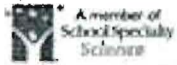


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**Delta Education**  
...because children learn by doing.®



80 Northwest Blvd, Nashua, NH 03063  
PO Box 3000, Nashua, NH 03061-3000  
Phone: 800-338-5270 Fax: 866-767-6942

Regional Sales Manager - Bjorn Larson  
651.895.3000 cell  
651.429.1291 office  
651.429.0320 fax

Prepared On: May 8, 2013

Valid Through: June 7, 2013

**DELTA EDUCATION PRICE QUOTE**

Prepared for: AARON SALMELA  
DULUTH PUBLIC SCHOOLS  
215 NORTH 1ST AVENUE EAST  
DULUTH, MN 55802

PHONE 218.336.8940 x4143  
EMAIL [Aaron.Salmela@duluth.k12.mn.us](mailto:Aaron.Salmela@duluth.k12.mn.us)

Complete Kits	\$	46,605.00			
Teacher Materials	\$	-			
Measurement Toolkits	\$	-			
Refill Kits	\$	-			
Reading Components	\$	-			
Living Materials	\$	-			
Conversion / Upgrade Kits	\$	-			
Misc/Catalog Items	\$	-	5%	Shipping & Handling	\$ 2,330.25
Online	\$	-		Living Material Shipping	\$ -
			0.0%	Est. Sales Tax	\$ -
				<b>Total*</b>	<b>\$48,935.25</b>
<b>Customer Savings:</b>					
FREE Professional Development Days		2	\$1,200.00	=	\$2,400.00
Reduced Shipping & Handling				=	\$3,998.55
Discounted / Bonused Materials				=	\$6,135.00
			<b>Total Savings</b>		<b>\$12,533.55</b>

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
742-5005	KIT FOSS TREES CR05	Kit	\$ 559.00	15	\$ 8,385.00	
742-5013	KIT FOSS INSECTS CR05	Kit	\$ 645.00	15	\$ 9,675.00	
742-5020	KIT FOSS STRUCTURES OF LIFE CR05	Kit	\$ 499.00	15	\$ 7,485.00	
742-3316	TOOL KIT FOSS STRUCT CR00	Toolkit	\$ 194.00	15	\$ -	BONUS
1012487	KIT FOSS SUN, MOON, & STARS CR09	Kit	\$ 749.00	15	\$ 11,235.00	
742-5025	KIT FOSS WATER CR05	Kit	\$ 655.00	15	\$ 9,825.00	
742-3327	TOOL KIT FOSS WATER CR00	Toolkit	\$ 215.00	15	\$ -	BONUS

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 EMAIL [Aaron.Salmela@duluth.k12.mn.us](mailto:Aaron.Salmela@duluth.k12.mn.us)

Complete Kits	\$	-		
Teacher Materials	\$	-		
Measurement Toolkits	\$	-		
Refill Kits	\$	-		
Reading Components	\$	39,156.40		
Living Materials	\$	-		
Conversion / Upgrade Kits	\$	-		
Misc/Catalog Items	\$	-		
Online	\$	-		
			Subtotal \$	39,156.40
			5% Shipping & Handling \$	1,957.82
			Living Material Shipping \$	-
			0.0% Est. Sales Tax \$	-
			<b>Total*</b>	<b>\$41,114.22</b>
<u>Customer Savings:</u>				
Reduced Shipping & Handling	=		\$3,440.79	
Discounted / Bonused Materials	=		\$5,832.00	
<b>Total Savings</b>				<b>\$9,272.79</b>

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
542-2003	SS FOSS EARTH MAT CR05 PKG/8	Reading	\$ 55.00	40	\$ 2,200.00	
542-2001	SS FOSS MAG & ELEC CR05 PKG/8	Reading	\$ 55.00	20	\$ -	BONUS
542-2015	SS FOSS WATER CR05 PKG/8	Reading	\$ 55.00	20	\$ -	BONUS
542-2019	FOSS SS LANDFORMS- NATL PKG/8	Reading	\$ 59.00	20	\$ -	BONUS
542-7113	FOSS SS LEVERS&PULLEYS PKG/8	Reading	\$ 59.00	20	\$ -	BONUS
538-6514	BBK DSFR WEATHER EA	Reading	\$ 29.00	40	\$ 1,160.00	
538-6492	DSFR WEATHER PKG/8	Reading	\$ 42.00	40	\$ 1,680.00	
538-6050	READER DSM-3 CLASSROOM PLANTS PKG/8	Reading	\$ 42.00	40	\$ 1,680.00	
538-6092	READER DSM-3 WEATHER WATCHING PKG/8	Reading	\$ 42.00	40	\$ 1,680.00	
538-6059	READER DSM-3 FOOD CHAINS AND WEBS PKG/8	Reading	\$ 42.00	40	\$ 1,680.00	
538-6072	READER DSM-3 PLANT AND ANIMAL LIFE PKG/8	Reading	\$ 42.00	40	\$ 1,680.00	
1278102	RDR DSCR OUR SOLAR SYSTEM RED P/8	Reading	\$ 58.00	40	\$ 2,320.00	
1278103	RDR DSCR EARTH MOON & SUN RED P/8	Reading	\$ 58.00	40	\$ 2,320.00	
1278155	TG DSCR OUR SOLAR SYSTEM RED&PUR	TG	\$ 7.95	40	\$ -	BONUS
1278156	TG DSCR EARTH MOON & SUN RED&PUR	TG	\$ 7.95	40	\$ -	BONUS
1278179	SKB DSCR OUR SOLAR SYSTEM RED&PUR P/32	Reading	\$ 7.95	40	\$ -	BONUS
1278180	SKB DSCR EARTH MOON & SUN RED&PUR P/32	Reading	\$ 7.95	40	\$ -	BONUS
1431087	Why Living Things Need Library (5 books/set)	Reading	\$ 29.95	40	\$ 1,198.00	

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1015070	Weather Watchers Library (6 books/set)	Reading	\$	35.94	40	\$	1,437.60
1321182	Seasons Library (4 books/set)	Reading	\$	23.96	40	\$	958.40.
1364858	Comparing Bugs Books (6 books/set)	Reading	\$	35.94	40	\$	1,437.60
1015067	Bugs Books (12 books/set)	Reading	\$	95.88	40	\$	3,835.20
1364854	Bugs Book Library (9 books/set)	Reading	\$	71.91	40	\$	2,876.40
1015113	Wild Weather Readers (6 books/set)	Reading	\$	69.99	40	\$	2,799.60
1392301	I Like Plants Library (6 books/set)	Reading	\$	41.70	40	\$	1,668.00
1015071	Wild Weather Library (8 books/set)	Reading	\$	63.92	40	\$	2,556.80
1429349	Clouds Close Up Library (4 books/set)	Reading	\$	27.80	40	\$	1,112.00
1445255	Space Explorations Library (8 books/set)	Reading	\$	71.92	40	\$	2,876.80

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**Prepared On:** May 8, 2013

**Valid Through:** June 7, 2013

## DELTA EDUCATION PRICE QUOTE

**Prepared for:** AARON SALMELA  
 DULUTH PUBLIC SCHOOLS  
 215 NORTH 1ST AVENUE EAST  
 DULUTH, MN 55802

PHONE 218.336.8940 x4143  
 EMAIL [Aaron.Salmela@duluth.k12.mn.us](mailto:Aaron.Salmela@duluth.k12.mn.us)

Complete Kits	\$	28,575.00			
Teacher Materials	\$	-			
Measurement Toolkits	\$	-			
Refill Kits	\$	-			
Reading Components	\$	-			
Living Materials	\$	-			
Conversion / Upgrade Kits	\$	-			
Misc/Catalog Items	\$	-			
Online	\$	-			
				Subtotal \$	28,575.00
			5%	Shipping & Handling \$	1,428.75
				Living Material Shipping \$	-
			0.0%	Est. Sales Tax \$	-
				<b>Total*</b>	<b>\$30,003.75</b>
<b>Customer Savings:</b>					
FREE Professional Development Days		1	\$1,200.00	=	\$1,200.00
Reduced Shipping & Handling				=	\$2,466.75
Discounted / Bonused Materials				=	\$3,887.50
			<b>Total Savings</b>		<b>\$7,554.25</b>

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
742-5015	KIT FOSS BALANCE & MOTION CR05	Kit	\$ 535.00	5	\$ 2,675.00	
742-5014	KIT FOSS NEW PLANTS CR05	Kit	\$ 689.00	5	\$ 3,445.00	
742-5018	KIT FOSS PEB SAND & SILT CR05	Kit	\$ 689.00	5	\$ 3,445.00	
742-5016	KIT FOSS SOLIDS & LIQUIDS CR05	Kit	\$ 798.00	5	\$ 3,990.00	
742-5022	KIT FOSS MAGNETISM & ELEC CR05	Kit	\$ 765.00	5	\$ 3,825.00	
742-3294	TOOL KIT FOSS MAG&ELE CR00	Toolkit	\$ 139.95	5	\$ -	BONUS
742-5027	KIT FOSS MEASUREMENT CR05	Kit	\$ 799.00	5	\$ 3,995.00	
742-5033	KIT FOSS LANDFORMS CR05	Kit	\$ 730.00	5	\$ 3,650.00	
742-3360	TOOL KIT FOSS LANDFORMS CR00	Toolkit	\$ 64.80	5	\$ -	BONUS
742-5030	KIT FOSS LEVERS & PULLEYS CR05	Kit	\$ 710.00	5	\$ 3,550.00	
742-5036	KIT FOSS VARIABLES CR05	Kit	\$ 500.00	5	\$ -	BONUS
742-3404	TOOL KIT FOSS VARIABLES CR00	Toolkit	\$ 72.75	5	\$ -	BONUS

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Complete Kits	\$	57,315.00			
Teacher Materials	\$	-			
Measurement Toolkits	\$	-			
Refill Kits	\$	-			
Reading Components	\$	-			
Living Materials	\$	-			
Conversion / Upgrade Kits	\$	-			
Misc/Catalog Items	\$	-			
Online	\$	-			
				Subtotal \$	57,315.00
				5% Shipping & Handling \$	2,865.75
				Living Material Shipping \$	-
				0.0% Est. Sales Tax \$	-
				<b>Total*</b>	<b>\$60,180.75</b>
<b>Customer Savings:</b>					
FREE Professional Development Days		3	\$1,200.00	=	\$3,600.00
Reduced Shipping & Handling				=	\$5,502.45
Discounted / Bonused Materials				=	\$12,420.00
				<b>Total Savings</b>	<b>\$21,522.45</b>

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
1012487	KIT FOSS SUN, MOON, & STARS CR09	Kit	\$ 749.00	15	\$ -	BONUS
1354503	ONLINE ACCESS FOSS SUN MOON & STARS TEACHER	Online	\$ 79.00	15	\$ -	BONUS
1325206	KIT FOSS TREES + WEATHER SCI 3RD ED	Kit	\$ 919.00	15	\$ 13,785.00	
1325233	KIT FOSS INSECTS + PLANTS 3RD ED	Kit	\$ 794.00	15	\$ 11,910.00	
1325219	KIT FOSS STRUCTURES OF LIFE 3RD ED	Kit	\$ 994.00	15	\$ 14,910.00	
1325217	KIT FOSS WATER 3RD ED	Kit	\$ 1,114.00	15	\$ 16,710.00	

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