



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

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Discount School Supply
20 Ryan Ranch Rd. Suite 200
Monterey, CA 93940

SHIP TO

Please see PO
Please see PO

ATTENTION
OF

DATE	VENDOR CODE
8/28/2017	10764

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: Stacy Rains

Phone: 913/951-9699

Email: srains@discountschoolsupply.com

PROCUREMENT DIVISION AUTHORIZED SIGNATURE

Krista Nicole Marquez
8/29/17
Date

VENDOR AUTHORIZED SIGNATURE

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 by 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.

Service Savings Selection



20 Ryan Ranch Road, Suite 200
Monterey, CA 93940
Phone 1 800 627 2829 • Fax 1 800 879 3753
www.DiscountSchoolSupply.com

June 16, 2017

Albuquerque Public Schools
Procurement Department
6400 Uptown Blvd. NE, Suite 500 E
Albuquerque, NM 87110
Account# 5026026

Procurement Department,

Thank you for giving Discount School Supply (DSS) the opportunity to submit a Proposal for the **CLASSROOM MANIPULATIVES AND RELATED MATERIALS (Math, Language Arts, Arts & Crafts, Early Learning, Family & Consumer Sciences) Bid 17-073KN-AM.**

- Discount School Supply will offer you an **18% Discount off our Current Catalog.**
- DSS will offer you FREE Delivery with a minimum order of \$99 on all Stock Items (excluding Drop Ship  Items in our catalog) to one location. Orders that do not meet the \$99 minimum for stock items will be charged a minimum of \$8.50 or 15% whichever is greater, for shipping.
- Drop Ship items are charged 15% for shipping.
- This Bid offer will remain valid for 30 days for bid processing and review.
- DSS publishes multiple catalogs during the year. The prices may change with the updated catalogs, but your 18% discount will not.
- Our website address is www.discountsschoolsupply.com.
- Payment terms are Net 30 upon approved credit application.

Delivery

- Stock items be delivered within 2-7 business days depending upon availability.
- Drop Ship items will be delivered within 2-6 weeks.
- Items with over 100 in quantity, may take longer.
- If necessary, please mark your purchase order for a specific delivery date range.
- DSS uses environmentally friendly shipping supplies whenever possible. Deliveries may include recycled boxes at various times.

Modification

- **TERMS AND CONDITIONS**

9. **INDEMNIFICATION:** With respect to any claim asserted by a third party, the Bidder shall be responsible for damage to persons or property that occurs as a result of his fault or negligence, or that of any of his employees, agents or subcontractors. He shall save and hold harmless Albuquerque Public Schools against any and all loss, cost, damage, claims, expense or liability in connection with the performance of the contract. Any equipment or facilities damaged by the Bidders' operation shall be repaired and/or restored to their original condition at the Bidder's expense.

Our Guarantee

- Discount School Supply will make returns easy for any reason whether it is customer or vendor error. Call us for return authorized (RA) number and we will take care of the return. Returns without an RA will not be accepted. We will not charge return and restocking fees. A reasonable time frame considered will be 10 days or less after confirmed delivery date. 100% satisfaction is our goal.

Exclusions

- Promotionally-priced items may be excluded from your standard contractual terms as mentioned above, and are subject to review for special pricing. This offer is not valid with any other promotions, discounts or outside the 48 contiguous United States.
- Either of the parties with a 30-day written notice may terminate this discount agreement for any reason.

Awarded

- If awarded, please submit in writing your acknowledgement of agreement for this awarded bid to bids@discountschoolsupply.com.
- Reference "**Account# 5026026**" on the purchase order to receive these terms.
- Fax or email purchase order to 1-800-993-3609 or bids@discountschoolsupply.com.
- The contract will be for 8 years beginning on the award date.

Once again, thank you for your consideration. We look forward to hearing from you regarding this proposal. Please do not hesitate to contact me at 800-836-9515 ext. 5770 or via email at bids@discountschoolsupply.com if you have any questions.

Sincerely,



Jennifer Sabado-Rios

Bid Officer

EarlyChildhood, LLC dba Discount School Supply

Phone: 800-836-9515 ext. 5770

Fax: 800-993-3609

bids@discountschoolsupply.com

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.

Signature of Authorized Representative: Jennifer Sabado-Rios Contractor's License #: N/A
(If Applicable)

Type or print name of above: Jennifer Sabado-Rios

Name of Firm: Early Childhood LLC, dba Discount School Supply Address: 20 Ryan Ranch Rd, Suite 200 Monterey, CA 93940

Telephone No.: 800-836-9515 E-Mail: bids@discountschoolsupply.com

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

Contact information for Sales Department:	Contact information for POs/Invoicing/Etc.:
Name of Contact: <u>Stacy Rains</u>	Name of Contact: <u>Michelle Leeman</u>
Telephone No.: <u>913-951-9699</u>	Telephone No.: <u>800-482-5846</u>
Email Address: <u>srains@discountschoolsupply.com</u>	Email Address: <u>actrec@disccountschoolsupply.com</u>

***** 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)
Account 5026026
2. Discount exceptions (if any): Promotional Items are excluded
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?
3 feet inside
4. Average lead-time after receipt of order: Stock items 2-7 business days. Drop Ship items 2-6 weeks
5. Return Policy: Discount School Supply will make returns easy for any reason whether it is customer or vendor error. Call us for return authorized (RA) number and we will take care of the return. Returns without an RA will not be accepted. We will not charge return and restocking fees. A reasonable time frame considered will be 10 days or less after confirmed delivery date. 100% satisfaction is our goal.
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.
www.discountschoolsupply.com
7. Other information: _____

CLASSROOM MANIPULATIVES - DISCOUNT PRICING LIST

Math

18 % 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:
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-

Language Arts

18 % 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:
-
-

Arts & Crafts

18 % 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:
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Early Learning

18 % 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:
-
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Family & Consumer Sciences

18 % 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:
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Firm Name: EarlyChildhood LLC, dba Discount School Supply
Bid No. 17-073KN-AM

**SPECIFICATIONS EXCEPTION FORM
CLASSROOM MANIPULATIVES AND RELATED MATERIALS**

Note: Your bid may be rejected if you do not sign and submit this page.

Bid on materials, supplies, or equipment with varying specifications may be considered by Albuquerque Public Schools. However, in the interest of fairness and sound business practice it should not be the responsibility of APS to probe for information concerning items which you intend to furnish. Therefore, if your bid differs from the specifications or if you take exemption to any of the requirements, such information must be clearly stated in the space following. Failure to do so may result in forfeiture of bid bond, if applicable, or seller may be found in default.

TERMS AND CONDITIONS

9. INDEMNIFICATION: With respect to any claim asserted by a third party, the Bidder shall be responsible for damage to persons or property that occurs as a result of his fault or negligence, or that of any of his employees, agents or subcontractors. He shall save and hold harmless Albuquerque Public Schools against any and all loss, cost, damage, claims, expense or liability in connection with the performance of the contract. Any equipment or facilities damaged by the Bidders' operation shall be repaired and/or restored to their original condition at the Bidder's expense.



I do meet specifications: _____

Exceptions are as stated: _____

Signature
J. J. Sabado-Pena
Signature