

Bender-Burkot

East Coast School Supply

Frank T. Bender Jr.
President/CEO

P.O. Box 147, Hwy. 17 N.
Pollocksville, N.C. 28573

Phone 1-800-682-2638

Fax 1-800-717-2277

July 9, 2009

Elizabeth Santana
Wake County SmartStart, Inc.
1121 Situs Court, Suite 250
Raleigh, NC 27606

Re: RFP – 2009 Early Childhood Educational Materials & Furniture

RFP Cost Proposal

This letter is in response to the North Carolina Partnership for Children, Inc. Request for Proposal. The following items are covered in this letter under the terms and requirements of the RFP.

1. Item number, detailed product description and retail price for each item.

Printed copies of our 2009 catalog product listing are enclosed with this RFP. The product numbers for all products represented are sorted numerically. An electronic version of the product listing is also available if needed for this evaluation. The item number, product description and retail price for all items represented in this RFP are also represented in our 2009 catalogs which are included with this RFP. If any explanation of products is needed, please contact us at your earliest convenience.

2. Percent Discount from retail.

A **30% DISCOUNT** from current manufacturer suggested retail price will be offered for the term of this contract. **This discount will apply to all general, in-stock educational supply materials, including art supplies, office supplies and core educational materials represented within the 2009 catalog presented for the RFP.. All catalogs distributed for use with these RFP will be labeled on the front cover with these implied discount terms. This discount will also be applied to all accounts created and used for ordering products via the Bender-Burkot website at www.benderburkotcatalog.com.**

3. Shipping method to be used and amount of shipping charges, if any.

FREE SHIPPING will be applied when the "order value" for general, in-stock merchandise is \$100.00 or more and shipped to a single destination. Orders under \$100.00 will be subject to shipping charges with a \$7.50 minimum.

Actual freight charges for Furniture, Equipment and/or Special Order Items will be prepaid and added to the final invoice. Orders will be shipped via UPS or LTL carrier depending on the size and value of each order.

4. Restocking charges, if any.

Bender-Burkot will accept APPROVED RETURNS ONLY. No restocking fee will be applied if orders are returned within 30 days from the date of invoice. Please call our Customer Service Department at 1-800-682-2638 with any requests for a Return Authorization.

5. Payment Terms.

Payment terms are net 30 days from the date of original invoice.

6. Any products/items to which the discount from retail does not apply (i.e., exclusions).

FURNITURE, EQUIPMENT AND/OR SPECIAL ORDER ITEMS EXCLUSION
A 15% DISCOUNT from current manufacturer suggested retail price will be offered for the term of this contract on all Furniture, Equipment and/or Special Order Items. This shall include all items that are shipped directly from the manufacturer of such products. These items are typically noted with a UPS or TRUCK symbol within the 2009 catalog represented for this RFP.

7. Quantity Discount.

Please call us directly for quantity discounts at 1-800-682-2638. Our bid department will be able to offer special quote pricing on large quantity orders.

8. Warranty Provisions.

All warranties provided are based on the terms of the manufacturer of the said product. Bender-Burkot East Coast School Supply will work with the purchasing entity to ensure prompt replacement of any defective merchandise per the manufacturer's stated warranty policy.

9. Provision of Teacher Packing

All orders can be packed by individual teacher as long as it is noted on the purchase order received by Bender-Burkot. All individual teacher orders may also be billed on one invoice if requested.

10. Time of Delivery.

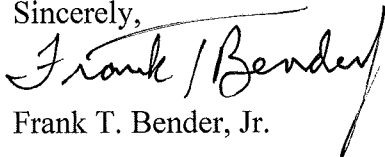
All orders for in-stock merchandise are packed and processed within 24 hours of

receipt. Orders will be shipped via UPS in most cases and will be delivered under their normal delivery schedule of 1-3 business days. Please allow additional time during the high volume back to school season.

Please note that items shipped by truck from the manufacturer can take from 2 to 8 weeks for delivery, depending on the item. All orders are shipped by the fastest and most economical means available.

We appreciate the opportunity to quote this RFP and look forward to doing business with you and your association.

Sincerely,

A handwritten signature in cursive script that reads "Frank T. Bender, Jr." The signature is written in black ink and is positioned to the right of the typed name.

Frank T. Bender, Jr.



2 Lower Ragsdale Drive, Suite 125
Monterey, CA 93940
Phone 1 800 627 2829 • Fax 1 800 879 3753
www.DiscountSchoolSupply.com

July 9, 2009

Ms. Elizabeth Santana
Wake County Smart Start
1121 Situs Court, Suite 250
Raleigh, N.C. 27606

Reference: Smart Start Early Childhood Educational Materials and Furniture

Dear Ms. Santana:

Discount School Supply is pleased to offer Smart Start the following terms; below please find the outlined requirements for each section of your proposal.

Bidder Checklist:

Please find enclosed **Attachment A** as the proposed cover page.
Please note that Section B – No. 2. Regarding on line ordering is accessible on via website at www.discountschoolsupply.com. The site will provide the total including discount at the end of each order.

Cover Letter of Authorization:

Please find enclosed the Certificate of Authorization to include statements covering your requirement of non collusion, taxes and N.C. securities exchange act.

References:

DSS has provided you with three (3) high volume references as required.

Cost Proposal

Below, please find the following detailed information in answer to all 10 questions of your proposal.

1. **Detailed Information:** The Item numbers, page numbers, detailed product descriptions, retail prices, discounted prices are documented on the enclosed spreadsheets.
2. **Percentage Discount:** DSS will offer each Smart Start Partnership will receive a 15% discount off the current catalog price through this RFP up to three years for the period of 2009/10 to 2011/2012.

3. **Shipping Method:** UPS will be used for all items that are In Stock and will be shipped directly from the Discount School Supply warehouse. Smart Start will receive Free Freight on In Stock items on orders over \$97.00 after discount.

Drop Ship: Items which are pictured with a small truck symbol in our catalog will be charged 15% shipping. Catalog pricing is subject to change based on the catalog published date. However you will continue to receive a 15% discount off the current catalog and free shipping over \$97 on In Stock Items.

4. **Restocking Charges:** No Restocking Fees.

5. **Payment Terms:** Payment terms are Net 30.

6. **Exclusions:**

Little Tykes products as well as any promotionally priced items are excluded from further discount. This offer is not valid with any other promotions or discounts outside the 48 contiguous United States.

7. **Quantity Discount or Contributions:**

As part of the **Campaign for Kids Program**, Discount School Supply will offer an annual cash contribution of 3% total net sales of all orders (not exceeding \$50,000) using the "Smart Start" key code. The cash contribution will be awarded to your Raleigh Head Quarters located at 1100 Wake Forest Road.

In addition, to this rebate DSS will offer your individual Partnerships a merchandise credit of 3% on all orders placed during the year as long as your combined total exceeds \$1,000.00 for the time frame ending 12-31 of each year.

8. **Warranty Provisions:** If our products don't meet your expectations, please call and DSS will give you a refund or return. DSS offers a 100% guarantee.
9. **Provisions of Teacher Packing:** Boxes can be labeled to a specific classroom or teacher's attention if requested by your Partnership.
10. **Time of Delivery:** Delivery of in stock items will be 2 to 5 business days. Please allow 2 to 6 weeks for delivery of all Drop Ship Items pictured with a truck symbol in our catalog.

Hard Copy Catalog:

Please find enclosed 2 copies of each Catalogs for Discount Catalog – Big Book and our new catalog for Infants & Toddlers.

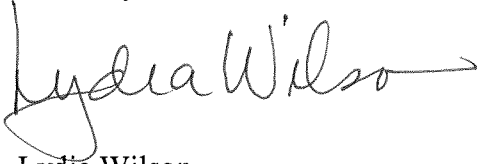
Audited or Reviewed Financial Statements

Enclosed, please find "**Confidential**" audited and reviewed financial information within the last 18 months.

If you have any questions or concerns, please feel free to contact me directly at 800-836-9515, ext.5552 or please feel free to contact your local account representative Barbara Wolfmueller at 919-771-1655 or email her at bwolfmueller@discountschoolsupply.com.

Thank you again for the opportunity to submit this proposal. We look forward to hearing from you and letting Discount School Supply take care of you.

Sincerely,

A handwritten signature in cursive script that reads "Lydia Wilson". The signature is written in black ink and includes a long horizontal flourish at the end.

Lydia Wilson
Strategic Bid Manager
Discount School Supply
800-836-9515 ext. 5552
800-993-3609 Fax
lwilson@discountschoolsupply.com

cc: Barbara Wolfmueller

COST PROPOSAL

1. Please see the attached spreadsheet that shows all of the discountable items in our Early Childhood Edition, our Infant/Toddler Edition and K-5 Kaplan Catalogs. The spreadsheet shows the item number, description, page number, retail price and your discount price. We have also enclosed current catalogs for your perusal.
2. Kaplan Early Learning Company is pleased to offer you a 20% discount off the prices in our most current catalogs on orders of \$100.00 or more. Some exclusions to our offer apply which are addressed in item 6. The Early Childhood Edition catalog is published annually in January, K-5 Kaplan catalog is published annually in March and the Infant/Toddler Edition is published annually in June or July.
3. All orders of \$100.00 or more will be shipped at no cost via UPS or common carrier. If any classroom material order, excluding playground equipment, should be in excess of \$25,000.00, the materials will be shipped using our exclusive Kaplan truck delivery.
4. If an item is ordered in error and it is required that Kaplan pick up that item, there will be a 15% return freight fee to pick up and return the item. If Kaplan ships an item in error, there will not be a return freight fee charge to any Partnership.
5. Our payment terms are Net 30 days.
6. Items excluded from receiving the discount are: LAP and assessment materials, curriculum materials, playground equipment such as found on pages 182-183 in Infant/Toddler catalog, computers, gift certificates, sales and/or bid items.
7. We do not offer any quantity discounts.
8. If a product purchased from Kaplan proves to be defective in normal use within one year of purchase, we will repair or replace the product. Some products are covered by extended warranties and are indicated in the catalog.
9. When the Partnerships send their order to Kaplan, please indicate the room number and/or teacher's name so we can label the boxes according to your instructions.
10. Normal delivery to customers in North Carolina is three business days. Occasionally, there may be an item on backorder and it will be delivered within 30 business days. There may be drop-ship items that may take up to 21 days for delivery.

Cost Proposal

Following is the discount structure offered for our Lakeshore Learning Materials Catalog and Lakeshore Elementary Catalog. (These items can also be accessed through our website: www.lakeshorelearning.com):

- **All orders: 5% Discount and Free Shipping!**

We offer hundreds of exclusive products, many of them created right here by our on-site product developers. All products are classroom tested and designed specifically to meet the needs of teachers and children. Please see our attached *exclusives* list.

To assist your sites, an exclusive customer service representative will be assigned to your location. To guarantee your complete satisfaction, we will gladly give full credit, refund or exchange any item you are unhappy with for any reason. Please see attached for warranty information.

Per your request for information on the Bidder's Checklist:

- a. Item number, details product description, and retail price: See attached 2009 Price List
- b. Percent Discount from retail: 5%
- c. Shipment method: See attached 2009 Price List.
Shipping charges: None.
- d. Restocking Fee: None.
- e. Payment Terms: Net 30.
- f. Exclusions to Discount: None.
- g. Quantity Discount: None.
- h. Warranty Provisions: See attached Warranty Information.
- i. Teacher Packing Provision: We will pack and label your order by teacher or room to expedite with unpacking and set-up at no extra charge.
- j. Time of delivery: 7-10 days ARO, guaranteed!

Pick any product from the catalog, we guarantee it will be in stock for immediate shipping. If, by some chance, there is a backorder we won't bill you until every item is delivered.

Please note "PER EC MATL & FURN BID" on all purchase orders. Thank you for your interest in *Lakeshore* and we look forward to assisting you in future orders.

CHILDCRAFT®

Education Corp.

P O Box 3239

Lancaster, PA 17604-3239

800-631-5652

FAX 717-653-7930

July 15, 2009

Wake County SmartStart
1121 Situs Court, Suite 250
Raleigh, NC 27606

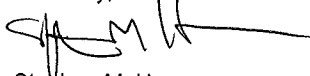
RE: Proposal – Early Childhood Educational Materials & Furniture (Childcraft # 2009221463SS)

Childcraft Education Corp. and Childcraft Education Corp DBA abc School Supply offers you the following cost proposal:

- 12% DISCOUNT with a minimum order of \$100.00 on orders placed from the Childcraft Growing Years catalog.
- 15% DISCOUNT with a minimum order of \$100.00 on orders placed from the abc School Supply Early Childhood – Infant to Grade 2 catalog.
- Prices will be taken from the current catalogs in use at the time the order is placed.
- FREE SHIPPING & HANDLING on items shipped UPS, with a minimum order of \$100.00.
- FREE SHIPPING & HANDLING on items shipped TRUCK, with a minimum order of \$500.00. (TRUCK items in the Childcraft catalog are indicated w/ a "T" & in the abc School Supply catalog w/ a ~~truck~~.)
- Offer not valid on sale catalogs or Internet orders placed at www.childcraft.com and www.abcschoolsupply.com and cannot be combined with any other promotional offer(s).
- Offer excludes JOY CARPETS and FACTORY DIRECT/DROP SHIP items in the ACTIVE PLAY and PLAYGROUND sections of the catalogs. (Factory Direct/Drop Ship items in the Childcraft catalog are indicated w/ an "*" & in the abc School Supply catalog w/ a **DS**)
- You must indicate **BID # 2009221463SS** on all purchase orders to receive this offer.
- Contract expires 08/31/2012.
- Payment terms: Net payable within 30 days.
- See attached Receipt of Shipment / Returns for information regarding shipping method, restocking charges, damages, etc.
- See attached Guarantee for warranty information.
- Teacher Packing: Packages can be labeled by Teacher/Classroom, but must be clearly indicated on purchase order.
- Delivery time is approximately 15-30 days after receipt of order.
- On-line Ordering: Go to www.schoolspecialtyonline.com. Select the Childcraft or abc School Supply store. To set up an online catalog upon award of this contract, contact your Educational Sales Consultant listed on the attached Contact Information Sheet or the Contract Sales Department. After set up, instructions and passwords will be provided. See attached "On-line Ordering Capabilities" for additional information.

We would like to thank you for your consideration of Childcraft Education Corp. as your early childhood supplier. The Childcraft Education Corp. team is ready to provide you with a wide variety of quality products, on time delivery, and professional service.

Sincerely,



Stephen M. Herren
Assistant Secretary