

**BID TABULATION  
GARLAND INDEPENDENT SCHOOL DISTRICT**

| Company Name              |                                                                                           | School Specialty                                                                                                                                                 | Skandacor Direct, Inc.              | Brodart Co.                                                                                                                                                                                                                                                                                                                                                                                                            | Gaylord Brothers Inc.                                                  | Visions In Education, Inc.                                             |
|---------------------------|-------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|------------------------------------------------------------------------|
| Item #                    | Description                                                                               |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                        |                                                                        |
| <b>1</b>                  | <b>Book Tape, Scotch 3M 4" x 540"</b>                                                     |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        | Gaylord #1143                                                          |                                                                        |
|                           | 1-50 rolls, ea. roll                                                                      | No bid                                                                                                                                                           | No bid                              | \$13.12                                                                                                                                                                                                                                                                                                                                                                                                                | \$11.81                                                                | No bid                                                                 |
|                           | 51-100 rolls, ea. roll                                                                    | No bid                                                                                                                                                           | No bid                              | \$12.80                                                                                                                                                                                                                                                                                                                                                                                                                | \$11.81                                                                | No bid                                                                 |
|                           | over 100 rolls, ea. roll                                                                  | No bid                                                                                                                                                           | No bid                              | \$12.48                                                                                                                                                                                                                                                                                                                                                                                                                | \$11.81                                                                | No bid                                                                 |
| <b>2</b>                  | <b>Book Tape, Scotch 3M, 2" x 540"</b>                                                    |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        | Gaylord #1141                                                          |                                                                        |
|                           | 1-50 rolls, ea. roll                                                                      | \$3.05                                                                                                                                                           | No bid                              | \$6.52                                                                                                                                                                                                                                                                                                                                                                                                                 | \$6.12                                                                 | No bid                                                                 |
|                           | 51-100 rolls, ea. roll                                                                    | \$3.05                                                                                                                                                           | No bid                              | \$6.36                                                                                                                                                                                                                                                                                                                                                                                                                 | \$6.12                                                                 | No bid                                                                 |
|                           | over 100 rolls, ea. roll                                                                  | \$3.05                                                                                                                                                           | No bid                              | \$6.20                                                                                                                                                                                                                                                                                                                                                                                                                 | \$6.12                                                                 | No bid                                                                 |
| <b>3</b>                  | <b>Goo Gone, 12 oz Container</b>                                                          |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                        |                                                                        |
|                           | 1-50, ea. container                                                                       | No bid                                                                                                                                                           | No bid                              | No bid                                                                                                                                                                                                                                                                                                                                                                                                                 | No bid                                                                 | No bid                                                                 |
|                           | 51-100 ea. container                                                                      | No bid                                                                                                                                                           | No bid                              | No bid                                                                                                                                                                                                                                                                                                                                                                                                                 | No bid                                                                 | No bid                                                                 |
|                           | over 100 ea. container                                                                    | No bid                                                                                                                                                           | No bid                              | No bid                                                                                                                                                                                                                                                                                                                                                                                                                 | No bid                                                                 | No bid                                                                 |
| <b>4</b>                  | <b>Laminating Film, 1.5 mil-27" Rolls, Two (2) Rolls per pack-roll</b>                    | SS item# 1277259 12" x 500' roll                                                                                                                                 | Lead-free                           | Brodart #84-473-401<br>**Prices stay the same on these items as previously in the bid                                                                                                                                                                                                                                                                                                                                  |                                                                        |                                                                        |
|                           | 1-50 packs, ea. pack                                                                      | \$17.41                                                                                                                                                          | \$49.32                             | \$85.20                                                                                                                                                                                                                                                                                                                                                                                                                | No bid-need width                                                      | No bid                                                                 |
|                           | 51-100 packs, ea. pack                                                                    | \$17.41                                                                                                                                                          | \$45.44                             | \$83.12                                                                                                                                                                                                                                                                                                                                                                                                                | No bid-need width                                                      | No bid                                                                 |
|                           | Over 100 packs, ea. pack                                                                  | \$17.41                                                                                                                                                          | \$42.84                             | \$81.04                                                                                                                                                                                                                                                                                                                                                                                                                | No bid-need width                                                      | No bid                                                                 |
| <b>5</b>                  | <b>Book Glue, 8 oz. Container</b>                                                         |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        | Gaylord #6464                                                          |                                                                        |
|                           | 1-50 packs, ea. container                                                                 | No bid                                                                                                                                                           | No bid                              | \$4.35                                                                                                                                                                                                                                                                                                                                                                                                                 | \$8.46                                                                 | No bid                                                                 |
|                           | 51-100 packs, ea. container                                                               | No bid                                                                                                                                                           | No bid                              | \$4.24                                                                                                                                                                                                                                                                                                                                                                                                                 | \$8.46                                                                 | No bid                                                                 |
|                           | Over 100 packs, ea. container                                                             | No bid                                                                                                                                                           | No bid                              | \$4.13                                                                                                                                                                                                                                                                                                                                                                                                                 | \$8.46                                                                 | No bid                                                                 |
| <b>Basic Bid Discount</b> |                                                                                           |                                                                                                                                                                  |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                        |                                                                        |
|                           | <b>June 30, 2014 thru June 30, 2015</b><br>District may deduct from current catalog price | 15%                                                                                                                                                              | N/A                                 | 15%*-See bid for attached letterhead for terms and conditions                                                                                                                                                                                                                                                                                                                                                          | 15%                                                                    | 5%                                                                     |
|                           | <b>June 30, 2015 thru June 30, 2016</b><br>District may deduct from current catalog price | 15%                                                                                                                                                              | N/A                                 | 15%*-See bid for attached letterhead for terms and conditions                                                                                                                                                                                                                                                                                                                                                          | N/A                                                                    | 5%                                                                     |
|                           | <b>June 30, 2016 thru June 30, 2017</b><br>District may deduct from current catalog price | 15%                                                                                                                                                              | N/A                                 | 15%*-See bid for attached letterhead for terms and conditions                                                                                                                                                                                                                                                                                                                                                          | N/A                                                                    | 5%                                                                     |
|                           | Minimum Order Amount                                                                      | \$0.00                                                                                                                                                           | N/A                                 | \$25.00                                                                                                                                                                                                                                                                                                                                                                                                                | No minimum                                                             | None                                                                   |
|                           | Shipping Charges                                                                          | \$0.00                                                                                                                                                           | Free                                | Free shipping on Stocked Consumable Supply Orders of \$25 or more*                                                                                                                                                                                                                                                                                                                                                     | Free shipping on supply orders over \$100-does not apply to furniture. | actual shipping applies                                                |
|                           | When Shipping applied to order                                                            | N/A                                                                                                                                                              | N/A                                 | *Please see below with exclusions.                                                                                                                                                                                                                                                                                                                                                                                     | Furniture orders and supply orders under \$100                         | actual shipping                                                        |
|                           | Website Catalog                                                                           | <a href="http://www.schoolspecialty.com">www.schoolspecialty.com</a>                                                                                             | No web catalog other than iSupplier | <a href="http://www.brodart.com">www.brodart.com</a>                                                                                                                                                                                                                                                                                                                                                                   | <a href="http://www.gaylord.com">www.gaylord.com</a>                   | <a href="http://www.toolsforteachers.com">www.toolsforteachers.com</a> |
|                           | How would the district calculate the prices from the web catalog?                         | N/A                                                                                                                                                              | N/A                                 | N/A                                                                                                                                                                                                                                                                                                                                                                                                                    | N/A                                                                    | N/A                                                                    |
|                           | Excluded items/categories                                                                 | Discount varies per supply item and furniture/equipment item. Educator Price (EP) less 15% (item prefix of 8 or 9) & List Price less 10% (item prefix of 6 or 7) | N/A                                 | *Orders ship regular UPS ground service; will be reflected on final invoice. **Freight charges for Durables, Furniture & Equipment will be prepaid & added to invoice. **Normal exclusions apply (i.e. Books and Automation Division Products, Electronics, Game System, Flat Panel Mounts, Microfilm Readers/Printers/Security System & Accessories, Software & Solution Lines. Call for details/full exclusion list. | N/A                                                                    | N/A                                                                    |

**The district solicited 103 vendors and received 5 responses  
RFP #350-14 Library Supplies, Catalog**

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| Company Name                              |                                                                                  | School Specialty                                                                                                                                           | Skandacor Direct, Inc.                                                                               | Brodart Co.                                                                                                               | Gaylord Brothers Inc.                                                                                         | Visions In Education, Inc.                                                                                      |
|-------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| <b>Item #</b>                             | <b>Description</b>                                                               |                                                                                                                                                            |                                                                                                      |                                                                                                                           |                                                                                                               |                                                                                                                 |
|                                           | Will company except P-Cards (Mastercard), Additional fee to use credit card      | Yes, 0 additional fee                                                                                                                                      | Yes, no additional fee                                                                               | Yes, (additional fee-n/a)                                                                                                 | Yes, (additional fee-n/a)                                                                                     | Yes, no additional fee                                                                                          |
|                                           | Can orders be placed online?                                                     | Yes, www.schoolspecialty.com                                                                                                                               | No                                                                                                   | Yes, www.broart.com                                                                                                       | Yes, www.gaylord.com                                                                                          | Yes, www.toolforteachers.com                                                                                    |
|                                           | Information that should accompany orders to get discount listed                  | bid# 7776123153                                                                                                                                            | GISD #350-14                                                                                         | See bid-for attached terms and conditions                                                                                 | Reference contract SD233                                                                                      | Use coupon code Catalog-2014                                                                                    |
|                                           | What is the procedure to get a current price quote for items in a prepared list? | <a href="mailto:bidnotices@schoolspecialty.com">bidnotices@schoolspecialty.com</a>                                                                         | Call 888-820-9020<br>email<br>caitlin@skandacordirect.com<br>or fax 585-265-1100                     | Any quotes that need prepared off of a prepared list, please send to the Bid Department at<br>supplies.quotes@brodart.com | send list to<br>bids@gaylord.com                                                                              | email<br>orders@toolsforteachers.com                                                                            |
| <b>Does Your Firm Offer The Following</b> |                                                                                  |                                                                                                                                                            |                                                                                                      |                                                                                                                           |                                                                                                               |                                                                                                                 |
|                                           | Book Trucks                                                                      | No                                                                                                                                                         | No                                                                                                   | Yes                                                                                                                       | Yes                                                                                                           | No                                                                                                              |
|                                           | Books Ends                                                                       | Yes                                                                                                                                                        | No                                                                                                   | Yes                                                                                                                       | Yes                                                                                                           | No                                                                                                              |
|                                           | Magazine Holder                                                                  | Yes                                                                                                                                                        | No                                                                                                   | Yes                                                                                                                       | Yes                                                                                                           | No                                                                                                              |
|                                           | Display Racks                                                                    | Yes                                                                                                                                                        | No                                                                                                   | Yes                                                                                                                       | Yes                                                                                                           | No                                                                                                              |
|                                           | Mylar for Book Jackets Covering, 2 mil                                           | No                                                                                                                                                         | No                                                                                                   | No                                                                                                                        | Yes                                                                                                           | No                                                                                                              |
|                                           | Paperback Book Covering, 10 mil                                                  | No                                                                                                                                                         | No                                                                                                   | No                                                                                                                        | Yes                                                                                                           | No                                                                                                              |
|                                           | Local/Regional Sales Representative                                              | Julie Shoemake<br><a href="mailto:julie.shoemake@schoolspecialty.com">julie.shoemake@schoolspecialty.com</a><br>Telephone-214-384-2261<br>Fax-972-739-9189 | Caitlin Rogers<br>545 Basket Road<br>Webster, NY 14580<br>Telephone-585-265-9020<br>Fax-585-265-1100 | *Please call the Sales Department                                                                                         | Customer Service<br>PO Box 4901<br>Syracuse, N.Y.<br>13221-4901<br>Telephone-800-469-1592<br>Fax-800-891-5280 | None-local Eric Smith<br>P.O. Box 70479<br>Springfield, OR 97475<br>Telephone-541-349-0905<br>Fax- 541-349-0944 |
|                                           | Accepts EPCNT                                                                    | Yes                                                                                                                                                        | Yes                                                                                                  | Yes                                                                                                                       | Yes                                                                                                           | Yes                                                                                                             |

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