

# PAJARO VALLEY UNIFIED SCHOOL DISTRICT



Purchasing Department  
294 Green Valley Road  
Watsonville, CA 95076

Re: Discount Pricing Schedules for Instructional Supply Catalogs

Dear Site Administrators and Office Managers,

The Purchasing Department has completed a process of obtaining competitive pricing schedules from over 102 vendors the school district commonly uses for the purchase of books and instructional materials.

The Purchasing Department requested a Catalog Discount Request for Quote from each vendor to quote their best possible discount off their catalog pricing, to state shipping costs, and to provide catalogs to all schools.

Enclosed is the result of that process. The discount off your catalog price is good through June 30, 2008. These price schedules are intended for use in preparing requisitions. The Purchasing Department will provide the expertise requesting proposals for bids, obtain quotes and make calls for best pricing when appropriate. You will find listings of all vendors who responded and their discount schedules.

Please add this information to your Purchasing Handbook. In addition, copies for your teachers will be very helpful to them.

Please email [mary\\_vasquez@pvusd.net](mailto:mary_vasquez@pvusd.net) if you want this in an electronic format.

Sincerely,

Rich Buse  
Director of Purchasing

## PRICE LIST: CATALOG DISCOUNT QUOTE PVUSDQ08CAT

The attached catalog Discount Quote covers instructional supplies used by the teachers within the district. The Catalog Discount Quote is based on a discount off the catalog price. The discount each company is offering is listed in the vendor information chart. Due to the variety of items needed, the award was given to every vendor that responded to the bid. You should review each company's pricing; they may give a large discount but have a high catalog price.

Always reference that you used the discount price on your requisition so we do not duplicate the discount.

Some companies have their own quote or account numbers that must be referenced on all purchase orders. Please put these reference numbers in the special instruction field when inputting the requisition.

Each company was asked to send catalogs to each school site. If your site does not have one, call the Purchasing Office.

The Catalog Discount Quote is intended for instructional supplies and books only.

PVUSD Exclusions:

- \* Office and classroom supplies available through are Stores Warehouse or on our Palace bid.
- \* Furniture
- \* Computers and peripherals
- \* Equipment

Vendor Exclusions:

- \* The "Shipping Free" note assumes standard shipped items only. Most companies that offered free shipping excluded additional freight and trucking charges for heavy or bulky items as noted in their catalog.
- \* Science supply companies exclude live and hazardous materials from their discounts.
- \* Library supply companies exclude 3M security products from their discounts.

The Catalog Discount Quote includes all companies that responded to the bid, but is not restrictive. You may make purchases from companies not on the list if they take purchase orders and accept our terms and conditions.

See the **Catalog Discount Quote by Name** for vendor, contact person, discount and exclusion information. For your convenience, summaries sorted by product and vendor name are attached.

ATTACHMENTS:

- **SUMMARY: BY VENDOR NAME**

Summary of all vendors who responded to our quote are alphabetically sorted by vendor name.

- **SUMMARY BY PRODUCT**

Summary of all vendors who responded to our quote, sorted by product, vendors may have multiple listings.

- \* ART
- \* HEALTH
- \* INDUSTRIAL ARTS
- \* INSTRUCTIONAL MATERIALS
- \* LIBRARY SUPPLIES
- \* MAPS
- \* MATH
- \* MUSIC
- \* PHYSICAL EDUCATION
- \* SAFETY
- \* SCHOOL SUPPLIES
- \* SCIENCE
- \* SELPA
- \* SOCIAL STUDIES
- \* SOFTWARE
- \* VIDEOS

- **PRICE LIST: BOOKS**

- \* BOOKS

- **COMPLETE CATALOG DISCOUNT QUOTE BY NAME**

Complete list of all vendors who responded to our quote, sorted alphabetically by vendor name. Includes: Name, Address, Phone, Fax, Website, Contact Information, Quote/Acct Number, Products, Discount, Shipping, Exclusions



**CATALOG DISCOUNT QUOTE**  
**SUMMARY: BY VENDOR NAME**

Includes all Vendors of supplies and books who responded to PVUSD/CAT request for quote.

		% DISCOUNT OFF CATALOG	FREE SHIPPING (EX FREIGHT)	EXCLUSIONS
<b>A</b>	<b>A BOOK COMPANY</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>
	<b>ABC SCHOOL SUPPLY INC</b>	<b>12%</b>	<b>OVER \$250</b>	<b>NO</b>
	<b>ABDO PUBLISHING</b>	<b>30%</b>	<b>FREE</b>	<b>NO</b>
	<b>ACADEMIC BOOK SERVICES INC</b>	<b>5%</b>	<b>FREE</b>	<b>NO</b>
	<b>ACHIEVMENT PRODUCTS INC</b>	<b>0%</b>	<b>NO</b>	<b>YES</b>
	<b>AKJ EDUCATIONAL SERVICES INC</b>	<b>YES</b>	<b>ADD 9%</b>	<b>NO</b>
	<b>AMSCO SCHOOL PUBLICATIONS</b>	<b>0%</b>	<b>NO</b>	<b>NO</b>
	<b>ANSMAR PUBLISHERS INC</b>	<b>0%</b>	<b>ADD 10%</b>	<b>NO</b>
<b>B</b>	<b>BAKER AND TAYLOR INC</b>	<b>YES</b>	<b>FREE</b>	<b>YES</b>
	<b>BILL FRITZ SPORTS CORPORATION</b>	<b>10%</b>	<b>FREE</b>	<b>YES</b>
	<b>BROAD REACH BOOKS</b>	<b>30%</b>	<b>FREE</b>	<b>NO</b>
	<b>BRODART COMPANY</b>	<b>YES</b>	<b>OVER \$100</b>	<b>YES</b>
<b>C</b>	<b>CALLOWAY HOUSE</b>	<b>0%</b>	<b>OVER \$750</b>	<b>NO</b>
	<b>CANNON SPORTS INC</b>	<b>25%</b>	<b>OVER \$45</b>	<b>NO</b>
	<b>CAPSTONE PRESS INC</b>	<b>25%</b>	<b>OVER \$350</b>	<b>NO</b>
	<b>CAROLINA BIOLOGICAL SUPPLY CO</b>	<b>YES</b>	<b>OVER \$100</b>	<b>YES</b>
	<b>CCY SOFTWARE INC</b>	<b>0%</b>	<b>OVER \$995</b>	<b>YES</b>
	<b>CHILDCRAFT EDUCATION CORP</b>	<b>YES</b>	<b>OVER \$250</b>	<b>YES</b>
	<b>COMPASS POINT BOOKS</b>	<b>25%</b>	<b>OVER \$350</b>	<b>YES</b>
	<b>COPPER BEECH</b>	<b>30%</b>	<b>FREE</b>	<b>NO</b>
	<b>CREATIVE TEACHING PRODUCTS</b>	<b>0%</b>	<b>NO</b>	<b>NO</b>
<b>CRITICAL THINKING CO</b>	<b>0%</b>	<b>FREE</b>	<b>NO</b>	
<b>D</b>	<b>DICK BLICK COMPANY</b>	<b>15%</b>	<b>OVER \$250</b>	<b>NO</b>
	<b>DISCOUNT DICTIONARIES</b>	<b>0%</b>	<b>NO</b>	<b>YES</b>
	<b>DISCOUNT SCHOOL SUPPLY</b>	<b>10%</b>	<b>OVER \$59</b>	<b>YES</b>
<b>E</b>	<b>100% EDUCATIONAL VIDEOS</b>	<b>10%</b>	<b>OVER \$500</b>	<b>NO</b>
	<b>EAI EDUCATION A DIV OF ERIC ARMIN INC</b>	<b>12%</b>	<b>OVER \$100</b>	<b>CALL</b>
	<b>EDGEWOOD PRESS INC</b>	<b>0%</b>	<b>FREE</b>	<b>NO</b>
	<b>EDUCATIONAL VIDEO NETWORK INC</b>	<b>0%</b>	<b>YES</b>	<b>NO</b>
	<b>EDUCATIONAL WOODWORK</b>	<b>YES</b>	<b>ADD 15%</b>	<b>CALL</b>
	<b>EDUCATORS OUTLET INC</b>	<b>15%</b>	<b>FREE</b>	<b>YES</b>
	<b>ELLISON EDUCATIONAL EQUIPMENT INC</b>	<b>15%</b>	<b>ADD 5%</b>	<b>YES</b>
	<b>ETA CUISENAIRE</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>
<b>F</b>	<b>FISHER SCIENCE EDUCATION</b>	<b>18%</b>	<b>OVER \$150</b>	<b>YES</b>
	<b>FLAGHOUSE INC</b>	<b>YES</b>	<b>FREE</b>	<b>YES</b>
	<b>FLINN SCIENTIFIC INC</b>	<b>10%</b>	<b>FREE</b>	<b>YES</b>
	<b>FOLLETT LIBRARY SERVICES RESOURCES</b>	<b>0%</b>	<b>FREE</b>	<b>YES</b>
	<b>FREY SCIENTIFIC</b>	<b>20%</b>	<b>FREE</b>	<b>YES</b>
<b>G</b>	<b>GARRETT BOOK COMPANY</b>	<b>25%</b>	<b>FREE</b>	<b>NO</b>
	<b>GEORGE CRAM COMPANY INC</b>	<b>5%</b>	<b>FREE</b>	<b>NO</b>

	GLENCOE DIVISION	25%	ADD 7%	YES
	GOPHER SPORT	YES	FREE	CALL
	GREAT SOURCE ED GROUP	0%	ADD 9%	NO
	GREG LARSON SPORTS	0%	NO	CALL
	GUMDROP BOOKS	0%	FREE	YES
<b>H</b>	HARCOURT ACHIEVE INC	0%	NO	CALL
	HIGHSMITH INC	16%	OVER \$50	YES
<b>J</b>	J APPLESEED	30%	FREE	NO
	JARRETT PUBLISHING CO	0%	NO	CALL
<b>K</b>	KAPLAN SCHOOL EARLY LEARNING CO	15%	OVER \$100	YES
	KNOWBUDDY RESOURCES	30%	FREE	NO
<b>L</b>	LAKESHORE LEARNING MATERIALS	5%	OVER \$500	YES
	LEARNING LINKS INC	YES	OVER \$1000	CALL
	LERNER PUBLISHING GROUP	25%	FREE	YES
	LOOKOUT BOOKS	30%	FREE	NO
<b>M</b>	MARIUCCIA IACONI BOOK IMPORTS	0%	ADD 5%	CALL
	MIDWEST TECHNOLOGY PRODUCTS	10%	OVER \$150	NO
	MODERN SCHOOL SUPPLIES INC	10%	OVER \$350	YES
	MORGAN REYNOLDS PUBLISHERS	10%	FREE	NO
	MUSIC IS ELEMENTARY	5%	NO	NO
<b>N</b>	NASCO MODESTO	YES	YES	YES
	NATIONAL HEALTH VIDEO	YES	NO	NO
<b>O</b>	ORGANIZED SPORTS	0%	FREE	YES
	ORIENTAL TRADING COMPANY INC	5%	OVER \$150	NO
<b>P</b>	PCI EDUCATIONAL PUBLISHING	YES	ADD 10%	CALL
	PERFECTION LEARNING CORPORATION	25%	YES	YES
	PERMA BOUND	0%	FREE	YES
	PICTURE WINDOW BOOKS	25%	OVER \$350	YES
<b>R</b>	RAINBOW BOOK COMPANY	25%	NO	NO
<b>S</b>	S & S WORLDWIDE INC	10%	YES	CALL
	SADDLEBACK EDUCATION	0%	ADD 10%	NO
	SAGEBRUSH CORPORATION	30%	FREE	YES
	SARGENT WELCH	23% (District Wide)	ADD 10%	YES
	" "	27% (New Schools)	" "	" "
	SAX ARTS & CRAFTS	15%	OVER \$10	YES
	SCHOLASTIC INC	YES	ADD 9%	CALL
	SCHOLASTIC LIBRARY PUBLISHING INC	YES	OVER \$750	NO
	SCHOOLHOUSE AUDIO VISUAL	YES	OVER \$100	YES
	SCHOOL SPECIALTY INC	20%	OVER \$150	YES
	SCIENCE KIT AND BOREAL LABS INC	10%	FREE	YES
	SMART APPLE MEDIA	30%	FREE	NO
	SPORTIME	12%	FREE	YES
	STONE ARCH BOOKS	25%	OVER \$350	NO
	SUPER DUPER PUBLICATIONS	0%	FREE	YES

<b>T</b>	TEACHERS DIRECT	5%	OVER \$88	YES
	THE BOOKSOURCE	YES	FREE	YES
	THE LIBRARY STORE	YES	YES	YES
	THOMSON LEARNING	0%	ADD 10%	NO
<b>U</b>	U.S. TOY CO/CONSTRUCTIVE PLAYTHINGS	5%	OVER \$600	YES
<b>W</b>	WARDS NATURAL SCIENCE	10%	FREE	YES
	WOLVERINE SPORTS	0%	NO	CALL
	WOOD ETC. CORP	25%	FREE	YES
	WORLD ALMANAC EDUCATION	YES	FREE	CALL
	WORLD BOOK INC	0%	YES	CALL

## CATALOG DISCOUNT QUOTE SUMMARY: BY PRODUCT

List of Vendors by Product who responded to PVUSD/CAT request for quote. Books listed separately.

<b>ART</b>	% DISCOUNT OFF CATALOG	FREE SHIPPING (EX FREIGHT)	EXCLUSIONS
ABC SCHOOL SUPPLY INC	12%	OVER \$250	NO
CHILDCRAFT EDUCATION CORP	YES	OVER \$250	YES
DICK BLICK COMPANY	15%	OVER \$250	NO
DISCOUNT SCHOOL SUPPLY	10%	OVER \$59	YES
ELLISON EDUCATIONAL EQUIPMENT INC	15%	ADD 5%	YES
KAPLAN SCHOOL EARLY LEARNING CO	15%	OVER \$100	YES
LAKESHORE LEARNING MATERIALS	5%	OVER \$500	YES
NASCO MODESTO	10-20%	YES	YES
ORIENTAL TRADING COMPANY INC	5%	OVER \$150	NO
S & S WORLDWIDE INC	10%	YES	CALL
SAX ARTS & CRAFTS	15%	OVER \$10	YES
SCHOOL SPECIALTY INC	20%	OVER \$150	YES
TEACHERS DIRECT	5%	OVER \$88	YES
U.S. TOY CO/CONSTRUCTIVE PLAYTHINGS	5%	OVER \$600	YES

<b>HEALTH</b>	% DISCOUNT OFF CATALOG	FREE SHIPPING (EX FREIGHT)	EXCLUSIONS
NASCO MODESTO	YES	YES	YES

<b>INDUSTRIAL ARTS</b>	% DISCOUNT OFF CATALOG	FREE SHIPPING (EX FREIGHT)	EXCLUSIONS
BRODART COMPANY	20%	OVER \$100	YES
EDGEWOOD PRESS INC	0%	FREE	NO
MIDWEST TECHNOLOGY PRODUCTS	10%	OVER \$150	NO
MODERN SCHOOL SUPPLIES INC	10%	OVER \$350	YES

<b>INSTRUCTIONAL MATERIALS</b>	% DISCOUNT OFF CATALOG	FREE SHIPPING (EX FREIGHT)	EXCLUSIONS
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**\*NOT FOR ITEMS ON PALACE BID OR IN OUR STORES WAREHOUSE\***

ABC SCHOOL SUPPLY INC	YES	OVER \$250	NO
ACADEMIC BOOK SERVICES INC	5%	FREE	NO
AMSCO SCHOOL PUBLICATIONS	0%	NO	NO
ANSMAR PUBLISHERS INC	0%	ADD 10%	NO
AKJ EDUCATIONAL SERVICES INC	YES	ADD 9%	NO
CALLOWAY HOUSE	0%	OVER \$750	NO
CHILDCRAFT EDUCATION CORP	5%	OVER \$250	YES
CREATIVE TEACHING PRODUCTS	0%	NO	NO
CRITICAL THINKING CO	0%	FREE	NO
DISCOUNT DICTIONARIES	0%	NO	YES
DISCOUNT SCHOOL SUPPLY	10%	OVER \$59	YES
EAI EDUCATION A DIV OF ERIC ARMIN INC	12%	OVER \$100	CALL
EDUCATIONAL WOODWORK	YES	ADD 15%	CALL
EDUCATORS OUTLET INC	15%	FREE	YES
ETA CUISENAIRE	YES	YES	YES
GLENCOE DIVISION	25%	ADD 7%	YES
GREAT SOURCE ED GROUP	0%	ADD 9%	NO
GUMDROP BOOKS	0%	FREE	YES
HARCOURT ACHIEVE INC	0%	NO	CALL
KAPLAN SCHOOL EARLY LEARNING CO	15%	OVER \$100	YES
LAKESHORE LEARNING MATERIALS	5%	OVER \$500	YES

LEARNING LINKS INC	YES	OVER \$1000	CALL
MARIUCCIA IACONI BOOK IMPORTS	0%	ADD 5%	CALL
NASCO MODESTO	YES	YES	YES
PCI EDUCATIONAL PUBLISHING	YES	ADD 10%	CALL
PERFECTION LEARNING CORPORATION	25%	YES	YES
PERMA BOUND	0%	FREE	YES
SADDLEBACK EDUCATION	0%	ADD 10%	NO
SCHOLASTIC INC	YES	ADD 9%	CALL
SCHOOL SPECIALTY INC	20%	OVER \$150	YES
SUPER DUPER PUBLICATIONS	0%	FREE	YES
THOMSON LEARNING	0%	ADD 10%	NO
U.S. TOY CO/CONSTRUCTIVE PLAYTHINGS	5%	OVER \$600	YES

## LIBRARY SUPPLIES

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

A BOOK COMPANY	YES	NO	NO
ABDO PUBLISHING	30%	FREE	NO
BAKER AND TAYLOR INC	YES	FREE	YES
BROAD REACH BOOKS	30%	FREE	NO
BRODART COMPANY	YES	OVER \$100	YES
CAPSTONE PRESS INC	25%	OVER \$350	NO
COMPASS POINT BOOKS	25%	OVER \$350	YES
COPPER BEECH	30%	FREE	NO
FOLLETT LIBRARY SERVICES RESOURCES	0%	FREE	YES
GARRETT BOOK COMPANY	25%	FREE	NO
HIGHSMITH INC	16%	OVER \$50	YES
J APPLESEED	30%	FREE	NO
JARRETT PUBLISHING CO	0%	NO	CALL
KNOWBUDDY RESOURCES	30%	FREE	NO
LEARNER PUBLISHING GROUP	25%	FREE	YES
LOOKOUT BOOKS	30%	FREE	NO
PICTURE WINDOW BOOKS	25%	OVER \$350	YES
RAINBOW BOOK COMPANY	25%	NO	NO
SAGEBRUSH CORPORATION	30%	FREE	YES
SCHOLASTIC LIBRARY PUBLISHING INC	YES	OVER \$750	NO
SMART APPLE MEDIA	30%	FREE	NO
STONE ARCH BOOKS	25%	OVER \$350	NO
THE BOOKSOURCE	YES	FREE	YES
THE LIBRARY STORE	YES	YES	YES

## MAPS

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

GEORGE CRAM COMPANY INC	5%	FREE	NO
WORLD ALMANAC EDUCATION	YES	FREE	CALL
WORLD BOOK INC	0%	YES	CALL

## MATH

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

EAI EDUCATION A DIV OF ERIC ARMIN INC	12%	OVER \$100	CALL
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## MUSIC SUPPLIES

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

MUSIC IS ELEMENTARY	5%	NO	NO
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## PHYSICAL EDUCATION

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

BILL FRITZ SPORTS CORPORATION	10%	FREE	YES
CANNON SPORTS INC	25%	OVER \$45	NO

FLAGHOUSE INC	YES	FREE	YES
GOPHER SPORT	YES	FREE	CALL
GREG LARSON SPORTS	0%	NO	CALL
ORGANIZED SPORTS	0%	FREE	YES
SPORTIME	12%	FREE	YES
WOLVERINE SPORTS	0%	NO	CALL

## SCHOOL SUPPLIES

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

**\*NOT FOR ITEMS ON PALACE BID OR IN OUR STORES WAREHOUSE\***

ABC SCHOOL SUPPLY INC	YES	OVER \$250	NO
CHILDCRAFT EDUCATION CORP	5%	OVER \$250	YES
DISCOUNT SCHOOL SUPPLY	10%	OVER \$59	YES
KAPLAN SCHOOL EARLY LEARNING CO	15%	OVER \$100	YES
LAKESHORE LEARNING MATERIALS	5%	OVER \$500	YES
SCHOOLHOUSE AUDIO VISUAL	YES	OVER \$100	YES
SCHOOL SPECIALTY INC	20%	OVER \$150	YES
TEACHERS DIRECT	5%	OVER \$88	YES
U.S. TOY CO/CONSTRUCTIVE PLAYTHINGS	5%	OVER \$600	MIN \$25
WOOD ETC. CORP	25%	FREE	YES

## SCIENCE

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

CAROLINA BIOLOGICAL SUPPLY CO	YES	OVER \$100	YES
FISHER SCIENCE EDUCATION	18%	OVER \$150	YES
FLINN SCIENTIFIC INC	10%	FREE	YES
FREY SCIENTIFIC	20%	FREE	YES
NASCO MODESTO	YES	YES	YES
SARGENT WELCH	23% (Dist Wide)	ADD 10%	YES
" "	27% (New Sch)	" "	" "
SCIENCE KIT AND BOREAL LABS INC	10%	FREE	YES
WARDS NATURAL SCIENCE	10%	FREE	YES

## SELPA

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

ACHIEVMENT PRODUCTS INC	0%	NO	YES
FLAGHOUSE INC	10%	NO	YES
NASCO MODESTO	10-20%	YES	YES
PCI EDUCATIONAL PUBLISHING	YES	ADD 10%	CALL

## SOCIAL STUDIES

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

GEORGE CRAM COMPANY INC	5%	FREE	NO
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## SOFTWARE

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

**\*NOT FOR MS OFFICE OR ANTI-VIRUS, SEE HDBK PAGE 48 \***

CCY SOFTWARE INC	0%	OVER \$995	YES
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## VIDEOS

% DISCOUNT OFF CATALOG      FREE SHIPPING (EX FREIGHT)      EXCLUSIONS

EDUCATIONAL VIDEO NETWORK INC	0%	YES	NO
100% EDUCATIONAL VIDEOS	10%	OVER \$500	NO
NATIONAL HEALTH VIDEO	YES	NO	NO

## PRICE LIST: BOOKS

### SUMMARY: BOOKS

The attached spreadsheet **SUMMARY: BOOKS** is a summary of the book publishers and distributors who responded to our Catalog Discount Quote PVUSD 06/05. Use the **Catalog Discount Quote by Name** to access complete vendor and discount information. In addition we have listed local vendors' discounts.

### FREQUENTLY ASKED QUESTIONS

#### **On the SUMMARY: BOOKS spreadsheet, what is the difference between % OFF LIST and % OFF CAT in the % Discount column?**

Most book catalogs are printed with the discounted price and no additional discount is given.

**% OFF LIST:** The average amount the vendor discounts off the List Price. The catalog is printed with the discounted price; do not subtract this amount from your requisition.

**% OFF CAT:** The vendor offers us an additional discount off the price printed in the catalog. Subtract this amount from the price listed. Note on your requisition that you have subtracted the discount.



#### **What is the LIST PRICE?**

Every book has a list price designated by the publisher. The list price is often printed on the book. Book catalogs do not always include the list price. You can usually find the list price at Amazon.com.

#### **What is the ISBN number?**

Every book has an ISBN number. The ISBN (International Standard Book Number) is a 10-digit number that uniquely identifies books and book-like products published internationally. Each number identifies a unique edition of a publication, in a specific publisher's binding, from one specific publisher. Note that the new edition of a book will have a new ISBN number. Including the ISBN number on your order assures that you will receive the book that you want.

#### **Should I buy directly from the Publisher?**

Distributors (resellers) get the books from the publisher at less than list price. Large distributors like Amazon and Borders can pass greater discounts on the consumer. Publishers who sell directly to the school district (not all do) may give us a discount, but it is not always equivalent to the distributor's discount. Therefore, buying directly from the publisher is sometimes but not always the best price.

#### **Why are there so many prices for the same book?**

When pricing books, pay close attention to the binding so that you purchase the best choice for your needs.

There are numerous bindings available from the publishers: hardcover, paperback, mass market, trade, library etc.

In addition, many distributors (such as Perma Bound, Econoclad, and Follett etc) offer enhanced bindings. For example, Perma Bound strips the covers off paperback books, adds boards and plastic coatings to the cover and re-glues the books back together. This creates a tough book considerably cheaper than the hardcover library edition. The book may even cost less than the list price for the paperback, but usually will be more expensive than the discounted paperback. Companies who sell enhanced bindings usually keep a stock of best sellers ready to go, but if the book you want is not in stock, it may take a few weeks to process your order.

#### **What if the book is OUT OF STOCK?**

All distributors get books from the publisher. Although distributors keep stock on hand, the distributors can get books from the publisher relatively quickly. Therefore, if you are notified that a book is back-ordered for a significant length of time, it is probably back-ordered from the publisher and not available from any distributor. Purchase Orders are not closed until all materials are received.

#### **Can I use a LOCAL VENDOR?**

We support purchasing from local vendors, but must remain fiscally responsible. The cost savings of ordering from distributors can sometimes be offset by picking up books at local stores and saving on shipping charges. As larger distributors and publishers usually waive the shipping charge on large orders, large orders should not be ordered from local vendors unless they agree to meet the distributor's price.

#### **Can I use my DISTRICT CREDIT CARD to purchase books?**

Book purchases under \$50 should always be purchased on a District Credit Card. Book purchases under \$400.00 may be purchased on a District Credit Card. Book Purchases over \$400.00 require approval of the Director of Purchasing.

#### **Can I order from AMAZON.COM?**

The Purchasing Department can now process purchase orders with Amazon.com. Attach a printout of your Shopping Cart to your requisition and process as usual. The Purchasing Department will re-enter your PO at Amazon.com. Small orders should be ordered directly on your District Credit Card. Amazon.com is also a useful resource to find ISBN numbers and availability.

#### **What about previewing books.**

Process a PO for the estimated amount you are allotted to spend prior to requesting a preview. When you decide what you want to keep, the amount of the PO can be dropped to match the actual purchase. Do not accept any items without processing a PO.

**CATALOG DISCOUNT QUOTE**  
**SUMMARY: BOOKS**

See the attached **Catalog Discount Quote by Name** for complete vendor, contact, and discount and exclusion information sorted alphabetically by vendor name.

Note the **% Discount** field is defined as follows:

**% OFF CAT:** TAKE ADDITIONAL DISCOUNT OFF CATALOG PRICE

**% OFF LIST:** NO ADDITIONAL DISCOUNT OFFERED, CATALOG REFLECTS % OFF LIST PRICE.

**~% OFF LIST:** PERCENTAGE OFF VARIES, SEE CATALOG

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**BOOKS, PUBLISHERS**

	<b>% Discount</b>	<b>Free Shipping (Ex Freight)</b>	<b>Exclusions</b>
ABDO PUBLISHING	30% OFF LIST	FREE	NO
BROAD REACH BOOKS	30% OFF LIST	FREE	NO
CAPSTONE PRESS INC	25% OFF LIST	OVER \$350	NO
COMPASS POINT BOOKS	25% OFF LIST	OVER \$350	YES
COPPER BEECH	30% OFF LIST	FREE	NO
J APPLESEED	30% OFF LIST	FREE	NO
JARRETT PUBLISHING CO	0%	NO	CALL
KNOWBUDDY RESOURCES	30% OFF LIST	FREE	NO
LERNER PUBLISHING GROUP	25% OFF LIST	FREE	YES
LOOKOUT BOOKS	30% OFF LIST	FREE	NO
MORGAN REYNOLDS PUBLISHERS	10% OFF LIST	FREE	NO
PICTURE WINDOW BOOKS	25% OFF LIST	OVER \$350	YES
SCHOLASTIC INC	PER CATALOG	ADD 9%	CALL
SCHOLASTIC LIBRARY PUBLISHING INC	-% OFF LIST	OVER \$750	NO
SMART APPLE MEDIA	30% OFF LIST	FREE	NO
STONE ARCH BOOKS	25% OFF LIST	OVER \$350	NO
WORLD ALMANAC EDUCATION	PER CATALOG	FREE	CALL
WORLD BOOK INC	0%	YES	CALL

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**BOOKS, DISTRIBUTORS**

	<b>% Discount</b>	<b>Free Shipping (Ex Freight)</b>	<b>Exclusions</b>
BAKER AND TAYLOR INC	20-40% OFF LIST	FREE	YES
THE BOOKSOURCE	25% OFF LIST	FREE	YES
DISCOUNT DICTIONARIES	-% OFF LIST	NO	YES
FOLLETT LIBRARY SERVICES RESOURCES	-% OFF LIST	FREE	YES
GARRETT BOOK COMPANY	25% OFF LIST	FREE	NO
GUMDROP BOOKS	AVE 28% OFF LIST	FREE	YES
MARIUCCIA IACONI BOOK IMPORTS	0%	ADD 5%	CALL
PERMA BOUND	25% OFF LIST	FREE	YES
RAINBOW BOOK COMPANY	25% OFF LIST	NO	NO
SAGEBRUSH CORPORATION	30% OFF LIST	FREE	YES

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**LOCAL VENDORS:**

We support purchasing from local vendors, but must remain fiscally responsible. The cost savings of ordering from distributors can sometimes be offset by picking up books at local stores and saving on shipping charges. As larger distributors and publishers usually waive the shipping charge on large orders, large orders should not be ordered from local vendors unless they agree to meet the distributor's price.

Note the % **Discount** field is defined as follows:

% OFF STORE: TAKE THE % OFF THE STORE PRICE, WHICH IS USUALLY THE LIST PRICE. SOME BOOKS MAY BE EXCLUDED; SOME BOOKS MAY BE ADDITIONALLY DISCOUNTED.

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**BOOKS, LOCAL VENDORS**

<b>Vendor</b>	<b>% Discount</b>	<b>Quantity Discount</b>
BORDERS BOOKS AND MUSIC	20% OFF STORE	25% over \$1000
BOOKSHOP SANTA CRUZ	10-20% OFF STORE	25% per bid
BOOKWORKS	0%	15% Class Sets
CROSSROADS	10% OFF STORE	20% Class Sets
KALEIDOSCOPE	0%	

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# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

A BOOK COMPANY  
2415 PALUMBO DR  
LEXINGTON

KY 40509

PH: (859) 514-5200  
FAX: (859) 514-6827  
WEBSITE: [www.ecampus.com](http://www.ecampus.com)

PVUSD VENDOR #032059-01  
CONTACT: JANICE RODGERS  
CONTACT PH: (859) 514-5302  
EMAIL: [jrodgers@ecampus.com](mailto:jrodgers@ecampus.com)  
QUOTE/ACCT NUMBER:

BOOKS, PBL  
DISCOUNT OFF WEBSITE LIST PRICE: 20%-25%  
SHIPPING: PER WEIGHT  
NOTE ON-LINE ORDERS ONLY

ABC SCHOOL SUPPLY INC  
PO BOX 369  
LANDISVILLE

PA 17538

PH: (800) 669-4222  
FAX: (717) 653-7930  
WEBSITE: [www.abeschooolsupply.com](http://www.abeschooolsupply.com)

PVUSD VENDOR #001136-10  
CONTACT: ALLISON McCARTHY  
CONTACT PH: (800) 669-4222, ext. 7623  
EMAIL: [bids@abeschooolsupply.com](mailto:bids@abeschooolsupply.com)  
QUOTE/ACCT NUMBER: PVUSD-CS06-12

INSTRUCTIONAL MATERIALS, ART/SCH/SUP/FURN  
DISCOUNT OFF CATALOG PRICE: 12% OVER \$250.00  
SHIPPING: FREE FOR ORDERS OVER \$250 UNDER \$250 ADD 15%  
FURNITURE & EQUIPMENT SHIP FREE MINIMUM ORDER OF \$750

ABDO PUBLISHING  
4940 VIKING DR  
EDINA

MN 55435

PH: (800) 800-1312  
FAX: (952) 831-1632  
WEBSITE: [www.abdopub.com](http://www.abdopub.com)

PVUSD VENDOR #: 032484-01  
CONTACT: KEVIN O'KANE  
CONTACT PH: (408) 256-5070  
EMAIL: [kevinmokane@yahoo.com](mailto:kevinmokane@yahoo.com)  
QUOTE/ACCT NUMBER:

BOOKS, PBL  
DISCOUNT OFF CATALOG PRICE: 30%  
SHIPPING: FREE

ACADEMIC BOOK SERVICES INC  
200 COOK ST  
CARTERSVILLE

GA 30120

PH: (800) 652-3050  
FAX: (800) 442-3440  
WEBSITE: [www.academicbookservices.com](http://www.academicbookservices.com)

PVUSD VENDOR # 001042-01  
CONTACT: SHARL LANDIS  
CONTACT PH: (800) 252-6657, ext. 2159  
EMAIL: [slandis@academicbookservices.com](mailto:slandis@academicbookservices.com)  
QUOTE/ACCT NUMBER:

BOOKS, DIST, TEXT USED  
DISCOUNT OFF CATALOG PRICE: 5%  
SHIPPING: FREE

ACHIEVEMENT PRODUCTS INC  
PO BOX 9033  
CANTON

OH 44711

PH: (800) 373-4699  
FAX: (800) 766-4303  
WEBSITE: [www.specialkidszone.com](http://www.specialkidszone.com)

PVUSD VENDOR #103773-01  
CONTACT: GRANT  
CONTACT PH: (800) 373-4655  
EMAIL: [sales@specialkidszone.com](mailto:sales@specialkidszone.com)  
QUOTE/ACCT NUMBER:

PHYSICAL EDUCATION  
NO DISCOUNT:  
SHIPPING: SEE CATALOG - EXCEPTIONS

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

AKJ EDUCATIONAL SERVICES INC  
 5609-2A FISHERS LANE  
 ROCKVILLE MD 20852  
 PH: (800) 922-6066  
 FAX: (888) 770-2338  
 WEBSITE: [www.akjedsvcs.com](http://www.akjedsvcs.com)

PVUSD VENDOR #031498-01  
 CONTACT: CUSTOMER SERVICE  
 CONTACT PH: (800) 922-6066  
 EMAIL: [info@akjedsvcs.com](mailto:info@akjedsvcs.com)  
 QUOTE/ACCT NUMBER:

BOOKS  
 DISCOUNT OFF CATALOG PRICE: 20%-35% DEPENDING ON -  
 QTY PLEASE SEE CATALOG  
 SHIPPING: ADD 9%

AMSCO SCHOOL PUBLICATIONS  
 C/O NORTHWEST TEXTBOOK DEPOSITORY  
 PO BOX 5608  
 PORTLAND OR 97228  
 PH: (800) 676-6630  
 FAX: (503) 639-2559  
 WEBSITE: N/A

PVUSD VENDOR #100556-02  
 CONTACT: MARC DEISING  
 CONTACT PH: (415) 378-3561  
 EMAIL: N/A  
 QUOTE/ACCT NUMBER:

INSTRUCTIONAL MATERIALS  
 NO DISCOUNT  
 SHIPPING: PER CATALOG

ANSMAR PUBLISHERS INC  
 13257 KIRKHAM WAY  
 POWAY CA 92064  
 PH: (866) 866-7026  
 FAX: (858) 513-2764  
 WEBSITE: N/A

PVUSD VENDOR #001004-01  
 CONTACT: EMILY FOUSER  
 CONTACT PH: (866) 866-7026  
 EMAIL: [emily@excelmath.com](mailto:emily@excelmath.com)  
 QUOTE/ACCT NUMBER:

INSTRUCTIONAL MATERIALS, MATH. K-6  
 NO DISCOUNT  
 SHIPPING: ADD 10%

BAKER AND TAYLOR  
 251 MOUNT OLIVE CHURCH RD  
 COMMERCE GA 30599  
 PH: (800) 775-1100  
 FAX: (800) 775-7480  
 WEBSITE: [www.btol.com](http://www.btol.com)

PVUSD VENDOR #000047-01  
 CONTACT: SANDRA WHITFIELD  
 CONTACT PH: (800) 775-1200, ext. 2770  
 EMAIL:  
[sandra.whitfeld@btol.com](mailto:sandra.whitfeld@btol.com)  
 QUOTE/ACCT NUMBER: 407906 S007229

BOOKS K-12  
 DISCOUNT OFF CATALOG PRICE: 5% - 40%, PLEASE SEE ATTACHMENT A  
 IN CATALOG BID BINDER FOR A LIST OF DISCOUNTS OFFERED  
 SHIPPING: FREE

BILL FRITZ SPORTS CORPORATION  
 1072 CLASSIC ROAD  
 APEX NC 27539  
 PH: (800) 234-1004  
 FAX: (919) 362-1750  
 WEBSITE: [www.billfritzsports.com](http://www.billfritzsports.com)

PVUSD VENDOR #032485-01  
 CONTACT: BILL FRITZ  
 CONTACT PH: (800) 234-1004  
 EMAIL:

PHYSICAL EDUCATION  
 DISCOUNT OFF CATALOG PRICE: 10%  
 SHIPPING: FREE ON CERTAIN ITEMS SEE THE CATALOG BID BINDER FOR  
 FREE SHIPPED ITEMS. ADD 12% IF ITEMS NOT DISCOUNTED

QUOTE/ACCT NUMBER: "Percentage off Bid" PVUSD#Q08CAT

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

BROAD REACH BOOKS  
PO BOX 3127  
MANKATO

MN 56002

PH: (866) 535-0004  
FAX: (866) 893-4789  
WEBSITE:

PVUSD VENDOR #032251-01  
CONTACT: LAURIE OSBORN  
CONTACT PH: (866) 535-0004  
EMAIL:  
QUOTE/ACCT NUMBER: N/A

BOOKS, DIST, LIB  
DISCOUNT OFF CATALOG PRICE: 30%  
FREE CART KITS  
SHIPPING: FREE

BRODART COMPANY  
100 NORTH ROAD  
MCELHATTEN

PA 17748

PH: (800) 233-8467  
FAX: (800) 578-1064  
WEBSITE: [www.shopbrodart.com](http://www.shopbrodart.com)

PVUSD VENDOR #000710-01  
CONTACT: KRISTIN WAGNER  
CONTACT PH: (800) 233-8461, ext. 4352  
EMAIL: [supplies.quotes@brodart.com](mailto:supplies.quotes@brodart.com)  
QUOTE/ACCT NUMBER: #SELECT

FURNITURE, LIBRARY, SUPPLIES  
DISCOUNT: 20% SUPPLIES, 15% EQUIPMENT  
EXCLUDES: SECURITY SYSTEMS & ACCESSORIES,  
SCAN PRODUCTS, INDUS 5001 BOOK SCANNER/COPIER  
SHIPPING: FREE FOR ORDERS OVER \$100 -LIBRARY SUPPLIES,  
SHIPPING CHARGES PREPAID & ADDED TO INVOICE - FURNITURE

CALLOWAY HOUSE, INC  
451 RICHARDSON DR  
LANCASTER

PA 17603

PH: (800) 233-0290  
FAX: (717) 299-6754  
WEBSITE: [www.callowayhouse.com](http://www.callowayhouse.com)

PVUSD VENDOR #000442-01  
CONTACT: CUSTOMER SERVICE  
CONTACT PH: (800) 233-0290  
EMAIL: [service@callowayhouse.com](mailto:service@callowayhouse.com)  
QUOTE/ACCT NUMBER: N/A

INSTRUCTIONAL MATERIALS  
NO DISCOUNT  
SHIPPING: FREE FOR ORDERS OVER \$750.00  
SEE CATALOG BINDER FOR SHIPPING CHARGE

CANNON SPORTS INC  
PO BOX 11179  
BURBANK

CA 91510-1179

PH: (800) 223-0064  
FAX: (800) 388-1993  
WEBSITE: [www.cannonsports.com](http://www.cannonsports.com)

PVUSD VENDOR #000067-01  
CONTACT: GERSON  
CONTRERAS  
CONTACT PH: (800) 223-0064  
EMAIL: [csi@cannonsports.com](mailto:csi@cannonsports.com)  
QUOTE/ACCT NUMBER: RFQ 48610

PHYSICAL EDUCATION  
DISCOUNT OFF CATALOG PRICE: 25%  
SHIPPING: FREE \$5.00 HANDLING ORDERS UNDER \$45.00

CAPSTONE PRESS  
151 GOOD COUNSEL DR. PO BOX 669  
MANKATO

MN 56002-0669

PH: (800) 747-4992  
FAX: (888) 262-0705  
WEBSITE: [www.capstonepress.com](http://www.capstonepress.com)

PVUSD VENDOR #031373-01  
CONTACT: SANDI ROWE  
CONTACT PH: (408) 979-0935  
EMAIL: [sandi@librarybooks.us](mailto:sandi@librarybooks.us)  
QUOTE/ACCT NUMBER: N/A

BOOKS, LIB  
DISCOUNT OFF CATALOG PRICE: 25%  
SHIPPING: FREE FOR ORDERS OVER \$350 UNDER \$350 ADD 10%

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

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CAROLINA BIOLOGICAL SUPPLY CO 2700 YORK RD BURLINGTON  PH: (800) 334-5551 FAX: (800) 222-7112 WEBSITE: <a href="http://www.carolina.com">www.carolina.com</a>	NC 27215	PVUSD VENDOR #000069-02 CONTACT: ROBIN BOWMAN CONTACT PH: (800) 334-5551, ext. 6240 EMAIL: <a href="mailto:robin.bowman@carolina.com">robin.bowman@carolina.com</a> QUOTE/ACCT NUMBER: P/106068	SCIENCE SUPPLIES & MATERIALS DISCOUNT OFF CATALOG PRICE: 5% MINIMUM \$500  SHIPPING: FREE FOR ORDERS OVER \$100 UNDER \$100 ADD 5% EXCLUDES: LIVING, PERISHABLE, HAZARDOUS CHEMICALS, DROP SHIP ITEMS, AND PRESERVED SPECIMENS
CCY SOFTWARE INC PO BOX 9204 FARGO  PH: (800) 541-6078 FAX: (800) 457-6953 WEBSITE: <a href="http://www.ccvsoftware.com">www.ccvsoftware.com</a>	ND 58106	PVUSD VENDOR #000828-01 CONTACT: NISCO JUNKINS CONTACT PH: (866) 485-0091 EMAIL: <a href="mailto:nisco@ccvsoftware.com">nisco@ccvsoftware.com</a> QUOTE/ACCT NUMBER: N/A	EDUCATIONAL SOFTWARE, LICENSES, PERIPHERALS, LIFE PALM, CAMERAS & PROJECTORS NO DISCOUNT: CATALOG REFLECTS DISCOUNT  SHIPPING: FREE FOR ORDERS OVER \$995
CHILDCRAFT EDUCATION CORP PO BOX 3239 LANCASTER  PH: (800) 631-6552 FAX: (717) 653-7930 WEBSITE:	PA 17604-3239	PVUSD VENDOR #001136-16 CONTACT: CASSI REDCAY CONTACT PH: (800) 631-5852 EMAIL: <a href="mailto:cecbid@childcraftededucation.com">cecbid@childcraftededucation.com</a> QUOTE/ACCT NUMBER: PVUSD-CF06-5	EARLY CHILDHOOD FURNITURE, SUPPLIES, MATERIALS DISCOUNT OFF CATALOG PRICE: 5% ORDER OVER \$250  SHIPPING: FREE FOR ORDERS OVER \$250 UNDER \$250 ADD 15%
COMPASS POINT BOOKS 3109 W. 50TH ST #115 MINNEAPOLIS  PH: (877) 371-1536 FAX: (408) 979-0945 WEBSITE: <a href="http://www.compasspointbooks.com">www.compasspointbooks.com</a>	MN 55410-2102	PVUSD VENDOR #032606-01 CONTACT: SANDI ROWE CONTACT PH: (408) 979-0935 EMAIL: <a href="mailto:sandi@librarybooks.us">sandi@librarybooks.us</a> QUOTE/ACCT NUMBER: N/A	BOOKS, LIB DISCOUNT OFF CATALOG PRICE: 25%  SHIPPING: FREE FOR ORDERS OVER \$350 UNDER \$350 ADD 6%
COPPER BEECH PO BOX 1176 MANKATO  PH: (800) 280-2138 FAX: (800) 280-8576 WEBSITE: N/A	MN 56002	PVUSD VENDOR #032579-01 CONTACT: LAURIE OSBORN CONTACT PH: (800) 280-2138 EMAIL: N/A QUOTE/ACCT NUMBER: N/A	BOOKS, LIB DISCOUNT OFF CATALOG PRICE: 30% FREE MARC RECORDS OR CARD KITS  SHIPPING: FREE

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# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

CREATIVE TEACHING PRODUCTS  
 793 SOUTH TRACY BLVD #313  
 TRACY  
  
 PH: (209) 608-4695  
 FAX: (209) 833-1368  
 WEBSITE: [www.creativeteachingproducts.com](http://www.creativeteachingproducts.com)

CA 95376

PVUSD VENDOR #031048-01  
 CONTACT: PATTI CARNES  
 CONTACT PH: (209) 608-4695  
 EMAIL: [patti.ctp@sbcglobal.net](mailto:patti.ctp@sbcglobal.net)  
 QUOTE/ACCT NUMBER: N/A

CRITICAL THINKING REFERRAL FLIPCHARTS  
 NO DISCOUNT: SEE CATALOG BID BINDER FOR BULK PRICING  
  
 SHIPPING: PER CATALOG

CRITICAL THINKING CO  
 PO BOX 1610  
 SEASIDE  
  
 PH: (800) 458-4849  
 FAX: (831) 393-3277  
 WEBSITE: N/A

CA 93955

PVUSD VENDOR #032487-01  
 CONTACT: MARY ANN LUCIDO  
 CONTACT PH: (800) 458-4849  
 EMAIL: N/A  
 QUOTE/ACCT NUMBER: "FREE FREIGHT"

INSTRUCTIONAL MATERIALS  
 NO DISCOUNT:  
  
 SHIPPING: FREE

DICK BLICK COMPANY  
 PO BOX 1267  
 GALESBURG  
  
 PH: (800) 447-8192  
 FAX: (800) 621-8293  
 WEBSITE: [www.dickblick.com](http://www.dickblick.com)

IL 61402

PVUSD VENDOR #000054-01  
 CONTACT: JOHN VAN FLEET  
 CONTACT PH: (800) 704-7744  
 EMAIL:  
[j.vanfleet@dickblick.com](mailto:j.vanfleet@dickblick.com)  
 QUOTE/ACCT NUMBER: 0512152193

ART SUPPLIES  
 DISCOUNT OFF CATALOG PRICE: 15% W/LETTERS STARTING WITH A, B or C  
 EXCLUDED: PREFIXES BESIDES A, B or C AND ALL INTERNET SPECIALS  
  
 SHIPPING: FREE FOR ORDERS OVER \$250  
 EXCLUDED: LIVE, 50# MODELING MATERIAL, PAPER ROLLS, FOAMBOARD,  
 LINOLEUM ROLLS, MASTER ETCH PRESSES

DISCOUNT DICTIONARIES  
 5917 OAK AVE #359  
 TEMPLE CITY  
  
 PH: (877) 641-0341  
 FAX: (877) 641-4995  
 WEBSITE:

CA 91780

PVUSD VENDOR #103695-01  
 CONTACT: ARTHUR CHOU  
 CONTACT PH: (877) 641-0341  
 EMAIL: [info@discountdictionaries.com](mailto:info@discountdictionaries.com)  
 QUOTE/ACCT NUMBER: N/A

BOOKS, DIST, LIB  
 NO ADDITIONAL DISCOUNT  
 CATALOG REFLECTS 20%-60% OFF LIST PRICE  
  
 SHIPPING: FREE SHIP ON 100+ BOOK ORDERS UNDER 100 ADD 10%

DISCOUNT SCHOOL SUPPLY  
 FILE NO. 73847  
 PO BOX 60000  
 SAN FRANCISCO  
  
 PH: (800) 627-2829  
 FAX: (800) 879-3753  
 WEBSITE: [www.discountschoolsupply.com](http://www.discountschoolsupply.com)

CA 94160-3847

PVUSD VENDOR #000471-01  
 CONTACT: CUSTOMER SERVICE  
 CONTACT PH: (800) 636-9615  
 EMAIL: [bids@discountschoolsupply.com](mailto:bids@discountschoolsupply.com)  
 QUOTE/ACCT NUMBER: N/A

INSTRUCTIONAL MATERIALS, ART/SCH SUPP/FURN  
 DISCOUNT OFF CATALOG PRICE: 10%  
  
 SHIPPING: FREE FOR ORDERS OVER \$59.00 UNDER \$59 ADD 15%  
 EXCLUDED: LITTLE TYKES

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

100% EDUCATIONAL VIDEOS  
 4921 ROBERT J. MATHEWS PKWY, STE 2  
 EL DORADO HILLS CA 95762  
 PH: (800) 483-3383  
 FAX: (888) 478-1426  
 WEBSITE: [www.schoolvideos.com](http://www.schoolvideos.com)

PVUSD VENDOR #002194-01  
 CONTACT: MICHELLE MORALES  
 CONTACT PH: (916) 932-0317  
 EMAIL: [michelle@schoolvideos.com](mailto:michelle@schoolvideos.com)  
 QUOTE/ACCT NUMBER: "QUOTE BY MICHELLE"

DESCRIPTION: VIDEOS, EDUCATIONAL  
 DISCOUNT OFF CATALOG PRICE: 10%  
 SHIPPING: FREE FOR ORDERS OVER \$500

EAI EDUCATION A DIV OF ERIC ARMIN INC  
 PO BOX 7046  
 OAKLAND NJ 07436  
 PH: (800) 770-8010  
 FAX: (201) 891-5689  
 WEBSITE: [www.eaieducation.com](http://www.eaieducation.com)

PVUSD VENDOR #104547-01  
 CONTACT: BARBARA TUZZEO  
 CONTACT PH: (800) 770-8010, ext. 7600  
 EMAIL: [btuzzeo@eaiusa.com](mailto:btuzzeo@eaiusa.com)  
 QUOTE/ACCT NUMBER: "QUOTE BY BARBARA"

INSTRUCTIONAL MATERIALS, MATH, CALCULATORS  
 CATALOG REFLECTS 12% OFF LIST PRICE W/EXCEPTIONS  
 EXCEPTIONS: CALCULATORS  
 SHIPPING: FREE FOR ORDERS OVER \$100 UNDER \$100 ADD \$8.00

EDGEWOOD PRESS INC  
 647 EAST EDNA PLACE  
 COVINA NJ 91723  
 PH: (800) 533-1236  
 FAX: (626) 915-2863  
 WEBSITE: [www.folderfacts.com](http://www.folderfacts.com)

PVUSD VENDOR #000107-01  
 CONTACT: ERNIE ALTVATER  
 CONTACT PH: (800) 533-1236  
 EMAIL: [ernie@folderfacts.com](mailto:ernie@folderfacts.com)  
 QUOTE/ACCT NUMBER: N/A

POCKET FOLDERS  
 NO DISCOUNT:  
 SHIPPING: FREE

EDUCATIONAL VIDEO NETWORK INC  
 1401 19TH ST  
 HUNTSVILLE TX 77340  
 PH: (800) 762-0060  
 FAX: (866) 814-1714  
 WEBSITE: [www.evndirect.com](http://www.evndirect.com)

PVUSD VENDOR #000850-01  
 CONTACT: REBECCA VESELKA  
 CONTACT: MARILYN PHILLIPS  
 CONTACT PH: (800) 762-0060  
 EMAIL: [evn@edirectnet.com](mailto:evn@edirectnet.com)  
 QUOTE/ACCT NUMBER: N/A

DESCRIPTION: EDUCATIONAL VIDEOS AND DVD'S  
 NO DISCOUNT  
 SHIPPING: \$5.00 FOR FIRST VHS, DVD AND \$1.00 FOR EA ADDITIONAL

EDUCATIONAL WOODWORK  
 1443 N. 400 W.  
 AMERICAN FORK UT 84003  
 PH: (801) 763-5542  
 FAX: (801) 763-5587  
 WEBSITE: [www.studentwhiteboards.com](http://www.studentwhiteboards.com)

PVUSD VENDOR #031340-01  
 CONTACT: CELIA VAN ALFEN  
 CONTACT PH: (801) 763-5540  
 EMAIL: [ews@usa.com](mailto:ews@usa.com)  
 QUOTE/ACCT NUMBER: N/A

INSTRUCTIONAL MATERIALS  
 DISCOUNT: 10-15%, FOR ORDERS OVER \$150 - WHITEBOARDS  
 SHIPPING: ADD 15%

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

EDUCATORS OUTLET INC PO BOX 397 TIMNATH  PH: (800) 315-2212 FAX: (866) 254-5786 WEBSITE: <a href="http://www.educatorsoutlet.com">www.educatorsoutlet.com</a>	CO 80547	PVUSD VENDOR #002383-01 CONTACT: KRISTIN HAWS CONTACT PH: (800) 315-2212, ext. 208 EMAIL: <a href="mailto:kristin@educatorsoutlet.com">kristin@educatorsoutlet.com</a> QUOTE/ACCT NUMBER: B10554	DESCRIPTION: MATH, SCIENCE, LANG. ARTS, MANIPULATIVE SUPPLIES DISCOUNT OFF CATALOG PRICE: 15%  SHIPPING: FREE WITH BID MUST REFERENCE B10554 TO RECEIVE DISCOUNT
ELLISON EDUCATIONAL EQUIPMENT INC 25862 COMMERCENTRE DR LAKE FOREST  PH: (800) 253-2238 FAX: (800) 253-2240 WEBSITE: <a href="http://www.ellison.com">www.ellison.com</a>	CA 92630	PVUSD VENDOR #002312-01 CONTACT: KELLIE KNEBUSCH CONTACT PH: (800) 253-2238, ext. 209 EMAIL: <a href="mailto:kknebusch@ellison.com">kknebusch@ellison.com</a> QUOTE/ACCT NUMBER: ACCT. #124816	ARTS, CRAFTS, EQUIPMENT & SUPPLIES DISCOUNT OFF CATALOG PRICE: 15% \$25 MIN, NO CARTS, WALL, STORAGE CENTER, CUSTOM DIES SHIPPING: ADD 5%, \$5.00 MINIMUM
ETA CUISENAIRE 500 GREENVIEW CT VERNON HILLS  PH: (800) 445-5985 FAX: (888) 333-9588 WEBSITE: <a href="http://www.etacuisenaire.com">www.etacuisenaire.com</a>	IL 60061	PVUSD VENDOR #001076-01 CONTACT: CAROLYN VANCO CONTACT PH: (800) 445-5985, ext. 5177 EMAIL: <a href="mailto:cvanco@etacuisenaire.com">cvanco@etacuisenaire.com</a> QUOTE/ACCT NUMBER: PVUSD RFQ #2008	INSTRUCTIONAL MATERIALS DISCOUNT OFF CATALOG PRICE: 18% MATH, 10% SCIENCE, 6% READING  SHIPPING: FREE FOR ORDERS OVER \$25 ADD \$5.00 FOR ORDERS UNDER \$25
FISHER SCIENCE EDUCATION 4500 TURNBERRY DR HANCOVER PARK  PH: (800) 955-1177 FAX: (800) 955-4763 WEBSITE: <a href="http://www.fisheredu.com">www.fisheredu.com</a>	IL 60133	PVUSD VENDOR #031461-01 CONTACT: ERIN SCHOLZ & CATHERINE GARCIA CONTACT PH: (800) 320-0320, ext. 7768 (Erin) CONTACT PH: (800) 955-1177 (Catherine) EMAIL: <a href="mailto:fse.discounts@fisheredu.com">fse.discounts@fisheredu.com</a> EMAIL: <a href="mailto:fse.custserv@fishersci.com">fse.custserv@fishersci.com</a> QUOTE/ACCT NUMBER: ES-622330 CB-2005F	SCIENCE DISCOUNT OFF CATALOG PRICE: 18% EXCLUDED: LIVE MATERIAL, "ND" ITEMS SHIPPING: FREE FOR ORDERS OVER \$150, EXCLUDED: LIVE, HAZARDOUS, MOTOR FREIGHT ITEMS HAZARDOUS MATERIAL SURCHARGE IS \$19.00 PER ORDER
FLAGHOUSE INC 601 FLAGHOUSE DR HASBROUCK HEIGHTS  PH: (800) 793-7900 FAX: (800) 734-2193 WEBSITE: <a href="http://www.flaghouse.com">www.flaghouse.com</a>	NJ 07604	PVUSD VENDOR #000126-01 CONTACT: ANDREW STRAUSS CONTACT PH: (800) 793-7900, ext. 7522 EMAIL: <a href="mailto:astrauss@flaghouse.com">astrauss@flaghouse.com</a> QUOTE/ACCT NUMBER: 16XBKWB	PHYSICAL EDUCATION, ATHLETIC EQUIPMENT DISCOUNT OFF CATALOG PRICE: 10% OVER \$100.00 EXCEPTIONS: C.A.T.C.H., PARACHUTE, PROJECT ADVENTURE  SHIPPING: FREE PARCEL SHIPPING, 13% TRUCK SHIPPED PRODUCTS

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

FLINN SCIENTIFIC INC PO BOX 219 BATAVIA  PH: (800) 452-1261 FAX: (866) 452-1436 WEBSITE: <a href="http://www.flinsci.com">www.flinsci.com</a>	IL 60510	PVUSD VENDOR #001610-01 CONTACT: JIM NESBIT (quotes) CONTACT PH: (800) 452-1261 EMAIL: <a href="mailto:flinn.sci.com">flinn.sci.com</a> QUOTE/ACCT NUMBER: QUOTE #52562	SCIENCE DISCOUNT OFF CATALOG PRICE: 10%  SHIPPING: FREE EXCLUDED: LIVE, LAB FURN, FLINN ACCESSORIES, SOFTWARE, TECH PRODUCTS
FOLLETT LIBRARY RESOURCES, INC 1340 RIDEGEVIEW DR MCHENRY  PH: (888) 511-5114 FAX: (800) 852-5458 WEBSITE: <a href="http://www.titlewave.com">www.titlewave.com</a>	IL 60050	PVUSD VENDOR #001071-01 CONTACT: KATHLEEN PAUR CONTACT PH: (888) 511-5114, ext. 3603 EMAIL: <a href="mailto:sales@flr.follett.com">sales@flr.follett.com</a> QUOTE/ACCT NUMBER: NONE	BOOKS, DIST, LIB NO ADDITIONAL DISCOUNT: CATALOG REFLECTS DISCOUNT 45% OFF LIST PRICE, AVERAGE 15% DISCOUNT  SHIPPING: FREE NO CHARGE TO SHIP BOOKS & AUDIO VISUAL MATERIALS
FREY SCIENTIFIC 100 PARAGON PARKWAY MANSFIELD  PH: (800) 225-3739 FAX: (877) 256-3739 WEBSITE: <a href="http://www.freyscientific.com">www.freyscientific.com</a>	OH 44903	PVUSD VENDOR #001136-20 CONTACT: PAUL TORAN CONTACT PH: (714) 960-5509 EMAIL: <a href="mailto:ptoran@freybg.com">ptoran@freybg.com</a> QUOTE/ACCT NUMBER: C-927983-F	SCIENCE DISCOUNT OFF CATALOG PRICE: 20% EXCLUDED: HAZARDOUS CHEMICALS, ITEMS WITH A PREFIX OF 10 OR 11  SHIPPING: FREE EXCLUDED: LIVE, HAZARDOUS MATERIAL, AND ITEMS WITH A TRUCK ICON INCLUDED WITH THEIR DESCRIPTIONS
GARRETT BOOK COMPANY PO BOX 1588 ADA  PH: (800) 654-9366 FAX: (888) 525-1560 WEBSITE: <a href="http://www.garrettbooks.com">www.garrettbooks.com</a>	OK 74821-1588	PVUSD VENDOR #102235-06 CONTACT: TOM WYRICK CONTACT PH: (559) 456-1295 EMAIL: <a href="mailto:mail@garrettbooks.com">mail@garrettbooks.com</a> QUOTE/ACCT NUMBER: N/A	BOOKS, DIST, LIB K-12 NO ADDITIONAL DISCOUNT: CATALOG REFLECTS 25% OFF LIST PRICE  SHIPPING: FREE
GEORGE F. CRAM COMPANY INC PO BOX 426 INDIANAPOLIS  PH: (800) 227-4199 FAX: (317) 635-2720 WEBSITE: <a href="http://www.georgefcram.com">www.georgefcram.com</a>	IN 46206	PVUSD VENDOR #001132-01 CONTACT: PAMELA MONDAY CONTACT PH: (800) 227-4199, ext. 5754 EMAIL: <a href="mailto:pmonday@georgefcram.coj">pmonday@georgefcram.coj</a> QUOTE/ACCT NUMBER: N/A	SCHOOL EQUIPMENT, MAPS, GLOBES, ATLASES, CHARTS DISCOUNT OFF CATALOG PRICE: 5% EXCEPT: CD'S AND VIDEOS  SHIPPING: FREE

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

<p>           GLENCOE DIVISION            PO BOX 543            BLACKLICK              PH: (800) 334-7344            FAX: (614) 860-1877            WEBSITE: <a href="http://www.glencoe.com">www.glencoe.com</a> </p>	<p>OH 43004-0543</p>	<p>           PVUSD VENDOR #000831-09            CONTACT: JAMIE TURNER            CONTACT PH: (559) 224-0864            EMAIL: <a href="mailto:jamie_turner@mcgraw-hill.com">jamie_turner@mcgraw-hill.com</a>            QUOTE/ACCT NUMBER: N/A         </p>	<p>           INSTRUCTIONAL MATERIALS, RELATED ANCILLARIES AND            SUPPORT INSTRUCTIONAL MATERIALS            CATALOG REFLECTS 25% OFF LIST PRICE PLUS 1.07%              SHIPPING: ADD 7%         </p>
<p>           GOPHER SPORT            PO BOX 998            OWATONNA              PH: (800) 533-0446            FAX: (800) 451-4855            WEBSITE: <a href="http://www.gophersport.com">www.gophersport.com</a> </p>	<p>MN 55060-0998</p>	<p>           PVUSD VENDOR #000138-01            CONTACT: DAVID HONE            CONTACT PH: (800) 533-0446, ext. 330            EMAIL:  <a href="mailto:davidh@gophersport.com">davidh@gophersport.com</a>            QUOTE/ACCT NUMBER: PVUSD#Q08CAT            10% CATALOG DISCOUNT         </p>	<p>           PHYSICAL EDUCATION, FITNESS, ATHLETIC SUPPLIES            DISCOUNT OFF CATALOG PRICE: 10% OVER \$100.00            EXCEPTIONS: "ONLY FROM GOPHER" ITEMS, CLIMBING WALLS,              POLAR FITNESS PRODUCTS              SHIPPING: FREE, NO INSTALLATION OR ASSEMBLY OF ANY SORT         </p>
<p>           GREAT SOURCE EDUCATION GROUP            A DIVISION OF HOUGHTON MIFFLIN CO            181 BALLARDVALE ST            WILMINGTON              PH: (800) 289-4490            FAX: (800) 289-3994            WEBSITE: <a href="http://www.greatsource.com">www.greatsource.com</a> </p>	<p>MA 01887</p>	<p>           PVUSD VENDOR #000083-05            CONTACT: RICHARD TOWNE            CONTACT PH: (805) 227-6535            EMAIL:  <a href="mailto:richard_towne@hmco.com">richard_towne@hmco.com</a>            QUOTE/ACCT NUMBER: N/A         </p>	<p>           INSTRUCTIONAL MATERIALS, TEXTBOOKS            NO ADDITIONAL DISCOUNT            CATALOG REFLECTS 25% OFF LIST PRICE              SHIPPING: ADD 9%         </p>
<p>           GREG LARSON SPORTS            PO BOX 567            BRAINERD              PH: (800) 950-3320            FAX: (800) 950-9301            WEBSITE: <a href="http://www.glsports.com">www.glsports.com</a> </p>	<p>MN 56401</p>	<p>           PVUSD VENDOR #000136-01            CONTACT: CUSTOMER SERVICE            CONTACT PH: (800) 950-3320            EMAIL: <a href="mailto:custsvc@glssports.com">custsvc@glssports.com</a>            QUOTE/ACCT NUMBER: 05PA01         </p>	<p>           PHYSICAL EDUCATION, ATHLETIC SUPPLIES            NO ADDITIONAL DISCOUNT            VOLUME DISCOUNTS ARE AVAILABLE              SHIPPING: ACTUAL SHIPPING CHARGES WILL BE ADDED            NO SET PERCENTAGE         </p>
<p>           GUMDROP BOOKS            PO BOX 505            BETHANY              PH: (800) 821-7199            FAX: (866) 321-7199            WEBSITE: <a href="http://www.gumdropbooks.com">www.gumdropbooks.com</a> </p>	<p>MO 64424</p>	<p>           PVUSD VENDOR #002558-01            CONTACT: RICK BENNETT            CONTACT PH: (800) 821-7199            EMAIL: <a href="mailto:wecare@gumdropbooks.com">wecare@gumdropbooks.com</a>            QUOTE/ACCT NUMBER: N/A         </p>	<p>           BOOKS, DIST, LIB            NO ADDITIONAL DISCOUNT: CATALOG REFLECTS DISCOUNT            UP TO 65% OFF LIST PRICE, AVERAGE 28% DISCOUNT              SHIPPING: FREE         </p>

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

<p>HARCOURT ACHIEVE INC 6277 SEA HARVEST DR ORLANDO</p> <p>PH: (800) 531-5015 FAX: (800) 699-9459 WEBSITE: <a href="http://www.harcourt.com">www.harcourt.com</a></p>	<p>FL 32887</p>	<p>PVUSD VENDOR #000034-06 CONTACT: PAT BUERGER, STATE MGR CONTACT PH: (650) 473-9575 EMAIL: <a href="mailto:Pat.Buerger@harcourt.com">Pat.Buerger@harcourt.com</a> QUOTE/ACCT NUMBER: N/A</p>	<p>VOCATIONAL RESOURCES PROGRAMS AND PROFESSIONAL SERVICES NO DISCOUNT: CATALOG REFLECTS DISCOUNT DISCOUNT DOES NOT APPLY TO TEACHER MATERIALS</p> <p>SHIPPING: ADD 8% TO INDIVIDUAL PRICES SHIPPING: ADD 9% NON-REQUESTED F.O.B. DESTINATION</p>
<p>HIGHSMITH INC W5527 STATE RD 106 FORT ATKINSON</p> <p>PH: (800) 543-2180 FAX: (800) 350-6236 WEBSITE: <a href="http://www.highsmith.com">www.highsmith.com</a></p>	<p>WI 53538</p>	<p>PVUSD VENDOR #000071-01 CONTACT: CHERYL STEDMAN CONTACT PH: (800) 543-2180 EMAIL: <a href="mailto:bids@highsmith.com">bids@highsmith.com</a> QUOTE/ACCT NUMBER: 198335</p>	<p>FURNITURE, LIBRARY, SUPPLIES, COMPUTER DISCOUNT OFF CATALOG PRICE: 16% ORDERS OVER \$50.00 NOT VALID ON 3M SECURITY PRODUCTS</p> <p>SHIPPING: FREE FOR ORDERS OVER \$50.00 EXCEPT: TAILGATE AND TRUCK</p>
<p>J APPLESEED PO BOX 3184 MANKATO</p> <p>PH: (866) 575-5007 FAX: (800) 280-8576 WEBSITE: N/A</p>	<p>MN 56002</p>	<p>PVUSD VENDOR #032554-01 CONTACT: LAURIE OSBURN CONTACT PH: (866) 575-5007 EMAIL: N/A QUOTE/ACCT NUMBER: NONE</p>	<p>LIBRARY BOOKS DISCOUNT OFF CATALOG PRICE: 30% FREE MARC RECORDS OR FREE CART KITS</p> <p>SHIPPING: FREE</p>
<p>JARRETT PUBLISHING CO PO BOX 1460 LAKE RONKONKOMA</p> <p>PH: (631) 981-4248 FAX: (631) 588-4722 WEBSITE: N/A</p>	<p>NY 11779</p>	<p>PVUSD VENDOR #032340-01 CONTACT: DONNA CAKOUROS CONTACT PH: (631) 981-4248 EMAIL: <a href="mailto:sales@jarrettpub.com">sales@jarrettpub.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>BOOKS, DIST, LIB NO DISCOUNT</p> <p>SHIPPING: SEE CATALOG</p>
<p>KAPLAN SCHOOL EARLY LEARNING CO PO BOX 609 ATTN: ORDER PROCESSING DEPT LEWISVILLE</p> <p>PH: (800) 334-2014 FAX: (800) 452-7526 WEBSITE: <a href="http://www.kaplanco.com">www.kaplanco.com</a></p>	<p>NC 27023</p>	<p>PVUSD VENDOR #000113-01 CONTACT: HOPE MEADOWS CONTACT PH: (800) 334-2014, ext. 3205 EMAIL: <a href="mailto:meadows@kaplanco.com">meadows@kaplanco.com</a> QUOTE/ACCT NUMBER: C-2497</p>	<p>INSTRUCTIONAL MATERIALS, ART,SCH,SUP,FURN DISCOUNT OFF CATALOG PRICE: 15% OVER \$100.00 EXCLUDED: PLAYGROUND EQUIPMENT, FURNITURE, COMPUTERS, SCREENING MATERIAL, CALL FOR QUOTES</p> <p>SHIPPING: FREE FOR ORDERS OVER \$100.00</p>

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

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KNOWBUDDY RESOURCES  
PO BOX 3227  
MANKATO MN 56002  
  
PH: (888) 865-6455  
FAX: (877) 894-1304  
WEBSITE: N/A

PVUSD VENDOR #105181-01  
CONTACT: LAURIE OSBURN  
CONTACT PH: (888) 865-6455  
EMAIL: N/A  
QUOTE/ACCT NUMBER: NONE

LIBRARY BOOKS  
DISCOUNT OFF CATALOG PRICE: 30%  
FREE MARC RECORDS OR FREE CART KITS  
  
SHIPPING: FREE

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LAKESHORE LEARNING MATERIALS  
2695 E. DOMINGUEZ ST  
CARSON CA 90895  
  
PH: (800) 421-5354  
FAX: (310) 537-7990  
WEBSITE: N/A

PVUSD VENDOR #002089-01  
CONTACT: ADRIENNE HILLIARD  
CONTACT PH: (800) 421-5354  
EMAIL: biddept@lakeshorelearning.com  
QUOTE/ACCT NUMBER: #227800

INSTRUCTIONAL MATERIAL, EARLY CHILDHOOD FURNITURE, ARTS  
CRAFTS SUPPLIES, TEACHING AIDS, PLAYGROUND EQUIPMENT  
DISCOUNT OFF CATALOG PRICE: 5%  
  
SHIPPING: FREE FOR ORDERS OVER \$500 UNDER \$500 ADD 10%

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LEARNING LINKS INC  
2300 MARCUS AVE  
NEW HYDE PARK NY 11042  
  
PH: (516) 437-9071  
FAX: (516) 437-5392  
WEBSITE: N/A

PVUSD VENDOR #031402-01  
CONTACT: SUE EGAN  
CONTACT PH: (516) 437-9071  
EMAIL: Sue.Egan@learninglinks.com  
QUOTE/ACCT NUMBER: N/A

BOOKS, AUDIOS, VIDEOS, NOVEL-TIES STUDY GUIDES  
DISCOUNT OFF CATALOG PRICE: 5% ON ORDERS OVER \$1000  
  
SHIPPING: FREE FOR ORDERS OVER \$1000 UNDER \$1000 ADD 10%

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LERNER PUBLISHING GROUP  
1251 WASHINGTON AVE NORTH  
MINNEAPOLIS MN 55401-1036  
  
PH: (800) 328-4929  
FAX: (800) 332-1132  
WEBSITE: [www.learnerbooks.com](http://www.learnerbooks.com)

PVUSD VENDOR #031521-01  
CONTACT: KATHY O'KANE  
CONTACT PH: (408) 978-2390  
EMAIL: okanebooks@aol.com  
QUOTE/ACCT NUMBER: NONE

BOOKS, K-12  
DISCOUNT OFF CATALOG PRICE: 25%  
  
SHIPPING: FREE

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LOOKOUT BOOKS  
PO BOX 3144  
MANKATO MN 56002  
  
PH: (866) 551-5816  
FAX: (877) 894-1304  
WEBSITE: N/A

PVUSD VENDOR #105958-01  
CONTACT: LAURIE OSBURN  
CONTACT PH: (866) 551-5816  
EMAIL: N/A  
QUOTE/ACCT NUMBER: NONE

LIBRARY BOOKS  
DISCOUNT OFF CATALOG PRICE: 30%  
FREE MARC RECORDS OR FREE CART KITS  
  
SHIPPING: FREE

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# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

<p>MARIUCCIA IACONI BOOK IMPORTS 970 TENNESSEE ST SAN FRANCISCO</p> <p>PH: (415) 821-1216 FAX: (415) 821-1596 WEBSITE: <a href="http://www.mibibook.com">www.mibibook.com</a></p>	<p>CA 94107</p>	<p>PVUSD VENDOR #000171-01 CONTACT: MARA IACONI CONTACT PH: (415) 821-1216 or (800) 955-9577 EMAIL: <a href="mailto:miaconi@earthlink.net">miaconi@earthlink.net</a> QUOTE/ACCT NUMBER: NONE</p>	<p>LITERATURE, DICTIONARIES (SPANISH/ENGLISH) NO DISCOUNT: CATALOG REFLECTS DISCOUNT CALL FOR QUOTES</p> <p>SHIPPING: ADD 5%</p>
<p>MIDWEST TECHNOLOGY PRODUCTS PO BOX 3717 SIOUX CITY</p> <p>PH: (800) 831-5904 FAX: (800) 285-7054 WEBSITE: <a href="http://www.midwesttechnology.com">www.midwesttechnology.com</a></p>	<p>IA 51102</p>	<p>PVUSD VENDOR #103145-01 CONTACT: SARAH CRUZ CONTACT PH: (800) 831-5904 EMAIL: <a href="mailto:sales@midwesttechnology.com">sales@midwesttechnology.com</a> QUOTE/ACCT NUMBER: CA 0367 BID #1015437</p>	<p>HAND/POWER TOOLS, EQUIPMENT, IND ARTS, FUR, HARDWARE DISCOUNT OFF CATALOG PRICE: 10%</p> <p>SHIPPING: FREE FOR ORDERS OVER \$150 UNDER \$150 ADD \$15.00</p>
<p>MODERN SCHOOL SUPPLIES INC PO BOX 958 HARTFORD</p> <p>PH: (800) 243-2329 FAX: (800) 934-7206 WEBSITE: N/A</p>	<p>CT 06143</p>	<p>PVUSD VENDOR #032488-01 CONTACT: DAVID LAHEY CONTACT PH: (800) 243-2329 EMAIL: <a href="mailto:diahey@modernss.com">diahey@modernss.com</a> QUOTE/ACCT NUMBER: "CATALOG DISCOUNT - REQUEST FOR QUOTE"</p>	<p>FURNITURE FOR TECHNOLOGY, SUPPLIES, EQUIPMENT DISCOUNT OFF CATALOG PRICE: 10% - NOT VALID ON SOFTWARE, HARDWARE, MODULES, OR SALES FLYERS</p> <p>SHIPPING: FREE FOR ORDERS OVER \$350</p>
<p>MORGAN REYNOLDS PUBLISHERS 620 SOUTH ELM ST #223 GREENSBORO</p> <p>PH: (336) 275-1311 FAX: (336) 275-1152 WEBSITE: <a href="http://www.morganreynolds.com">www.morganreynolds.com</a></p>	<p>NC 27406</p>	<p>PVUSD VENDOR #032532-01 CONTACT: ANITA RICHARDSON CONTACT PH: (336) 275-1311 EMAIL: <a href="mailto:anita@morganreynolds.com">anita@morganreynolds.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>BOOKS, YOUNG ADULT DISCOUNT OFF CATALOG PRICE: 10%</p> <p>SHIPPING: FREE</p>
<p>MUSIC IS ELEMENTARY 5228 MAYFIELD RD CLEVELAND</p> <p>PH: (800) 888-7502 FAX: (440) 461-3631 WEBSITE: <a href="http://www.musiciselementary.com">www.musiciselementary.com</a></p>	<p>OH 44124</p>	<p>PVUSD VENDOR #032489-01 CONTACT: WILLIAM JOHNSON CONTACT PH: (800) 888-7502 EMAIL: <a href="mailto:music@en.com">music@en.com</a> QUOTE/ACCT NUMBER: 95076</p>	<p>MUSIC INSTRUMENTS DISCOUNT OFF CATALOG PRICE: 5%</p> <p>SHIPPING: SEE BELOW ADD \$5.95 UP TO \$65.00 ADD 9% ORDERS \$65.01 TO \$150.00 ADD 8% ORDERS \$150.01 TO \$500.00 ADD 6% ORDERS OVER \$500.01</p>

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

<p>NASCO MODESTO PO BOX 3837 MODESTO</p> <p>PH: (800) 558-9595 FAX: (209) 545-1669 WEBSITE: <a href="http://www.enasco.com">www.enasco.com</a></p>	<p>CA 95352-3837</p>	<p>PVUSD VENDOR #000203-02 CONTACT: JULIE LAMBERT CONTACT PH: (800) 558-9595, ext. 126 EMAIL: <a href="mailto:jlambert@enasco.com">jlambert@enasco.com</a> QUOTE/ACCT NUMBER: #60283</p>	<p>INSTRUCTIONAL MATERAL, ART SUPPLIES, EQUIPMENT, SCIENCE SUPPLIES, MATH, SPECIAL ED MATERIAL DISCOUNT OFF CATALOG PRICE: 10% - 20% SHIPPING: FREE MOST ITEMS (SEE CAT BID BOOK) EXCEPT: " Z" PREFIX ITEMS, FURN, LARGE EQUIPMENT, HAZARDOUS MATERIAL, LIVE MATERIAL</p>
<p>NATIONAL HEALTH VIDEO 11312 SANTA MONICA BLVD. #5 LOS ANGELES</p> <p>PH: (800) 543-6803 FAX: (310) 477-8198 WEBSITE: <a href="http://www.nhv.com">www.nhv.com</a></p>	<p>CA 90025</p>	<p>PVUSD VENDOR #032490-01 CONTACT: MAGDOLENA OR LORENZO CONTACT PH: (800) 543-6803 EMAIL: <a href="mailto:healthvid@aol.com">healthvid@aol.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>DESCRIPTION: VIDEOS, HEALTH, NUTRITION DISCOUNT 20% WITH PURCHASE OF 4 VIDEOS</p> <p>SHIPPING: SEE BELOW ADD \$7.00 1ST VIDEO \$1.00 EA ADDITIONAL</p>
<p>ORGANIZED SPORTS 9600 LURLINE AVE CHATSWORTH</p> <p>PH: (800) 701-0151 FAX: (818) 772-4964 WEBSITE: <a href="http://www.karenJ@organizedsports.com">www.karenJ@organizedsports.com</a></p>	<p>CA 91311</p>	<p>PVUSD VENDOR #001791-01 CONTACT: RICK JOHNSON CONTACT PH: (800) 701-0151 EMAIL: <a href="mailto:info@organizedsports.com">info@organizedsports.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>PHYSICAL EDUCATION, POLOS, JACKETS DISCOUNTS ARE AVAILABLE EARLY PAY &amp; EARLY ORDERS NO SCREENS FOR PE WEAR, NO ART SETUP FEES FOR ANY ORDER</p> <p>SHIPPING: FREE</p>
<p>ORIENTAL TRADING COMPANY INC PO BOX 2308 OMAHA</p> <p>PH: (800) 526-7400 FAX: (800) 869-2351 WEBSITE: <a href="http://www.orientaltrading.com">www.orientaltrading.com</a></p>	<p>NE 68103-2308</p>	<p>PVUSD VENDOR #000216-03 CONTACT: CUSTOMER SERVICE CONTACT PH: (800) 526-7400, Ext. 2 EMAIL: N/A QUOTE/ACCT NUMBER: #731363</p>	<p>ARTS, CRAFTS SUPPLIES, TOYS DISCOUNT OFF CATALOG PRICE: 5% - DOES NOT APPLY TO CUSTOM IMPRINTED MERCHANDISE SHIPPING: FREE FOR ORDERS OVER \$150.00</p>
<p>PCI EDUCATIONAL PUBLISHING PO BOX 34270 SAN ANTONIO</p> <p>PH: (800) 594-4263 FAX: (888) 259-8284 WEBSITE: <a href="http://www.pcieducation.com">www.pcieducation.com</a></p>	<p>TX 78265</p>	<p>PVUSD VENDOR #002514-01 CONTACT: MARISA RODRIGUEZ CONTACT PH: (800) 594-4263, Ext. 205 EMAIL: <a href="mailto:mrodriguez@pcieducation.com">mrodriguez@pcieducation.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>SUPPLEMENTAL INSTRUCTIONAL SUPPLIES DISCOUNT: 5% ORDERS OVER \$1,800, 10% OVER \$2,500</p> <p>SHIPPING: ADD 10%</p>

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

<p>PERFECTION LEARNING CORPORATION 1000 N 2ND AVE LOGAN</p> <p>PH: (800) 831-4190 FAX: (800) 543-2743 WEBSITE: <a href="http://www.perfectionlearning.com">www.perfectionlearning.com</a></p>	<p>IA 51346</p>	<p>PVUSD VENDOR #000157-01 CONTACT: SANDRA JACOBSON CONTACT PH: (800) 831-4190 EMAIL: <a href="mailto:sjacobson@lconline.com">sjacobson@lconline.com</a> QUOTE/ACCT NUMBER: #189969</p>	<p>EDUCATIONAL MATERIAL DISCOUNT: 25% OFF COVER CRAFT &amp; HARDBACK BOOKS PROPIETARY PRODUCTS DO NOT DISCOUNT SHIPPING: FREE COVER CRAFT &amp; HARDBACK ONLY ADD 8% ON PAPERBACK BOOKS ORDERS</p>
<p>PERMA BOUND 617 E VANDALIA RD JACKSONVILLE</p> <p>PH: (800) 637-6581 FAX: (800) 551-1169 WEBSITE: <a href="http://www.perma-bound.com">www.perma-bound.com</a></p>	<p>IL 62650</p>	<p>PVUSD VENDOR #000880-01 CONTACT: NANCY KEENE CONTACT PH: (408) 996-3187 EMAIL: <a href="mailto:nancykeene@perma-bound.com">nancykeene@perma-bound.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>EDUCATIONAL SOFTWARE, AUDIOS, VIDEOS, CD'S, TEACHING AIDS CATALOG REFLECTS 22%-30% OFF LIST PRICE OF ALL BOOKS THE DISCOUNT APPLIES ONLY TO BOOKS SHIPPING: FREE</p>
<p>PICTURE WONDER BOOKS 5115 EXCELSIOR BLVD #232 MINNEAPOLIS</p> <p>PH: (877) 845-8392 FAX: (877) 787-2746 WEBSITE: <a href="http://www.picturewonderbooks.com">www.picturewonderbooks.com</a></p>	<p>MN 55416</p>	<p>PVUSD VENDOR #032607-01 CONTACT: SANDI ROWE CONTACT PH: (408) 979-0935 EMAIL: <a href="mailto:sandi@librarybooks.us">sandi@librarybooks.us</a> QUOTE/ACCT NUMBER: N/A</p>	<p>BOOKS, LIB DISCOUNT OFF CATALOG PRICE: 25% SHIPPING: FREE FOR ORDERS OVER \$350 UNDER \$350 ADD 10%</p>
<p>RAINBOW BOOK COMPANY 500 EAST MAIN ST LAKE ZURICH</p> <p>PH: (800) 255-0965 FAX: (847) 726-9935 WEBSITE: N/A</p>	<p>IL 60047</p>	<p>PVUSD VENDOR #032491-01 CONTACT: MICHAEL SHERMAN CONTACT PH: (800) 255-0965 EMAIL: <a href="mailto:sales@rainbowbookcompany.com">sales@rainbowbookcompany.com</a> QUOTE/ACCT NUMBER: NONE</p>	<p>LIBRARY BOOKS CATALOG REFLECTS 25% OFF LIST PRICE SHIPPING: SEE CATALOG</p>
<p>S &amp; S WORLDWIDE INC PO BOX 513 COLCHESTER</p> <p>PH: (800) 243-9232 FAX: (800) 566-6678 WEBSITE: N/A</p>	<p>CT 06415</p>	<p>PVUSD VENDOR #001155-02 CONTACT: TITO WILTSIE CONTACT PH: (800) 243-9232, Ext. 2506 EMAIL: <a href="mailto:twiltsie@ssww.com">twiltsie@ssww.com</a> QUOTE/ACCT NUMBER: 95076-05%</p>	<p>ARTS &amp; CRAFTS DISCOUNT OFF CATALOG PRICE: 10% DISCOUNT DOES NOT APPLY TO SALE FLYERS OR SPECIAL PROMOTIONS SHIPPING: FREE EXCEPT ITEMS LABELED F.O.B./DROP SHIP IN CATALOG WILL BE CHARGED SHIPPING PREPAID &amp; ADDED TO INVOICE</p>

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<p>SADDLEBACK EDUCATION 3 WATSON IRVINE  CA 92618  PH: (888) 735-2225 FAX: (888) 734-4010 WEBSITE: N/A</p>	<p>PVUSD VENDOR #000015-01 CONTACT: ALYCE DE LA CRUZ CONTACT PH: (888) 735-2225, Ext. 222 EMAIL: N/A QUOTE/ACCT NUMBER:</p>	<p>EDUCATIONAL MATERIAL NO DISCOUNT MINIMUM ORDER IS \$250.00 PER ORDER  SHIPPING: FOB ORIGIN - FREIGHT PREPAID &amp; ADD TO INVOICE AT 10%</p>
<p>SAGEBRUSH CORPORATION 131 BISSEN ST CALEDONIA  MN 55921-1811  PH: (800) 442-7332 FAX: (800) 628-2410 WEBSITE: <a href="http://www.sagebrushcorp.com">www.sagebrushcorp.com</a> WEBSITE: <a href="http://www.sagebrushbooks.com">www.sagebrushbooks.com</a></p>	<p>PVUSD VENDOR #003137-03 CONTACT: JULIA BEAUCHAINE CONTACT PH: (800) 328-2923 EMAIL: <a href="mailto:jbeauchaine@sagebrushcorp.com">jbeauchaine@sagebrushcorp.com</a> QUOTE/ACCT NUMBER: N/A</p>	<p>LIBRARY AUTOMATION PRODUCTS, LIBRARY BOOKS DISCOUNT OFF CATALOG PRICE: 30% EXCEPT: LIBRARY AUTOMATION SOFTWARE  SHIPPING: FREE (BOOKS ONLY)</p>
<p>SARGENT WELCH PO BOX 5229 BUFFALO GROVE  IL 60089-5229  PH: (800) 727-4368 FAX: (800) 676-2540 WEBSITE: <a href="http://www.sargentwelch.com">www.sargentwelch.com</a></p>	<p>PVUSD VENDOR #000378-01 CONTACT: MIKE LOGAN CONTACT PH: (800) 727-4368 EMAIL: <a href="mailto:mikelogan@vwreducation.com">mikelogan@vwreducation.com</a> QUOTE/ACCT NUMBER: 204984-CT</p>	<p>SCIENCE SUPPLIES, EQUIPMENT, FURN, SAFETY MATERIALS DISCOUNT OFF CATALOG PRICE: 23% (DISTRICT-WIDE) DISCOUNT OFF CATALOG PRICE: 27% (NEW SCHOOLS)  SHIPPING: FREE FREIGHT ALL ITEMS DESIGNATED BY CATALOG PRICE ENDING WITH A "9" .... (I.E. XX.09, 5.49, 12.89, ETC.)... WILL BE SHIPPED AT CATALOG NET PRICE</p>
<p>SAX ARTS &amp; CRAFTS PO BOX 510710 NEW BERLIN  WI 53151  PH: (800) 558-6696 FAX: (800) 626-8852 WEBSITE: <a href="http://www.saxarts.com">www.saxarts.com</a></p>	<p>PVUSD VENDOR #001136-03 CONTACT: GLORIA HAZLETT CONTACT PH: (800) 558-6696 EMAIL: <a href="mailto:saxbids@saxarts.com">saxbids@saxarts.com</a> QUOTE/ACCT NUMBER: CQ2005167262AP</p>	<p>ARTS &amp; CRAFTS SUPPLIES, SCHOOL FUR, EQUIP DISCOUNT OFF CATALOG PRICE: 15% (RED PRICE IN CATALOG ONLY) EXCLUDED: FURN, EQUIPMENT, COMPUTER &amp; ACCESSORIES  SHIPPING: FREE ON ALL STOCK ORDERS OVER \$10.00 EXCEPT: FIRING CLAYS, PLASTERS AND INVESTMENTS</p>
<p>SCHOLASTIC INC 2931 EAST MCCARTY ST JEFFERSON ST  MO 65101  PH: (800) 724-6527 FAX: (800) 560-6815 WEBSITE: N/A</p>	<p>PVUSD VENDOR #000024-01 CONTACT: SHIRLEY WILBERS CONTACT PH: (800) 724-6527 EMAIL: <a href="mailto:bidsquotes@scholastic.com">bidsquotes@scholastic.com</a> QUOTE/ACCT NUMBER: N/A</p>	<p>EDUCATIONAL MATERIAL DISCOUNT OFF CATALOG: 25% (Pgs 1-244) EDUCATIONAL MATERIAL DISCOUNT OFF CATALOG: 35% (Pgs 247-343) PAPERBACK COLLECTIONS HARDCOVERS 0%-40% (Pgs 345-592) SEE CATALOG PAPERBACK BOOKS 30%-40% (Pgs 345-592) SEE CATALOG SHIPPING: ADD 9%</p>

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<p>SCHOLASTIC LIBRARY PUBLISHING INC PO BOX 1795 DANBURY CT 06816</p> <p>PH: (800) 621-1115 FAX: (866) 783-4361 WEBSITE: <a href="http://www.scholastic.com/librarypublishing">www.scholastic.com/librarypublishing</a></p>	<p>PVUSD VENDOR #000024-11 CONTACT: TIM WATROUS CONTACT PH: (408) 334-9436 EMAIL: <a href="mailto:twatrous@scholasticlibrary.com">twatrous@scholasticlibrary.com</a> QUOTE/ACCT NUMBER: N/A</p>	<p>LIBRARY BOOKS, VHS, CD'S &amp; AUDIO DISCOUNT: 30% LIBRARY BINDING, 40% TRADE BINDING, EXCEPT: GROILER REFERENCED IN LIBRARY BINDING AND WESTON WOODS IN AUDIO VIDEO SHIPPING: FREE FOR ORDERS OVER \$750 ALL ORDERS (REGARDLESS OF SIZE) PLACED THROUGH OUR WEBSITE (IF NOT PLACED THROUGH OUR WEBSITE),  THERE WIL BE A 7% CAHRGE FOR SHIPPING</p>
<p>SCHOOLHOUSE AUDIO VISUAL PO BOX 860831 PLANO TX 75086</p> <p>PH: (972) 423-5874 FAX: (972) 424-3501 WEBSITE: <a href="http://www.save@schoolhouseav.com">www.save@schoolhouseav.com</a></p>	<p>PVUSD VENDOR #032709-01 CONTACT: D.R. BETTS CONTACT PH: (800) 338-8116 EMAIL: <a href="mailto:sav@schoolhouseav.com">sav@schoolhouseav.com</a> QUOTE/ACCT NUMBER: N/A</p>	<p>AV EQUIPMENT, PROJECTORS, SCREENS, SOUND SYSTEMS, OVERHEADS DISCOUNT OFF CATALOG: 10%-40% DISCOUNT DEPENDS ON MANUFACTURER AND QTY ORDER  SHIPPING: FREE FOR ORDERS OVER \$100</p>
<p>SCIENCE KIT INC 777 EAST PARK DR TONAWANDA NY 14151</p> <p>PH: (800) 828-7777 FAX: (800) 828-3299 WEBSITE: <a href="http://www.sciencekit.com">www.sciencekit.com</a></p>	<p>PVUSD VENDOR #00064-01 CONTACT: JACK FALKENHAGEN CONTACT PH: (800) 328-7777 EMAIL: <a href="mailto:bids@sciencekit.com">bids@sciencekit.com</a> QUOTE/ACCT NUMBER: SE52165</p>	<p>SCIENCE SUPPLIES, LAB FURNITURE, MATH SUPPLIES DISCOUNT OFF CATALOG PRICE: 10% EXCLUDED: LIVE, PRESERVED, TELESCOPES, QUANTUM TUTORS PASCO ITEMS, PUBLISHER KITS  SHIPPING: FREE, EXCEPT: LIVE MATERIAL, SHIPPED FREIGHT ITEMS,  OVERNIGHT 2-DAY DELIVERY</p>
<p>SMART APPLE MEDIA PO BOX 206 MANKATO MN 56002</p> <p>PH: (800) 561-3943 FAX: (877) 894-1304 WEBSITE: <a href="http://www.sciencekit.com">www.sciencekit.com</a></p>	<p>PVUSD VENDOR #101035-01 CONTACT: LAURIE OSBURN CONTACT PH: (800) 561-3943 EMAIL: <a href="mailto:losburn@saundersbook.com">losburn@saundersbook.com</a> QUOTE/ACCT NUMBER: SE52165</p>	<p>LIBRARY BOOKS DISCOUNT OFF CATALOG PRICE: 30% FREE MARC RECORDS OR FREE CART KITS  SHIPPING: FREE</p>
<p>SPORTIME 3155 NORTHWOODS PARKWAY NORCROSS GA 30071</p> <p>PH: (800) 444-5700 FAX: (877) 333-0712 WEBSITE: <a href="http://www.sportime.com">www.sportime.com</a></p>	<p>PVUSD VENDOR #001136-05 CONTACT: MARK JOHNSON CONTACT PH: (800) 444-5700 EMAIL: <a href="mailto:bid.request@sportime.com">bid.request@sportime.com</a> QUOTE/ACCT NUMBER: 73896</p>	<p>PHYSICAL EDUCATION, FITNESS, ATHLETIC SUPPLIES DISCOUNT OFF CATALOG PRICE: 12% ITEM NUMBERS BEGINNING WITH "1" &amp; "3" ABILIATIONS/INTERGRATIONS CATALOG 5%  SHIPPING: FREE</p>

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<p>STONE ARCH BOOKS 151 GOOD COUNSEL DR MANKATO</p> <p>PH: (800) 421-7731 FAX: (877) 245-4902 WEBSITE: <a href="http://www.stonearchbooks.com">www.stonearchbooks.com</a></p>	<p>MN 56001</p>	<p>PVUSD VENDOR #031373-03 CONTACT: SANDI ROWE CONTACT PH: (408) 979-0935 EMAIL: <a href="mailto:sandi@librarybooks.us">sandi@librarybooks.us</a> QUOTE/ACCT NUMBER: N/A</p>	<p>HIGH INTEREST CHILDREN'S FICTION BOOKS FOR LIBRARIES ALL BOOKS ARE LIBRARY BOUND DISCOUNT OFF CATALOG PRICE: 25%</p> <p>SHIPPING: FREE FOR ORDERS OVER \$350 UNDER \$350 ADD 10%</p>
<p>SUPER DUPER PUBLICATIONS PO BOX 24997 GREENVILLE</p> <p>PH: (800) 277-8737 FAX: (800) 978-7379 WEBSITE: <a href="http://www.superduperinc.com">www.superduperinc.com</a></p>	<p>SC 29616-0000</p>	<p>PVUSD VENDOR #000779-01 CONTACT: CUSTOMER SERVICE CONTACT PH: (800) 277-8737 EMAIL: <a href="mailto:customerserv@superduperinc.com">customerserv@superduperinc.com</a> QUOTE/ACCT NUMBER: SD2006</p>	<p>INSTRUCTIONAL MATERAL FOR SPEECH, LANGUAGE, AND SPECIAL ED NO DISCOUNT</p> <p>SHIPPING: FREE</p> <p>NOTE: TELEPHONE PURCHASE ORDERS WILL NOT BE ACCEPTED, NET 10 DAYS</p>
<p>TEACHERS DIRECT PO BOX 12063 BIRMINGHAM</p> <p>PH: (888) 322-4377 FAX: (888) 628-5678 WEBSITE: <a href="http://www.teacherdirect.com">www.teacherdirect.com</a></p>	<p>AL 35202</p>	<p>PVUSD VENDOR #032118-01 CONTACT: BILL FRIELING CONTACT PH: (888) 322-4377 EMAIL: <a href="mailto:bidsales@teacherdirect.com">bidsales@teacherdirect.com</a> QUOTE/ACCT NUMBER: BID #Q2005-6WF</p>	<p>SCHOOL, OFFICE SUPPLIES, ARTS, CRAFTS, AUDIO-VISUAL &amp; EQUIPMENT DISCOUNT OFF CATALOG PRICE: 5%</p> <p>SHIPPING: FREE FOR ORDERS OVER \$88.00 (SUPPLIES) UNDER ADD 15% SHIPPING: ADD 15% (EQUIPMENT)</p> <p>NOTE: EQUIPMENT - ADD EXACT FREIGHT PRINTED TO EA ITEM TAKE 5% OFF RED "TEACHER PRICE", NOT BLACK LIST PRICE</p>
<p>THE BOOKSOURCE 1230 MACKLIND AVE ST. LOUIS</p> <p>PH: (800) 444-0435 FAX: (800) 647-1923 WEBSITE: <a href="http://www.booksources.com">www.booksources.com</a></p>	<p>MO 63110</p>	<p>PVUSD VENDOR #032486-01 CONTACT: JENNIFER WHEELER CONTACT PH: (800) 444-0435, ext. 228 EMAIL: <a href="mailto:jwheeler@booksources.com">jwheeler@booksources.com</a> QUOTE/ACCT NUMBER:</p>	<p>BOOKS, DIST, LIB CATALOG REFLECTS 25% DISCOUNT OFF LIST PRICE SPECIAL ORDERS 10% DISCOUNT</p> <p>SHIPPING: FREE</p>
<p>THE LIBRARY STORE 112 EAST SOUTH STORE TREMONT</p> <p>PH: (800) 548-7204 FAX: (800) 320-7706 WEBSITE: <a href="http://www.thelibrarystore.com">www.thelibrarystore.com</a></p>	<p>IL 61568</p>	<p>PVUSD VENDOR #000942-01 CONTACT: VICKIE EVANS CONTACT PH: (309) 925-3923 EMAIL: <a href="mailto:bids@thelibrarystore.com">bids@thelibrarystore.com</a> QUOTE/ACCT NUMBER: BID #05</p>	<p>LIBRARY SUPPLIES, FURNITURE DISCOUNT: 15% SUPPLIES, 10% FURNITURE \$50 MINIMUM ORDER EXCLUDED: 3M SECURITY, CHECKPOINT SECURITY, LAMINATOR</p> <p>SHIPPING: FREE IF INDICATED WITH "FREE SHIP ICON" IN CATALOG</p>

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<p>THOMSON LEARNING PO BOX 6904 FLORENCE KY 41022</p> <p>PH: (800) 354-9706 FAX: (800) 487-8488 WEBSITE: N/A</p>	<p>PVUSD VENDOR #001727-01 CONTACT: CHRISTIAN TRENT CONTACT PH: (541) 736-5153 EMAIL: christian.trent@thomson.com QUOTE/ACCT NUMBER: N/A</p>	<p>EDUCATIONAL MATERIAL NO DISCOUNT SHIPPING: ADD 10%</p>
<p>U.S. TOY CO/CONSTRUCTIVE PLAYTHINGS 13201 ARRINGTON RD GRANDVIEW MO 64030</p> <p>PH: (800) 448-1412 FAX: (816) 761-9295 WEBSITE: <a href="http://www.ustoy.com">www.ustoy.com</a></p>	<p>PVUSD VENDOR #100706-02 CONTACT: MICHAEL KLEIN CONTACT PH: (800) 448-1412 EMAIL: ustoy@ustoyco.com QUOTE/ACCT NUMBER: BID #8302FT600</p>	<p>SCHOOL SUPPLIES DISCOUNT: 5%, \$25 MINIMUM ORDER EXCLUDED: EQUIPMENT MARKED WITH THE SYMBOL "F.O.B." SHIPPING: FREE FOR ORDERS OVER \$600 UNDER \$600 ADD 15%</p>
<p>WARDS NATURAL SCIENCE PO BOX 92912 ROCHESTER NY 14692</p> <p>PH: (800) 962-2660 FAX: (800) 635-8439 WEBSITE: <a href="http://www.wardsci.com">www.wardsci.com</a></p>	<p>PVUSD VENDOR #000936-01 CONTACT: MICHAEL J. FORNEY CONTACT PH: (800) 962-2660 EMAIL: customer_service@wardsci.com QUOTE/ACCT NUMBER: #510306-999</p>	<p>SCIENCE SUPPLIES DISCOUNT OFF CATALOG PRICE: 10% EXCLUDED: VERNIER, PASSPORT SENSORS, METERS, KODAK PRODUCTS SHIPPING: FREE EXCLUDED: LIVE, HAZARDOUS MATERIAL, MOTOR FREIGHT ITEMS</p>
<p>WOLVERINE SPORTS PO BOX 1941 ANN ARBOR MI 48106</p> <p>PH: (800) 521-2832 FAX: (800) 654-4321 WEBSITE: N/A</p>	<p>PVUSD VENDOR #000240-02 CONTACT: CUSTOMER SERVICE CONTACT PH: (800) 521-2832 EMAIL: N/A QUOTE/ACCT NUMBER: NONE - NO BID</p>	<p>SPORT SUPPLIES NO DISCOUNT SHIPPING: N/A</p>
<p>WOOD ETC. CORP 131 YORKTOWN DALLAS TX 75208</p> <p>PH: (800) 733-5755 FAX: (214) 747-1317 WEBSITE: <a href="http://www.woodetccorp.com">www.woodetccorp.com</a></p>	<p>PVUSD VENDOR #032536-01 CONTACT: WOLFAGNG WALTHER CONTACT PH: (800) 733-5755 EMAIL: mail@woodetccorp.com QUOTE/ACCT NUMBER: #2510</p>	<p>EARLY CHILDHOOD FURNITURE &amp; EQUIPMENT DISCOUNT OFF CATALOG PRICE: 25% 10% OFF ANGELES, CHILDBRITE, CHILDREN FACTORY, FLAGSHIP PRODUCTS SHIPPING: FREE</p>

# Pajaro Valley Unified School District

## Catalog Discount Quote by Name

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WORLD ALMANAC ED  
15355 NEO PARKWAY  
CLEVELAND

OH 44128

PH: (800) 321-1147  
FAX: (800) 321-1149  
WEBSITE: N/A

PVUSD VENDOR #000224-01  
CONTACT: GEOFFREY BARON  
CONTACT PH: (800) 321-1147, ext. 164  
EMAIL:  
gbarron@waebooks.com  
QUOTE/ACCT NUMBER: N/A

BOOKS  
DISCOUNT OFF CATALOG PRICE: 7%-50%  
  
SHIPPING: FREE  
FREE CATALOGING & PROCESSING WITH REPS COUPON

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WORLD BOOK INC  
233 N MICHIGAAVE STE 2000  
CHICAGO

IL 60601

PH: (800) 975-3250  
FAX: (888) 922-3766  
WEBSITE: N/A

PVUSD VENDOR #000224-03  
CONTACT: MELISSA FOWLER WATROUS  
CONTACT PH: (831) 247-6825  
EMAIL: melissa.watrous@worldbook.com  
QUOTE/ACCT NUMBER: N/A

BOOKS  
NO DISCOUNT  
  
SHIPPING & HANDING ARE INCLUDED IN THE PRICE

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