



PRICE AGREEMENT NO. 14844

AMENDMENT NO.

ALBUQUERQUE PUBLIC SCHOOLS - PROCUREMENT DIVISION  
PO BOX 25704  
ALBUQUERQUE, NEW MEXICO 87125  
PHONE (505) 881-8415  
FAX (505) 830-1161

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Lakeshore Learning Materials  
2695 E. Dominguez St.  
Carson, CA 90895

SHIP TO

Please see PO  
Please see PO

ATTENTION  
OF

DATE	VENDOR CODE
8/28/2017	11401

The Procurement Code, Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and criminal penalties for its violation. In addition, the New Mexico Criminal statutes impose felony penalties for illegal bribes, gratuities and kickbacks.

PLEASE SHOW PRICE AGREEMENT NUMBER ON ALL INVOICES, SHIPPING PAPERS, PACKAGES, CORRESPONDENCE, ETC. INVOICE IN DUPLICATE.

**ITEMS, TERMS, & CONDITIONS**

**PRICE AGREEMENT**  
**Classroom Manipulatives**  
**(Math, Language Arts, Arts & Crafts, Early Learning, FCS)**  
**Contract Term: August 28, 2017 - August 27, 2025**  
**Per terms and conditions of: BID 17-073KN-AM**  
**Board Approved: 8/28/2017**  
**Pricing Attached**

**SERVICES AND/OR GOODS TO BE PROVIDED:** The Contractor shall provide the good(s) and/or service(s), as defined in this agreement, on an "as ordered" basis. This is not an order and no funds are obligated under this Pricing Agreement. Funds are obligated by approved purchase orders on an "as needed" basis. Contractor shall receive separate individual Purchase Orders for each individual requests.

**MINIMUM AMOUNT:** Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with this pricing agreement.

**QUOTES AND PAYMENT:** The Contractor shall include the APS Pricing Agreement Number on each quote and reflect the price as awarded. If a quote is based on a percentage discount, the quote should document the list price, discount percent, and final price. The invoice submitted for payment shall match the quote and shall note the purchase order number.

**Amendments:** This Pricing Agreement shall not be altered, changed, or amended except by written agreement signed by both parties.

**Reason for Amendment:**

Contact: Luz Cabrera

Phone: 310/421-5354 x2796

Email: lcabrera@lakeshorelearning.com

PROCUREMENT DIVISION AUTHORIZED SIGNATURE

VENDOR AUTHORIZED SIGNATURE

*Kristal Nicole Marquez*  
Date 8/29/17

*Bm*  
Date 8/31/17

**ALBUQUERQUE PUBLIC SCHOOLS - PROCUREMENT DIVISION**  
**PO BOX 25704**  
**ALBUQUERQUE, NEW MEXICO 87125**  
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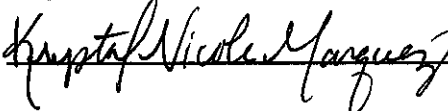
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 Date: 8/29/17

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\_\_\_\_\_  
 Date

# ALBUQUERQUE PUBLIC SCHOOLS (APS) GENERAL TERMS AND CONDITIONS

**1. INSPECTION.** The materials, supplies or services furnished shall be exactly as specified in this order, free from defects in Seller's design, workmanship and materials, and, except as otherwise provided in this order, shall be subject to inspection and test by APS at all times and places. If, prior to final acceptance, any materials, supplies or services are found to be defective or not as specified, APS may reject them, require Seller to correct them without charge, or require delivery of such materials, supplies, or services at a reduction in price which is equitable under the circumstances. If Seller is unable or refuses to correct such defects within a time deemed reasonable by APS, APS may terminate the order in whole or in part. Seller shall bear all risks as to rejected materials, supplies and services and, in addition to any other costs for which Seller may become liable to APS under other provisions of this order, shall reimburse APS for all transportation costs, other related costs incurred, or payments to Seller in accordance with the terms of this order for unaccepted materials, supplies and services. Notwithstanding final acceptance and payment, Seller shall be liable for latent defects, fraud or such gross mistakes as amount to fraud. Any test programs and procedures required by the specifications are in addition to, and do not limit, APS's rights provided in this Paragraph.

**2. WARRANTIES.** Seller warrants the materials, supplies or services furnished to be exactly as specified in this order, free from defects in Seller's design, labor, materials and manufacture, and to be in compliance with any drawings or specifications incorporated herein and with any samples furnished by Seller. All applicable UCC warranties, express or implied are incorporated herein.

**3. ASSIGNMENT.** Neither the order nor any interest therein, nor claim thereunder shall be assigned or transferred by the Seller except as authorized in writing by APS. No assignment or transfer shall relieve the Seller from its obligations and liabilities.

**4. CHANGES.** APS may make changes within the general scope of this order by giving notice to Seller and subsequently confirming such changes in writing. If such changes affect the cost of, or the time required for performance of this order, an appropriate equitable adjustment shall be made. No change by Seller shall be recognized without written approval of APS. Any claim of Seller for an adjustment under this Paragraph must be made in writing within thirty (30) days from the date of receipt by Seller of notification of such change unless APS waives this condition. Nothing in this Paragraph shall excuse Seller from proceeding with performance of the order as changed hereunder.

**5. LABOR DISPUTES.** Seller shall give prompt notice to APS of any actual or potential labor dispute which delays or may delay timely performance of this order.

**6. TERMINATION AND DELAYS.** APS may by written notice stating the extent and effective date, terminate this order for convenience in whole or in part, at any time. APS shall pay Seller as full compensation for performance until such termination: (1) the unit or pro rata order price for the delivered and accepted portion; and (2) a reasonable amount, not otherwise recoverable from other sources by Seller as approved by APS with respect to the undelivered or unaccepted portion of this order; provided compensation hereunder shall in no event exceed the total order price. Such amount will be limited to the Seller's actual cost and shall not include anticipated profits.

APS may by written notice terminate this order for Seller's default, in whole or in part, at any time, if Seller refuses or fails to comply with the provisions of this order, or so fails to make progress as to endanger performance and does not cure such failure within a reasonable period of time, or fails to make deliveries of the items or services or to perform the services within the time specified or any written extension thereof. In such event, APS may purchase or otherwise secure items or services and, except as otherwise provided herein, Seller shall be liable to APS for any excess costs occasioned APS thereby, including incidental and consequential damages.

If, after notice of termination for default, APS determines that the Seller was not in default or that the failure to perform this order is due to causes beyond the control and without the fault or negligence of Seller (including, but not restricted to, acts of God or of the public enemy, acts of APS, acts of Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather, and delays of a subcontractor or supplier due to such causes and without the fault or negligence of the subcontractor or supplier), termination shall be deemed for the convenience of APS, unless it shall be determined that the items or services covered by this order were obtainable from other sources in sufficient time to meet the required delivery schedule.

If APS determines that Seller has been delayed in the work due to causes beyond the control and without the fault and negligence of the Seller, APS may extend the time for completion of the work called for by this order, when promptly applied for in writing by the Seller; and if such delay is due to failure of APS, not caused or contributed by Seller, to perform services or deliver property in accordance with the terms of the order, the time and price of the order shall be subject to change under the Changes Paragraph. Sole remedy of Seller in event of delay by failure of APS to perform shall, however, be limited to any money actually and necessarily expended in the work during the period of delay, solely by reason of delay. No allowance will be made for anticipated profits.

The rights and remedies of APS provided in this Paragraph shall not be exclusive and are in addition to any other rights and remedies provided by law or under this order. As used in this Paragraph, the word "Seller" includes Seller and its sub suppliers at any tier.

**7. AFFIRMATIVE ACTION.** Seller shall not maintain or provide racially segregated facilities for employees at any establishment under his control. Seller agrees to adhere to the principle set forth in Executive Order 11246 and 11375, and to undertake specifically to maintain employment policies and practices that affirmatively promote equality of opportunity for minority group persons and women; to take affirmative steps to hire and promote women and minority group persons at all job levels and in all aspects of employment; to communicate this policy effectively to all persons concerned within Seller's company, with outside recruiting services and the minority community at large; to provide APS on request a breakdown of its labor force by ethnic group, sex, and job category; and to discuss with APS its policies and practices relating to its affirmative action program.

**8. INDEMNIFICATION AND INSURANCE.** Seller assumes the entire responsibility and liability for losses, expenses, damages, demands and claims in connection with or arising out of any actual or alleged personal injury (including death) and/or damage or destruction to property sustained or alleged to have been sustained in connection with or arising out of the performances of the work by Seller, its agents, employees, subcontractors or consultants, except to the extent of liability arising out of the negligent performance of the work by or willful misconduct of APS. Seller shall indemnify and hold harmless APS, its officers, agents, and employees from any and all liability for such losses, expenses, damages, demands, and claims and shall defend any suit or action brought against any or all of them based on any actual or alleged personal injury or damage and shall pay any damage costs and expenses including attorneys' fees, in connection with or resulting from such suit or action. Seller agrees that it and its subcontractors will maintain public liability and property damage insurance in reasonable amounts covering the above obligation and will maintain workers' compensation coverage covering all employees performing this order on premises occupied by or under the control of APS.

**9. PATENT AND COPYRIGHT INDEMNITY.** Seller shall pay all royalty and license fees relating to deliverables and other items covered hereby. In the event any third party shall claim that the reproduction, manufacture, use or sale of goods or items covered hereby infringes any copyright, trademark, patent, or other intellectual property rights, Seller shall indemnify and hold APS harmless from any cost, expense, damage, or loss resulting therefrom.

**10. DISCOUNTS.** APS will take advantage of prompt payment discounts whenever possible; however these will not be used as a means to determine the low responsive and responsible bidder. Any discount period will not begin until the materials, supplies or services have been received and accepted and a correct invoice submitted for payment. If testing is required, discount period will not begin until such tests are satisfactorily completed.

**11. CONTINGENCY FEES.** Seller warrants that no person or selling agency has been employed or retained to solicit or secure this order upon an agreement or understanding for a commission, percentage, brokerage or contingent fee excepting bona-fide employees or bona-fide established commercial or selling agencies maintained or utilized by Seller for the purpose of securing business. For violation or breach of this warranty, APS shall have the right to annul this order without liability or, at its discretion, to deduct from this order, price or consideration or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee.

**12. PENALTIES.** The New Mexico Procurement Code (NMSA 1978) imposes civil and criminal penalties for its violation. In addition, New Mexico criminal statutes impose penalties for bribes, gratuities and kickbacks.

**13. TITLE AND DELIVERY.** Title to the materials and supplies passed hereunder shall pass to APS at the F.O.B. point specified subject to the right of APS to reject upon inspection. For any exception to the delivery date specified, Seller shall give prior notification and obtain approval thereto from APS's Purchasing Department. Order is subject to termination for failure to make timely delivery.

**14. TAX STATUS.** APS holds a Class 9 Nontaxable Transaction Certificate and is exempt from payment of tax on the purchase of tangible personal property. This certificate will be issued upon request. It is not valid for the purchase of services including construction, or materials that become part of a construction project or for the lease of property. Seller is responsible for payment of all applicable taxes, which will be added to invoice as a separate item at the current rate.

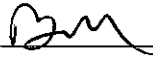
**15. APPLICABLE LAWS.** If this order is a subcontract under a U.S. Government Prime Contract, applicable clauses of the Federal Acquisition Regulations are incorporated herein by reference. Any provision required to be included in a contract of this type by any applicable and valid Executive Order, federal, state or local law, ordinance, rule or regulation also shall be deemed to be incorporated herein. Any contract or litigation resulting from acceptance of this purchase order will be construed according to the laws of the State of New Mexico unless otherwise stated.

## CONTRACTOR INFORMATION

The undersigned certifies that he or she has not either directly or indirectly entered into any action in restraint of free competitive bidding in connection with this solicitation and agrees to furnish the materials, supplies or services as required within the time specified under the conditions imposed and at the price indicated.

SIGN  
HERE

Signature of Authorized Representative: \_\_\_\_\_



Contractor's License #: N/A  
(If Applicable)

Type or print name of above: Rafael Muro

Name of Firm: Lakeshore Learning Materials Address: 2695 E. Dominguez St. Carson CA 90895

Telephone No.: (800) 421-5354 E-Mail: biddept@lakeshorelearning.com

Veterans Preference Certification No. (If applicable): N/A

### Contact information for Sales Department:

### Contact information for POs/Invoicing/Etc.:

Name of Contact: Luz Cabrera Name of Contact: Order Department / Penny Stone

Telephone No.: (310) 421-5354 ext. 2796 Telephone No.: (800) 778-4456

Email Address: lcabrera@lakeshorelearning.com Email Address: orderdept@lakeshorelearning.com

**\*\*\* IF ANY OF THIS CONTACT INFORMATION CHANGES, IT IS THE RESPONSIBILITY OF THE CONTRACTOR TO IMMEDIATELY NOTIFY APS PROCUREMENT. \*\*\***

## ADDITIONAL INFORMATION

1. Special quote/reference/account number: (Optional. If applicable, indicate type and number)  
Please reference "Per Bid # 17-073KN-AM" on all purchase orders.
2. Discount exceptions (if any): Discount does not apply to sale items.
3. APS may on occasion require inside delivery of math and language arts manipulatives and related materials to a certain location. Can your company deliver these types of manipulatives and related materials inside a building?  
Yes
4. Average lead-time after receipt of order: 7-10 business days ARO
5. Return Policy: We unconditionally guarantee every item we offer. If you are unhappy with any item, for any reason, simply return it to us for a full refund or exchange. If you ever have questions or concerns, please contact Customer Service at (800) 428-4414 or e-mail at lakeshore@lakeshorelearning.com.
6. Does your company have a digital catalog or online ordering capabilities? If so, please include detailed information on catalogs, ordering procedures, website information, etc.  
Lakeshore Early Childhood Catalog - Issued Jan. 2017 / Lakeshore Elementary - Issued Feb. 2017  
Please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com) to view our online caalog and to place online orders.
7. Other information: N/A

## CLASSROOM MANIPULATIVES - DISCOUNT PRICING LIST

### Math

\_\_\_\_\_ 5 % off  
manufacturer's list price

Including but not limited to:

- Activity Sets
  - Calculators (Basic - NOT Graphing)
  - Charts, Number Lines, etc.
  - Dice, dominoes, counting chips, etc.
  - Flash Cards, Games, Cards, etc.
  - Graph paper, compasses, rulers, protractors, etc.
  - Shapes, Blocks, Cubes, Geoboards, etc.
  - Other math manipulatives and/or related materials not listed
  - Exclusions if any:  
Discount excludes sale items.
- 

### Language Arts

\_\_\_\_\_ 5 % off  
manufacturer's list price

Including but not limited to:

- Activity Sets
  - Chart Paper, Handwriting Paper, White Books, etc.
  - Charts
  - Lap-size/Student Desk-Size Dry Erase boards, etc.
  - Flash Cards, Games, Cards, Letters (magnetic, etc.), etc.
  - Listening Centers, Headphones, etc.
  - Timers
  - Other Language Arts manipulatives and/or related materials not listed
  - Exclusions if any:  
Discount excludes sale items.
- 

### Arts & Crafts

\_\_\_\_\_ 5 % off  
manufacturer's list price

Including but not limited to:

- Adhesives (white glue, glue stick, tape, tacky glue, etc.)
  - Art/Craft Paper (construction, tissue, posterboard, watercolor, trace, fadeless duet, metallic foil, etc.)
  - Measurement & Cutting Tools (Exacto knives, paper trimmers, scissors, etc.)
  - Drawing Tools (crayons, colored pencils, pastels, markers, permanent markers, etc.)
  - Paint, Paint Brushes, Canvases & Supplies (liquid tempera, acrylic, watercolors, brayers, etc.)
  - Sculpture & Ceramics (model magic, clay, self-hardening clay, plaster fabric, etc.)
  - Textile Supplies (yarn, thread, etc.)
  - Printmaking Supplies (foam board, printing ink, stamp pads, etc.)
  - Writing Tools (pencils, erasers, pens, markers, dry erase markers, chalkboard supplies, sharpeners, etc.)
  - Miscellaneous (beads, Twisteez, white paper bags, pipe cleaners, floor marking tape, glitter glue, etc.)
  - Other Arts & Crafts manipulatives and/or related materials not listed
  - Exclusions if any:  
Discount excludes sale items.
-

**Early Learning**

5 % off  
manufacturer's list price

Including but not limited to:

- Active Play, Dramatic Play, Storytelling, etc.
  - Blocks, Puzzles, Games, etc.
  - Sensory, Fine Motor, etc.
  - Sand/Water Tables, etc.
  - Other Early Learning manipulatives and/or related materials not listed
  - Exclusions if any:  
**Discount excludes sale items.**
- 

**Family & Consumer Sciences**

5 % off  
manufacturer's list price

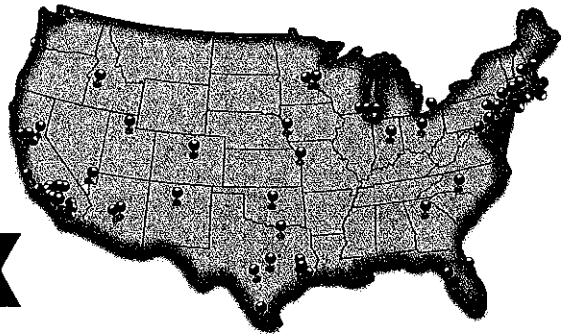
Including but not limited to:

- Child Development & Family Life (books, charts, displays, DVDs, education kits, games, dolls, posters, tear pads, stencils, activity kits, etc.)
  - Clothing Construction & Design (books, charts, kits, magnifiers, dress forms, fabric, garment racks, iron & accessories, knitting & crocheting, laundry carts, notions, patterns, quilting supplies, surging machines, sewing machines, sheers/scissors, stuffing/batting, trimmers, weaving, yarn, thread, etc.)
  - Interior Design (drafting supplies, posters, etc.)
  - Life Skills (books, activity sets, charts, posters, DVDs, Games, etc.)
  - Other Family & Consumer Sciences manipulatives and/or related materials not listed
  - Exclusions if any:  
**Discount excludes sale items.**
-

# Visit Our Stores!

For maps to store locations, visit us online:

**LakeshoreLearning.com**



## Arizona

**Paradise Valley**  
4727 E. Bell Rd.  
Phoenix, AZ 85032  
(602) 482-7900

**Phoenix**  
4819 E. Ray Rd.  
Phoenix, AZ 85044  
(480) 940-7700

## California

**& outlet**

**Carson**  
2695 E. Dominguez St.  
Carson, CA 90895  
(310) 537-4778

**Fountain Valley**  
18679 Brookhurst St.  
Fountain Valley, CA 92708  
(714) 963-8255

**Laguna Hills**  
23501 Avenida de la Carlota  
Laguna Hills, CA 92653  
(949) 462-9353

**Murrieta**  
24420 Village Walk Pl.  
Murrieta, CA 92562  
(951) 461-1352

**Northridge**  
17072 Devonshire St.  
Northridge, CA 91325  
(818) 366-4105

**Pasadena**  
3848 E. Foothill Blvd.  
Pasadena, CA 91107  
(626) 356-3848

**Roseville**  
1850 Douglas Blvd.  
Roseville, CA 95661  
(916) 774-4304

**San Bernardino**  
898 E. Harriman Pl.  
San Bernardino, CA 92408  
(909) 890-1222

**San Diego**  
7510 Hazard Center Dr.  
San Diego, CA 92108  
(619) 297-8494

**San Jose**  
1099 S. Bascom Ave.  
San Jose, CA 95128  
(408) 998-0794

**San Leandro** **& outlet**  
1144 Montague Ave.  
San Leandro, CA 94577  
(510) 483-9750

## California (cont.)

**San Marcos**  
702 Center Dr.  
San Marcos, CA 92069  
(760) 504-0292

**Upland**  
125 N. Mountain Ave.  
Upland, CA 91786  
(909) 985-9945

**Ventura**  
4705 Telephone Rd.  
Ventura, CA 93003  
(805) 289-1550

**Walnut Creek**  
1929 Mt. Diablo Blvd.  
Walnut Creek, CA 94596  
(925) 944-1495

**West Los Angeles**  
8888 Venice Blvd.  
Los Angeles, CA 90034  
(310) 559-9630

## Colorado

**Littleton**  
8680A Park Meadows  
Center Dr.  
Littleton, CO 80124  
(303) 768-8484

## Connecticut

**Hamden**  
2335 Dixwell Ave.  
Hamden, CT 06514  
(203) 287-0900

## Florida

**Fern Park**  
335 E. State Road 436  
Fern Park, FL 32730  
(407) 260-5531

**Tampa**  
4501 W. Kennedy Blvd.  
Tampa, FL 33609  
(813) 207-0468

## Georgia

**East Cobb**  
4287 Roswell Rd.  
Marietta, GA 30062  
(770) 578-3100

## Idaho

**Boise**  
417 N. Milwaukee St.  
Boise, ID 83704  
(208) 377-1855

## Illinois

**Chicago**  
2255 W. 95th St.  
Chicago, IL 60643  
(773) 233-9210

**Orland Park**  
15780 S. La Grange Rd.  
Orland Park, IL 60462  
(708) 403-6300

**Palatine**  
1403 N. Rand Rd.  
Palatine, IL 60074  
(847) 705-5052

## Indiana

**Indianapolis**  
1300 E. 86th St.  
Indianapolis, IN 46240  
(317) 574-0304

## Kansas

**Merriam**  
5670 Antioch Rd.  
Merriam, KS 66202  
(913) 432-3998

## Maryland

**Towson**  
1620 E. Joppa Rd.  
Towson, MD 21286  
(410) 296-5888

## Massachusetts

**Newton**  
230 Needham St.  
Newton, MA 02464  
(617) 969-1171

**Saugus**  
352E Broadway  
Saugus, MA 01906  
(781) 233-3770

## Michigan

**Sterling Heights**  
12210 Hall Rd.  
Sterling Heights, MI 48313  
(586) 803-1435

## Minnesota

**Maplewood**  
1721 Beam Ave.  
Maplewood, MN 55109  
(651) 777-0650

**St. Louis Park**  
5699 W. 16th St.  
St. Louis Park, MN 55416  
(952) 541-0991

## Nebraska

**Omaha**  
12005 W. Center Rd.  
Omaha, NE 68144  
(402) 334-4466

## Nevada

**Henderson**  
1243 W. Warm Springs Rd.  
Henderson, NV 89014  
(702) 396-2890

## New Jersey

**Cherry Hill**  
2020 Marlton Pike West  
Cherry Hill, NJ 08002  
(856) 910-0888

**East Brunswick**  
275 State Route 18  
East Brunswick, NJ 08816  
(732) 967-8585

**Hackensack**  
449 Essex St.  
Hackensack, NJ 07601  
(201) 441-9214

## New Mexico

**Albuquerque**  
6646 Indian School Rd. N.E.  
Albuquerque, NM 87110  
(505) 884-4866

## New York

**New Hyde Park**  
2079 Hillside Ave.  
New Hyde Park, NY 11040  
(516) 616-9360

**Scarsdale**  
969A Central Park Ave.  
Scarsdale, NY 10583  
(914) 472-1820

## North Carolina

**Matthews**  
10005 E. Independence Blvd.  
Matthews, NC 28105  
(704) 849-2370

## Ohio

**Cleveland**  
27500 Chagrin Blvd.  
Beachwood, OH 44122  
(216) 378-9488

**Columbus**  
2148 Polaris Parkway  
Columbus, OH 43240  
(614) 846-1710

## Oklahoma

**Oklahoma City**  
6300 N. May Ave.  
Oklahoma City, OK 73112  
(405) 858-8778

## Oregon

**Lake Oswego**  
16901 S.W. 65th Ave.  
Lake Oswego, OR 97035  
(503) 620-9888

## Pennsylvania

**King of Prussia**  
340 W. DeKalb Pike  
King of Prussia, PA 19406  
(610) 354-0551

## Rhode Island

**Cranston**  
1400 Oaklawn Ave.  
Cranston, RI 02920  
(401) 463-8800

## Texas

**Austin**  
9828 Great Hills Trail  
Austin, TX 78759  
(512) 241-2885

**Dallas**  
14060 N. Dallas Pkwy.  
Dallas, TX 75240  
(972) 934-8866

## Texas (cont.)

**Friendswood**  
19032 Gulf Fwy.  
Friendswood, TX 77546  
(281) 461-6263

**Houston**  
2405 Post Oak Blvd.  
Houston, TX 77056  
(713) 355-1893

**McAllen**  
1316 E. Expressway 83  
McAllen, TX 78503  
(956) 618-0225

**San Antonio**  
327 N.W. Loop 410  
San Antonio, TX 78216  
(210) 340-0504

**The Woodlands**  
19075 Interstate 45 South  
Shenandoah, TX 77385  
(936) 271-3585

## Utah

**Salt Lake City**  
5480 South 900 East  
Salt Lake City, UT 84117  
(801) 268-2224

## Virginia

**Alexandria**  
7009-A Manchester Blvd.  
Alexandria, VA 22310  
(703) 719-0202

## Washington

**Bellevue**  
11027 N.E. 4th St.  
Bellevue, WA 98004  
(425) 462-8076

**Lakeshore**  
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