusions".
Expires:	December 31 st 2011, with options to renew

Discounts under this agreement cannot be used in conjunction with bids, sale catalogs or other promotions and specials. In the event a sale price is lower than your discounted price, you will be given the best price.

For large quantity or high dollar purchases, please contact your DEMCO Bid Team toll free 800-462-8709 or email quote@demco.com. Often, special bid pricing is given in these situations.

Thank you for your consideration, we look forward to exceeding your expectations.

Kristopher L. Snow
Contract Administrator
Phone: 888.211.3072
Fax: 888.329.4728
Email: kriss@demco.com

General Information

To Place an Order:

order@demco.com

Phone: 800.356.1200

Fax: 800.245.1329

Web: www.demco.com

Delivery:

In stock items are delivered within 7-10 working days after receipt of order (ARO). Furniture and equipment items may take 4-6 weeks depending on vendor lead times. DEMCO, Inc. will furnish good faith shipping estimates on all items as requested.

Payment Terms:

Net, 30 days.

Remittance Address:

billing@demco.com

DEMCO, Inc.

P.O. Box 8048

Madison, WI 53708-8048

Mailing Address:

DEMCO, Inc.

4810 Forest Run Rd

P.O. Box 7488

Madison, WI 53707-7488

Returns & Warranties:

The Customer Service department will assist you with returns, damaged items or tracking a shipment or product. Phone them at 800.962.4463 within 6 months of the invoice date for prompt replacement, credit, or refund. *100% Satisfaction Guaranteed.*

Contact Information:

Your contact people are listed below with their phone numbers.

Kris Snow

Contract Administrator

888-211-3072

Price Quotes

Margie Meinzer

Sales Specialist

800-462-8709 X7227

Jennifer Hoopman

Sales Specialist

800-462-8709 X7282



Fisher Science Education

Ft Atkinson School District 2011 Science Pricing Agreement Ft Atkinson School District's Science Supply Contract

Fisher Science Education is pleased to offer the following discount offer to the Ft Atkinson School District.

- Discount:** 12% off list pricing from the 2011 Fisher Science Education catalogs and full Fisher Science Education web product line.
Discount excludes catalog numbers ending in 'ND'.
- Freight:** Free Freight on orders over \$150, excluding live, hazardous, and motor freight items.
- Terms:** Discounts apply to current catalog prices only and are not applicable to sale items or special quotations. Some exclusion may apply.
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Your dedicated Fisher Science Education Sales Representative is:

Roger Wedig
Fisher Science Sales Representative
773-989-7223
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.discounts@fisheredu.com