

**MEMORANDUM**

**TO:** All Campuses and Departments

**FROM:** Emily Garza, Director of Purchasing

**SUBJECT: ARTS AND CRAFTS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-038**

The Board of Education on August 27, 2018 awarded Arts and Crafts, Equipment, Services and Supplies Catalog Bid for the 2018-2019 school year. The bid was awarded to the following vendors:

<b>ACE Educational Supplies, Inc.</b>	<b>Lakeshore Learning Materials</b>
<b>American Ceramic Supply Company</b>	<b>LAMAC</b>
<b>Amistad Wholesale Floral &amp; Crafts</b>	<b>Nasco Education</b>
<b>Blick Art Materials, LLC</b>	<b>Quill LLC</b>
<b>Copy Plus</b>	<b>Really Good Stuff, LLC</b>
<b>Cielo Office Products</b>	<b>S &amp; S Worldwide, Inc.</b>
<b>Early Childhood LLC (d.b.a. Discount School Supply)</b>	<b>School Outfitters</b>
<b>Gateway Printing &amp; Office Supply Inc.</b>	<b>School Specialty, Inc.</b>
<b>Hatch, Inc.</b>	<b>Teacher Heaven, Inc.</b>
<b>J J's Party House</b>	<b>Triarco Arts &amp; Crafts, LLC</b>
<b>Kaplan Early Learning Company</b>	

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All arts and crafts, equipment, services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

*Emily Garza*

Emily Garza, Director of Purchasing

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**START COLLEGE NOW! COMPLETE EARLY! GO FAR!**

601 E. Kelly St., Pharr, TX 78577 P: (956) 354-2000 F: (956) 354-3019 www.psjaisd.us

*It is the policy of Pharr-San Juan-Alamo ISD not to discriminate on the basis of sex, disability, race, color, religion, national origin or age.*

**PHARR-SAN JUAN-ALAMO I.S.D.**  
**ARTS AND CRAFTS EQUIPMENT, SERVICES AND SUPPLIES**  
**CATALOG BID # 17-18-038**  
**BID OPENED: APRIL 16, 2018 @ 3:00P.M.**

QUESTION:	VENDORS					
	ACE EDUCATIONAL SUPPLIES	AMERICAN CERAMIC SUPPLY COMPANY	AMISTAD WHOLESALE FLORAL & CRAFTS	BLICK ART MATERIALS, LLC	COPY PLUS	CIELO OFFICE PRODUCTS
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 33% NA Call for Quote	Catalog prices apply to District 0% 0% 0%	20% NA NA NA	0% 20% 0% 0%	0-90% 0-90% 5-20% VARIES	NR 10-50% NR NR
What month and year is your current catalog published?	Jan-18	May-17	NA	Jan-18	Jan-Dec 2018	Jan-18
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	YES	NO	NA	NA	YES	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	Prices may change upon release of new catalog each January	NO	YES	2019 Catalog will be in effect 1/1/19 NO	YES	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Davie, FL Customer Service 800-432-0213 NR 800-865-5564 <a href="mailto:bids@ACEducational.com">bids@ACEducational.com</a>	Fort Worth, TX Ginger Famigletti 866-535-2651 NR 817-536-7120 NR	McAllen, TX Sylvia B. Cantu 956-687-3625 956-227-7274 956-682-3625 <a href="mailto:amistad1416@yahoo.com">amistad1416@yahoo.com</a>	Galesburg, IL Cindy Howard 800-704-7744 NR 800-621-8293 <a href="mailto:regionquotes@dickblick.com">regionquotes@dickblick.com</a>	McAllen, TX Luis Servin 956-668-7587 NR 956-668-7590 <a href="mailto:luis.servin@copyplusonline.net">luis.servin@copyplusonline.net</a>	McAllen, TX Joe Saldana / Rosendo Alaniz 956-688-6001 956-483-4012 / 483-4011 956-688-6012 <a href="mailto:cielo@cieloffice.com">cielo@cieloffice.com</a>
What is the e-mail address for all Purchase Orders to be sent to?	<a href="mailto:orders@ACEducational.com">orders@ACEducational.com</a>	<a href="mailto:sales@americanceramics.com">sales@americanceramics.com</a>	<a href="mailto:amistad1416@yahoo.com">amistad1416@yahoo.com</a>	<a href="mailto:orders@dickblick.com">orders@dickblick.com</a>	<a href="mailto:mike@copyplusonline.net">mike@copyplusonline.net</a>	<a href="mailto:dbarrera@cieloffice.com">dbarrera@cieloffice.com</a>
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	YES	NO	NO	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	\$15 for orders under \$50 after discount	YES-Varies	NO	Yes, Drop Shipped & Oversized No, Stocked items-\$49	NO	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES

**PHARR-SAN JUAN-ALAMO I.S.D.  
ARTS AND CRAFTS EQUIPMENT, SERVICES AND SUPPLIES  
CATALOG BID # 17-18-038  
BID OPENED: APRIL 16, 2018 @ 3:00P.M.**

QUESTION:	VENDORS					
	ACE EDUCATIONAL SUPPLIES	AMERICAN CERAMIC SUPPLY COMPANY	AMISTAD WHOLESALE FLORAL & CRAFTS	BLICK ART MATERIALS, LLC	COPY PLUS	CIELO OFFICE PRODUCTS
What would be the delivery time once a purchase order is received? Number of Days:	<b>Ship 2 days ARO</b>	<b>Special order take longer 7-10 Business days</b>	<b>1 Business day</b>	<b>7-14 Business days</b>	<b>1-5 Business day</b>	<b>one (1) Business day</b>
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	<b>NO</b>	<b>YES 20%</b>	<b>NO</b>	<b>Yes, Drop Shipped &amp; Oversized No, Stocked items&lt;\$49</b>	<b>NO</b>	<b>NO</b>
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	<b>\$50.00</b> <b>Orders over \$50-Free. Add 20% of retail price to items with UPS truck or Fed Ex-grd symbols</b>	<b>NA</b>	<b>Open</b>	<b>\$49</b>	<b>\$10</b>	<b>\$0</b>
Can you deliver to all locations district wide? Yes / No	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Materials are charged:						
a. At Cost	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
b. Marked Up by (cost plus) %	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
c. Price per square foot	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
d. Price per yard	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
e. Price per linear foot	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
f. Other, please explain	<b>NA</b>	<b>NA</b>	<b>N/A</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>

**PHARR-SAN JUAN-ALAMO I.S.D.**  
**ARTS AND CRAFTS EQUIPMENT, SERVICES AND SUPPLIES**  
**CATALOG BID # 17-18-038**  
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QUESTION:	VENDORS					
	EARLY CHILDHOOD LLC, (d.b.a. DISCOUNT SCHOOL SUPPLY)	GATEWAY PRINTING & OFFICE SUPPLY, INC.	HATCH, INC.	J J'S PARTY HOUSE	KAPLAN EARLY LEARNING COMPANY	LAKESHORE LEARNING MATERIALS
Discount price to I.S.D. shall be:						
A. % off shelf price	NA	0%	0%	5%	0%	5%
B. % off catalog price	18%	27%	10%	0%	17%	5%
C. % cost plus	NA	0%	0%	0%	NA	0%
D. Unit/Quantity/Volume Discount	<a href="mailto:bids@discountschoolsupply.com">bids@discountschoolsupply.com</a>	0%	0%	0%	NA	0%
What month and year is your current catalog published?	Apr-18	Jan-18	Jan-18	NA	Jan-18	Lakeshore Early Childhood-Jan 2018 Lakeshore Elementary-Feb. 2018
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	NO	YES	NR	NA	NA	No-subject to change with release of new catalog
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	NO	YES	YES	YES	Discount will be applied to catalog pricing in effect at time order is placed	No, Lakeshore Price list is subject to change at the end of Jan /Feb each year.
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Monterrey, CA Kierston Young 800-836-9515 NA 800-993-3609 <a href="mailto:kyoung@discountschoolsupply.com">kyoung@discountschoolsupply.com</a>	Edinburg, TX Chris Diaz 956-383-3861 956-451-9165 956-316-0253 <a href="mailto:cdiaz@gatewaypp.com">cdiaz@gatewaypp.com</a>	Winstom-Salem, NC Rick Henderson 800-624-7968 x 1191 NR 800-410-7282 <a href="mailto:rhenderson@hatchearlylearning.com">rhenderson@hatchearlylearning.com</a>	McAllen, TX Oralia Karam 956-686-6461 NA 956-686-1433 <a href="mailto:homer@jjspartyhouse.com">homer@jjspartyhouse.com</a>	San Antonio, TX Bryan Haskins 800-334-2014 x 5480 210-215-0048 800-452-7526 <a href="mailto:bhaskins@kaplanco.com">bhaskins@kaplanco.com</a>	Edinburg, TX Ray Martinez 956-357-3532 956-357-3532 310-537-7990 <a href="mailto:rmartinez@lakeshorelearning.com">rmartinez@lakeshorelearning.com</a>
What is the e-mail address for all Purchase Orders to be sent to?	<a href="mailto:bids@discountschoolsupply.com">bids@discountschoolsupply.com</a>	<a href="mailto:csr.rgv@gatewaypp.com">csr.rgv@gatewaypp.com</a>	<a href="mailto:salesops@hatchearlylearning.com">salesops@hatchearlylearning.com</a>	<a href="mailto:homer@jjspartyhouse.com">homer@jjspartyhouse.com</a>	<a href="mailto:info@kaplanco.com">info@kaplanco.com</a>	<a href="mailto:orderdept@lakeshorelearning.com">orderdept@lakeshorelearning.com</a>
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	Free shipping>\$99 drop ship items pay 15% of product total	NO	NO	NO	YES	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	Free shipping>\$99 Drop ship items pay 15%	NO	15% of subtotal or \$55 minimum	NO	15% of order total is order is under \$300. \$5 minimum if applicable	YES, free shipping on orders over \$100, shipping to one location.
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	NO	YES	YES	NA	YES	YES

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	EARLY CHILDHOOD LLC, (d.b.a. DISCOUNT SCHOOL SUPPLY)	GATEWAY PRINTING & OFFICE SUPPLY, INC.	HATCH, INC.	J J'S PARTY HOUSE	KAPLAN EARLY LEARNING COMPANY	LAKESHORE LEARNING MATERIALS
What would be the delivery time once a purchase order is received? Number of Days:	3-5 days on stock 3-6 weeks on drop ship	1-5 Business days	5-7 Business days	NA	10 Business Days ARO	7-10 Business days ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	YES 15%	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$99	Any	NR	NA	\$300	\$0 Orders under \$100 shipping is 15% of the order subtotal, with a charge of \$5
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	NO	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Materials are charged:						
a. At Cost	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.  
ARTS AND CRAFTS EQUIPMENT, SERVICES AND SUPPLIES  
CATALOG BID # 17-18-038  
BID OPENED: APRIL 16, 2018 @ 3:00P.M.

QUESTION:	VENDORS				
	LAMAC	NASCO EDUCATION	QUILL LLC	REALLY GOOD STUFF, LLC	S & S WORLDWIDE
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	10% 10% NA \$150.00	20% off Catalog Price NA NA NA	0% 0% 0% 0%	0% 3% 0% 0%	0% 20% 0% 0%
What month and year is your current catalog published?	Jan-18	Dec 2017-2018	Jan-18	Apr-18	Jan-18
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	YES	NR	NA	NA	NA
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	2018 prices good thru Dec-18	YES	YES	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	McAllen, TX Hector Hernandez 956-682-0552 956-225-9573 956-682-6271 <a href="mailto:lamacmcallen@gmail.com">lamacmcallen@gmail.com</a>	Fort Atkinson, WI Justin Jeffery 800-558-9595 NR 800-372-1236 <a href="mailto:quotes@enasco.com">quotes@enasco.com</a>	Lincolnshire, IL Christopher Denton 800-789-7020 x 1468 NA 888-888-8250 <a href="mailto:christopher.denton@quill.com">christopher.denton@quill.com</a>	Monroe, CT Tisha Jacquot 800-366-1920 NR 203-268-8120 <a href="mailto:tjacquot@reallygoodstuff.com">tjacquot@reallygoodstuff.com</a>	Colchester, CT Shealyn Wells 800-642-7354 x 2932 NA 866-252-8991 <a href="mailto:swells@ssww.com">swells@ssww.com</a>
What is the e-mail address for all Purchase Orders to be sent to?	<a href="mailto:lamacmcallen@gmail.com">lamacmcallen@gmail.com</a>	<a href="mailto:orders@enasco.com">orders@enasco.com</a>	<a href="mailto:e-order@quill.com">e-order@quill.com</a>	<a href="mailto:purchaseorders@reallygoodstuff.com">purchaseorders@reallygoodstuff.com</a>	<a href="mailto:orders@ssww.com">orders@ssww.com</a>
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	\$99 after discount is applied	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	If over \$150 free shipping	NO	NO	YES	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES

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CATALOG BID # 17-18-038  
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QUESTION:	VENDORS				
	LAMAC	NASCO EDUCATION	QUILL LLC	REALLY GOOD STUFF, LLC	S & S WORLDWIDE
What would be the delivery time once a purchase order is received? Number of Days:	<b>5-7 Business days</b>	<b>3-5 Business days-ARO</b>	<b>1-2 ARO Standard stock items</b>	<b>In stock: 7-10 days ARO</b>	<b>30 Business Day ARO</b>
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	<b>NO</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	<b>\$10</b>	<b>\$99</b>	<b>NR</b>	<b>NA</b>	<b>\$0</b>
Can you deliver to all locations district wide? Yes / No	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Materials are charged:					
a. At Cost	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
b. Marked Up by (cost plus) %	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
c. Price per square foot	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
d. Price per yard	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
e. Price per linear foot	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
f. Other, please explain	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>

**PHARR-SAN JUAN-ALAMO I.S.D.  
ARTS AND CRAFTS EQUIPMENT, SERVICES AND SUPPLIES  
CATALOG BID # 17-18-038  
BID OPENED: APRIL 16, 2018 @ 3:00P.M.**

QUESTION:	VENDORS			
	SCHOOL OUTFITTERS	SCHOOL SPECIALTY INC.	TEACHER HEAVEN, INC.	TRIARCO ARTS & CRAFTS, LLC
Discount price to I.S.D. shall be:				
A. % off shelf price	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>0%</b>
B. % off catalog price	<b>2%</b>	35% on Supplies/14% furniture	<b>10%</b>	<b>20%</b>
C. % cost plus	<b>0%</b>	<b>0%</b>	<b>NA</b>	<b>0%</b>
D. Unit/Quantity/Volume Discount	<b>0%</b>	<b>0%</b>	<b>NA</b>	<b>0%</b>
What month and year is your current catalog published?	<a href="http://www.schooloutfitters.com">www.schooloutfitters.com</a>	<b>Jan-18</b>	<b>Jan-18</b>	<b>Nov-17</b>
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	<b>NA</b>	<b>NO</b>	<b>NA</b>	<b>NO</b>
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	<b>YES</b>	<b>NO</b>	<b>NO</b>	<b>NO, new prices take effect Nov-18</b>
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Katy, TX Cathy Schirra 281-763-8064 NR 800-260-2776 <a href="mailto:cathy.schirra@schooloutfitters.com">cathy.schirra@schooloutfitters.com</a>	McAllen, TX Ben Plata 956-683-8624 956-454-6754 888-388-6344 <a href="mailto:ben.plata@schoolspecialty.com">ben.plata@schoolspecialty.com</a>	Houston, TX Karen Walker 936-321-7280 NA 512-693-0465 <a href="mailto:orders@teacherheaven.com">orders@teacherheaven.com</a>	Plymouth, MN Jennifer Foster 800-328-3360 x 327 NA 877-727-2380 <a href="mailto:bids@triarcoarts.com">bids@triarcoarts.com</a>
What is the e-mail address for all Purchase Orders to be sent to?	<a href="mailto:sales@schooloutfitters.com">sales@schooloutfitters.com</a>	<a href="mailto:orders@schoolspecialty.com">orders@schoolspecialty.com</a>	<a href="mailto:orders@teacherheaven.com">orders@teacherheaven.com</a>	<a href="mailto:orders@triarcoarts.com">orders@triarcoarts.com</a>
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	<b>NO</b>	<b>YES</b>	<b>NO</b>	<b>Yes, \$99 per PO</b>
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	<b>YES</b>	<b>YES, Varies</b>	<b>12% of total purchase Minimum \$10.95</b>	<b>NO</b>
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>



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**CATALOG BID # 17-18-038**  
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QUESTION:	VENDORS			
	SCHOOL OUTFITTERS	SCHOOL SPECIALTY INC.	TEACHER HEAVEN, INC.	TRIARCO ARTS & CRAFTS, LLC
What would be the delivery time once a purchase order is received? Number of Days:	Varies by item & mfg.	7-30 Days ARO depending on items	14 Days 30 days ARO for dropship items	10-14 Business Days ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES, Varies by item and mfg.	YES / Varies	YES 20%	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$0	\$49	\$0	\$99
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA
Materials are charged:				
a. At Cost	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA