

DENTON INDEPENDENT SCHOOL DISTRICT
RFP #1902-06 Career and Technical Education (CTE) Supplies, Equipment, Repair and Services
Vendor Tabulation
April 9, 2019

Vendor	PERCENTAGE DISCOUNT - Catalog/discount or published price list for Career and Technology Education (Parts, Supplies and/or Equipment only)	SET FEE for Career and Technology Education related services, repairs and/or maintenance.	HOURLY RATE for Career and Technology Education related services, repairs and/or maintenance only.	HOURLY RATE AFTER HOURS AND WEEKENDS for Career and Technology Education related services, repairs and/or maintenance only.	HOURLY RATE HOLIDAYS for Career and Technology Education related services, repairs and/or maintenance only.
ACE MART RESTAURANT SUPPLY	7% off floor for smallwares and 5% off floor on equipment.	#N/A	#N/A	#N/A	#N/A
American Ceramic Supply Company	Our Educator Catalog prices already reflect discounts up to 60% off MSRP.	#N/A	#N/A	#N/A	#N/A
Audio Visual Aids (Audio Visual Aids Co)	Discounts vary per product and manufacturer up to 35% off M.S.R.P.	#N/A	#N/A	#N/A	#N/A
Barnes & Noble Booksellers, Inc.	Our discount is 0 -25 % off list price. A higher discount may be available for orders with a total value of \$2500+ or a quantity of 100+ for at least one line item.	#N/A	#N/A	#N/A	#N/A
Bio Corporation	5% off current catalog	#N/A	#N/A	#N/A	#N/A
Bio-Rad Laboratories, Inc.	Bio-Rad offers a 20% minimum discount on Educational Items.	#N/A	#N/A	#N/A	#N/A
Blick Art Materials (Blick Art Materials LLC)	Please see attached discount offer letter for clarification of offer and exclusions.	#N/A	#N/A	#N/A	#N/A
Bytes of Learning (Bytes of Learning Incorporated)	As a school publisher, Bytes of Learning pre-discounts all its products and services to provide the lowest possible prices for schools at the outset. This said, the company welcomes requests for quotation on larger purchases, and purchases where special circumstances can be considered.	In this instance, we cite our fee for providing online training. The fee is an hourly rate of \$125 for sessions that provide training for up to 10 participants at a time. Schools and districts are invited to identify their specific needs and let Bytes of Learning suggest the best and most economical approach.	#N/A	#N/A	Bytes of Learning only provides training services related to the company's products. Naturally, holidays are avoided for all concerned. If training is provided on a holiday and the trainers are available, the rate does not change.
Carolina Biological Supply Company	Please see the attached Carolina Proposal Letter for discount exclusions and freight terms.	#N/A	#N/A	#N/A	#N/A
Cengage Learning, Inc.	*Estimated delivery is 105 of the total order. Actual shipping/handling charges will be included in the invoice total. Catalog prices are subject to change without notice. Catalog prices contain all applicable discounts.	#N/A	#N/A	#N/A	#N/A
Coast To Coast Computer Products, Inc.	15% discount on Diamond Series line of compatible printer consumables (ink and toner cartridges, drums, fusers,maintenance kits.)	#N/A	#N/A	#N/A	#N/A
Communication Concepts (Communicon, Ltd.)	#N/A	#N/A	Please see attached Denton ISD Labor Rates for full menu of labor pricing.	#N/A	#N/A
CONTINENTAL WIRELESS, INC.	#N/A	Flat-rate repair of radios/systems/units @ CWI Repair Shop, plus the MSRP cost of required parts. Does not include inbound/outbound shipping.	#N/A	#N/A	#N/A
Denton Depot (Lafayette Parker Enterprises, Inc)	10% to 20% - depending on the item and/or quantity	#N/A	#N/A	#N/A	#N/A
Diva Hosiery, LLC.	Diva will offer 25% discount on orders of 100 pair or more. Equal to \$3.75/ pair pricing with Free Shipping included.	#N/A	#N/A	#N/A	#N/A
Dorian Business Systems	Additional discounts are available with district wide adaption of credit card process.	#N/A	#N/A	#N/A	#N/A
Educational Innovations, Inc.	7% discount off all catalog and website (www.TeacherSource.com) & free shipping on Purchase Order over \$200 (non bulky items).	#N/A	#N/A	#N/A	#N/A
Eduthings (Eduthings, LLC)	The discount is a percentage, and applies when purchasing both of our flagship products: CTE Data and Counseling Tools	The amount entered is for the price of CTE data per high school campus per school year. We additionally offer: Counseling tools 3500/HS campus/year; Student Interest Inventory: 1000/MS campus/year; CTE Inventory Tracking: 1000/HS campus/year; CTE Program Evaluation: 100/FTE CTE Teacher/year	#N/A	#N/A	#N/A
Express Booksellers (Express Booksellers, LLC)	Express Booksellers is a book distributor able to procure any book publication in print. We do not offer a catalog or price list. We offer a discount range for trade publications in print 25%-40% off publisher's list price. Textbooks, library books, instructional materials and professional publications discounts range from range from 0%-25% off the publisher's list price. The discount offered is based on the type of publication and quantity ordered.	#N/A	#N/A	#N/A	#N/A
Global Industrial (Global Equipment Co)	Discount between 0-10% excludes products already reduced for promotional purposes or inventory reduction. Freight will be added to quotes, order and invoices as prepaid and added unless otherwise indicated.	#N/A	#N/A	#N/A	#N/A
Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)	Percentage reflects discount off list (retail) pricing in G-W catalog.	#N/A	#N/A	#N/A	#N/A
Grainger (W. W. Grainger, Inc.)	Each opportunity will be quoted through our TCPN contract. All terms and conditions from the TCPN contract will apply.	#N/A	#N/A	#N/A	#N/A
Green Planet, Inc.	#N/A	No, Please check Pricing Matrix located in "Response Attachments	No, Please check Pricing Matrix located in "Response Attachments	No, Please check Pricing Matrix located in "Response Attachments	No, Please check Pricing Matrix located in "Response Attachments
Hobby Lobby Stores, Inc	Catalog is unavailable. We offer 10% store discount on shelf pricing only.	#N/A	#N/A	#N/A	#N/A
ISI Commercial Refrigeration LLC	PART PRICE WITH REPAIR.A travel charge of \$98 is charged on each new service call, non-stock parts pick up charge \$60, Torch/weld/refrigerant recovery \$30 each, crane fee (3hr min) \$225. The discount for parts, supplies, and equipment ranges by manufacture from 0% to 60% and applied to the currently published manufacture price list at the time the specific quotation is requested. This bid is for service of commercial refrigeration equipment only, ISI does not service domestic refrigeration. ISI does have a complete line of food service equipment and supplies. A discount sheet (VENDOR DISCOUNT INSTITUTIONAL)is attached in response attachments.	A travel charge of \$98 is charged on each new service call, non-stock parts pick up charge \$60, Torch/weld/refrigerant recovery \$30 each, crane fee (3hr min) \$225. This bid is for service of commercial refrigeration equipment only, ISI does not service domestic refrigeration.	A travel charge of \$98 is charged on each new service call, non-stock parts pick up charge \$60, Torch/weld/refrigerant recovery \$30 each, crane fee (3hr min) \$225. The discount for parts, supplies, and equipment ranges by manufacture from 0% to 60% and applied to the currently published manufacture price list at the time the specific quotation is requested. This bid is for service of commercial refrigeration equipment only, ISI does not service domestic refrigeration. ISI does have a complete line of food service equipment and supplies, a discount sheet (VENDOR DISCOUNT INSTITUTIONAL)attached in response attachments.	Normal Business hours are Monday-Friday 8am-5pm. Anytime after or beyond those hours are considered after hours. A travel charge of \$130 is charged on each new service after hours. Non-stock parts pick up \$90. This bid is for service of commercial refrigeration equipment only	A travel charge of \$170 is charged on each new service call. Non-stock parts pick up will be picked up on the next regular business day \$60. Holiday hours are considered days of the week in which ISI is closed for business and or observed as a national holiday. New Years Day, Memorial Day,Independence Day, Labor Day, Thanksgiving Day, Day after Thanksgiving, Christmas Day.This bid is for service of commercial refrigeration equipment only

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Jean's Restaurant Supply	Discount varies from zero - 67	#N/A	#N/A	#N/A	#N/A
Lone Star Communications, Inc.	20% off of list pricing.	No Set Fee	a. One hour minimum. \$108 per hour for Technician. \$88 per hour for Helper	#N/A	#N/A
Marianna Industries, Inc.	All pricing listed in the 2019 School Edition catalog is exclusive to schools only.	#N/A	#N/A	#N/A	#N/A
Mavich LLC	5% to 15% discount	#N/A	#N/A	#N/A	#N/A
McGraw-Hill School Education, LLC	McGraw-Hill's catalog pricing is already discounted off the list price. Current Bid/Quote pricing is in effect from October 1, 2018 through September 30, 2019 at our 2018-2019 website prices and are updated annually.	#N/A	#N/A	#N/A	#N/A
Medco Supply Company (Performance Health Supply)	0-18 % Off Catalog Items. EST887124. Shipping Charges Apply At The Time Of Order	#N/A	#N/A	#N/A	#N/A
Nasco (Nasco Education LLC)	10-15% depending on the item. See attached for details.	#N/A	#N/A	#N/A	#N/A
North Central Texas InterLink, Inc.	#N/A	Services provided as an independent CTE consultant include a wide range of services and technical support to the Career & Technical Education faculty, staff and administration to meet the requirements of Federal Carl D. Perkins V and Texas Legislative requirements for Career and Technical Education programs to use local employer identified labor market information for program planning and career and post-secondary education counseling. InterLink will assist with implementation and completion of projects noted below however, the list is not intended to be a complete list. All documents prepared by InterLink are developed for use in the classroom. Annual InterLink employer identified Occupations List, Brochure and Resource Guide of in-demand occupations in high growth industries in North Central Texas for program planning and career counseling. Annual InterLink Labor Market Survey Report of North Central Texas Employers for determination of regional occupations that will be in-demand in the future. Monthly e-newsletters, InterLink Informer and InterLink Economic Informer. Special Reports about issues impacting the workforce. Web site as a portal to labor market information and resources for classroom instruction and research. Presentations on occupational trends; skill and knowledge needs; technology and industry trends affecting the labor market. Contracting Rate: \$150 per hour/\$1200 per day. Total not to exceed \$2,390.	#N/A	#N/A	#N/A
OFFICE DEPOT	#N/A	#N/A	Office Depot does not have a set hourly rate. The rate is determined on a case by case basis.	Office Depot does not have a set hourly rate. The rate is determined on a case by case basis.	Office Depot does not have a set hourly rate. The rate is determined on a case by case basis.
Paxton/Patterson LLC	Discount is off of Paxton/Patterson's current years catalog. PAXTON/PATTERSON DISCOUNT EXCLUSIONS: CareerPlus & CareerPlus2 modules, Paxton Action Lab modules, Growing Up Ready modules, Health Science Careers modules, College & Career Ready Labs, STEM Learning Systems, PCLMS, STEM Train, Building Skills CTAs and SawStop products. NOTE: exclusions items referenced above may be purchased under this contract but are not included in the discount. Shipping is free on orders over \$100.00 For orders under \$100, a \$10 shipping and handling charge will be added. Backordered items are always shipped freight free.	#N/A	#N/A	#N/A	#N/A
Performing Arts Supply Company, Inc.	0-10% on various products ordered in large quantities.	#N/A	#N/A	#N/A	#N/A
Pitsco Education	Orders must be \$100.00 and greater to receive the 2% discount.	#N/A	#N/A	#N/A	#N/A
Pocket Nurse (Pocket Nurse Enterprises, Inc.)	A 15% discount from the price seen at www.pocketnurse.com Upon bid award notification, a User Name and Password will be provided to approved individuals to view the discount on-line. * Price typically reflects a 10% discount off our most recent version of the published catalog. However, given the static nature of the catalog and the dynamic nature of the website, it IS possible to see a price which receives less than a 10% discount from the catalog. These instances should be few and you can always count on the price to reflect a 15% discount from the website (with the below, minimal, exceptions)* Roughly 500 low-use items are an exception to the above pricing methodology. Those items receive a 5% discount from the Online Price* \$250 minimum order qualifies for free freight on all parcel-type, first floor deliveries via FedEx Ground shipping. Third-party freight (LTL) deliveries will be calculated at time of order based on quantity, weight, and distance.	#N/A	#N/A	#N/A	#N/A
Precision Business Machines, Inc. (PBM, Inc.)	Discounts vary due to manufacturer specials.	#N/A	#N/A	#N/A	#N/A
Quality Audio Visual Service, Inc.	#N/A	\$75.00 minimum fee for on-site repairs.	#N/A	#N/A	#N/A
RadioShack (General Wireless Operations Inc)	0-10% discount off prices on www.radioshack.com	#N/A	#N/A	#N/A	#N/A
Romeo Music	Discount is 3% of Romeo Music website: www.romeomusic.net; when possible, given bulk purchase, deeper discounts are given;	#N/A	#N/A	#N/A	#N/A

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Rosen Classroom OR Rosen Digital OR Jackdaw Publishing (The Rosen Publishing Group, Inc)	25% OFF LIST PRICE FOR HARDCOVER BOOKS, E-BOOKS, INTERACTIVE E-BOOKS. 15% OFF PRICE LIST FOR PAPERBACK BOOKS. DISCOUNT IS ALREADY REFLECTED IN THE FOLLOWING CATALOGS: https://issuu.com/rosenpublishing/docs/ya_rc_spring_2019_low_issuu https://issuu.com/rosenpublishing/docs/pk_spring_2019_low_issuu https://issuu.com/rosenpublishing/docs/ya_rc_full_2019_catalog_low_res_iss	#N/A	#N/A	#N/A	#N/A
Senseability Inc	#N/A	\$795 per person with an 8 person minimum for (1) 24 hour course.	#N/A	\$795 per person with an 8 person minimum for (1) 24 hour course.	#N/A
Snap-on Industrial, a Division of IDSC Holdings LLC (Snap-on Incorporated)	Snap-on Industrial is offering a discount range of 0% to 54% off of current published list prices in effect at the time of the order. Discounts are based on product price groups. Please see our attached "953 Product Price Groups" grid. Please contact Account Manager Jeff Shaver for specific price quotes.	#N/A	#N/A	#N/A	#N/A
Southern Science Supply	Discount can exceed 25% or more depending on the item and quantity requested.	#N/A	#N/A	#N/A	#N/A
Teaching Systems, Inc.	Educational pricing already discounted	we charge \$85.00 per hour, \$340.00 for half day, and \$680.00 for full day. These prices do not include any parts that may be needed for repairs. All of the information that is needed to provide service and parts will be provide beforehand in the form of a quote.	#N/A	#N/A	#N/A
Textbook Warehouse (Textbook Warehouse, LLC.)	0-5% off New Textbooks; 10% off Used Textbooks at www.textbookwarehouse.com	#N/A	#N/A	#N/A	#N/A
THE BURMAX COMPANY, INC	DISCOUNT ON BURMAX ITEMS ONLY - SEE EXCEPTION LETTER. FREE FREIGHT EXCEPT ON DIRECT SHIP ITEMS - SEE EXCEPTION LETTER	#N/A	#N/A	#N/A	#N/A
The Happy Chef, Inc.	The Happy Chef catalog features tiered pricing. The higher the quantity ordered, the lower the price.	#N/A	#N/A	#N/A	#N/A
TI Training LE LLC (Table Mountain Group LLC)	RULETC Training Lab is a turnkey system retail price \$19,950 Discounted to \$19,000 per system	Onsite Service retail price \$2,000 Discounted to \$1,900	#N/A	#N/A	#N/A
TPS Publishing Inc	A schedule of all CTE courses offered by TPS is enclosed in TPS Pricing Attachment and prices include shipping	Professional trainer days for courses provided by TPS per day for up to 25 teachers/parents	Teacher and parent by hour workshops are available for CTE courses offered by TPS	Teacher and parent by hour weekend or after school workshops are available for CTE courses offered by TPS	Teacher and parent by hour holiday courses for TPS CTE programs can be provided
VWR International, LLC- Ward's Science	All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Ward's Science website are not eligible for the noted discount.	#N/A	#N/A	#N/A	#N/A
VWR International, LLC-Sargent Welch	All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Ward's Science website are not eligible for the noted discount.	#N/A	#N/A	#N/A	#N/A
Woodard Builders Supply	30% off of manufacturers catalog list price	#N/A	#N/A	#N/A	#N/A
WRS Group Inc dba Health Edco (SJS Partnership)	8% discount website prices - www.healthedco.com - no additional discount on products offering volume pricing	#N/A	#N/A	#N/A	#N/A
Youthlight, Inc.	Volume discounts \$500.00-\$749.99 Save 5% \$750.00-\$999.99 Save 10% \$1,000.00-\$2,499.00 Save 15% \$2,500.00+ Save 20%	#N/A	#N/A	#N/A	#N/A