

**(ATTACHMENT 14) ACTION ON THE AWARD OF PROFESSIONAL SERVICES CONTRACTS**

Purchase Requisition Number: CR017457  
Contract Number: B0001152  
Vendor Number: V0463329

**MILWAUKEE BOARD OF SCHOOL DIRECTORS  
PROFESSIONAL SERVICES CONTRACT**

This Contract is being entered into this 1st day of September 2015, by and between **Mackin Book Company d/b/a Mackin Educational Resources** (“Contractor”) and Milwaukee Board of School Directors (“MPS”). This Contract is the result of an open competitive procurement, specifically Request for Proposal (RFP) 892.

**1. SCOPE OF SERVICES**

Contractor shall specifically perform the following tasks, according to the terms and conditions of this Contract, the terms of RFP 892 and Contractor’s Response to RFP 892:

Contractor shall provide MPS with library books and library materials as identified in this Contract and RFP 892. All products must be shelf-ready, including barcoding, spine label, and MARC records, in accordance with the requirements contained within RFP 892. Contractor shall furnish library books and library materials from all major publishers, new and in perfect condition, in all editions as requested. All library books and library materials must comply with current copyright and intellectual property laws.

a) Contractor’s response to “Appendix C - Cost Proposal Worksheet” and “Appendix C - Market Basket Version 2” are specifically incorporated by reference as if fully set forth herein to acknowledge pricing discounts per library item. List prices may increase or decrease throughout the term of this Contract, but the parties agree that Contractor shall guarantee the discounts from list price as originally indicated in Contractor’s Response to RFP 892. Prices identified in “Discounted Unit Price F.O.B. Destination MPS” for the specific ISBN items listed in “Appendix C - Market Basket Version 2” are to be guaranteed for the entire term of this Contract unless the “Publisher’s List Price” decreases. The discount that shall be applied to each purchased item is listed as follows:

<u>Item</u>	<u>Discount</u>
Audio Compact Disc (A-CD)	5%
All-in-one Audio Visual Format (AIO)	5%
Big Book (BIGBK)	15%
Board	15%
Digital Video Disk (DVD)	10%
Library Reinforced (L/R)	20%
MP3-CD	5%
Music CD	5%
PreBound/Proprietary Bound (PB)	30%
Paperback Trade (PBK)	30%
Professional (Prof)	5%
Trade-Hardcover (T-HC)	25%
Spoken Books on CD	5%
Interactive Books on CD	5%
Kits	5%

<u>Processing Options</u>	<u>Cost</u>
3M Security Strip	\$0.00 (included at no charge)
Spanish Subject Headings	\$3.45/unit
For MARC record production	
Accelerated Reader Label	\$0.00/unit (included at no charge)

b) All the “VENDOR REQUIREMENTS” found in Appendix E of Contractor’s Response to RFP 892 are incorporated by reference as if fully set forth herein and hereby made material terms of this Contract.

c) All other services offered by Contractor in Section 3 of its Response to RFP 892 are accepted by MPS as included in the compensation paid under this Contract. Contractor shall provide its own generated barcodes on materials purchased upon mutual agreement of a barcode numerical system with MPS’s Library Office.

Contractor shall provide, at its own expense, all personnel required to perform the services under this Contract.

**2. TERM**

This Contract shall be in effect from September 1, 2015 to August 31, 2016, (“Initial Term”) with the option to extend up to two additional one-year terms upon mutual written consent. MPS will base its decision on whether to extend on the following performance metrics to be rated by MPS personnel. A minimum score of 90 points must be met for consideration of any future one-year extensions but a score of 90 does not guarantee any extension.

<b>Performance Metrics</b>	<b>Points</b>
Provision of items within the specified timeframe	25
Quality of items furnished	25
Ability to meet the demand of requests	20
Client satisfaction per survey data	10
Accuracy of invoicing for MPS District orders	10
Reporting of product usage and inventory recommendations	10
Total	100

**No work** shall commence before a Contractor receives a fully executed Contract and has been given approval to proceed. Any work performed by the Contractor prior to obtaining a fully-executed Contract with approval to proceed shall not be compensated pursuant to this Contract. Any continuation of the Contract beyond this term must be set forth in writing and signed by the authorized signatories of each party.

**3. COMPENSATION**

Total compensation under this Contract shall not exceed \$800,000.00 in the Initial Term.

MPS reserves the right to determine in its sole discretion whether services have been adequately and fully delivered; to withhold payment until services are fully and adequately delivered; or to disallow a pro rata share of payments for services not fully and adequately delivered.

Milwaukee Public Schools does not pay in advance for services. No payment shall be made until a properly submitted invoice is approved. Invoices shall be submitted to:

Milwaukee Public Schools  
ATTN: Lisa Chatman  
5225 W. Vliet Street  
Milwaukee, WI 53208

A properly submitted invoice must include a detailed description of the dates and times worked, and the tasks performed. As a matter of practice, MPS attempts to pay all invoices in 30 days. It is mutually agreed that State Prompt pay law does not apply to this Contract.

Unless otherwise specified, MPS shall not pay invoices submitted more than 60 days after actual work. In the case of grant funding, no payments shall be made after grant close out. Final invoices must be marked as such.

**4. NON APPROPRIATION OF FUNDS**

This Contract is contingent upon the appropriation of sufficient funds by appropriate MPS officials. If funds are not appropriated, Contractor agrees to take back any commodities furnished under the Contract, terminate any services supplied to MPS under the Contract, and relieve MPS of any further obligations under the Contract.

**5. NON-DISCRIMINATION**

In the performance of work under this Contract, Contractor shall not discriminate in any way against any employee or applicant for employment because of race, religion, color, national origin, ancestry, physical handicap, mental disability, medical condition, marital status, age (over 40) or sex. This prohibition includes but is not limited to employment; promotions, demotions and transfers; recruitment; advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeships. Contractor is required to include a similar provision in all subcontracts to this Contract.

If MPS determines Contractor has violated this non-discrimination policy, MPS may terminate this Contract without liability for undelivered services or materials. MPS may also deem the Contractor ineligible to participate in future contracts with MPS.

## 6. INDEMNITY

Notwithstanding any references to the contrary, Contractor assumes full liability for all of its acts or omissions in the performance of this Contract, as well as the acts or omissions of its subcontractors. Contractor shall indemnify and hold harmless MPS, its agents, officers and employees against all liabilities, losses, judgments, decrees, costs, and expenses that may be claimed against MPS as a result of granting of this Contract to said Contractor, or that may result from the carelessness or neglect of said Contractor, its agents, or employees. If judgment is recovered against MPS in suits of law or equity for any reason, including by reason of the carelessness, negligence, or acts or omissions of the Contractor, against such persons, firms or corporations carrying out the provisions of the Contract for the Contractor, the Contractor assumes full liability for such judgment, not only as to any monetary award, but also as to the costs, attorneys fees or other expenses resulting therefrom.

In accordance with applicable laws, MPS shall be responsible for defending and paying judgments on behalf of its officers, employees and agents while acting within the scope of their employment or agency for any claims that may arise out of MPS' negligence for acts, policies, or directives that affect the activities covered by this Contract.

## 7. BACKGROUND CHECKS

A criminal information background check is required for all persons providing services under this Contract, including volunteers, that: (1) provide services in MPS facility(ies) on a regular and ongoing basis or more than 5 hours per week; and (2) come into contact with or have access to MPS students with or without the presence of an MPS teacher or MPS supervisor.

The purpose of this check is to ensure there is nothing that would render the person(s) unfit to perform services under this Contract where there is contact and or access to MPS students. MPS will, in its sole discretion, determine whether there is anything in a background check that would render a person unfit to work in an MPS facility with contact or access to MPS students. MPS shall perform background checks in the state(s) in which the individual resided for at least 6 months in the last 5 years, and was 18 years old or older at the time.

Contractor may perform its own criminal background checks through the Wisconsin Department of Justice Crime Information Bureau ("CIB"). Contractor shall provide the completed criminal background checks at least 10 days prior to any services being performed pursuant to this Contract.

MPS will perform the necessary background investigation at the rate of \$10.00 per person. In the event Contractor chooses this option, Contractor may contact the Office of Classified Staffing at 475-8157 to obtain the necessary forms. Please note that all forms must be filled out and submitted at least 30 days prior to the commencement of the services.

All background checks must be completed prior to the commencement of services under this Contract. MPS will NOT be responsible for the payment of any services rendered by Contractor before the completion of these criminal information background checks.

## 8. INSURANCE AND PROOF OF FINANCIAL RESPONSIBILITY

Contractor understands and agrees that financial responsibility for claims or damages to any person, or to Contractor's employees and agents, shall rest with the Contractor. Contractor and its subcontractors shall effect and maintain any insurance coverage, including, but not limited to, Workers' Compensation, Employers' Liability, General Liability, Contractual Liability, Professional Liability, Automobile Liability and Umbrella Liability to support such financial obligations. The indemnification obligation, however, shall not be reduced in any way by existence or non-existence, limitation, amount or type of damages, compensation, or benefits payable under Workers' Compensation laws or other insurance provisions.

The minimum limits of insurance required of the Contractor by MPS shall be:

Workers' Compensation	Statutory Limits
Employers' Liability	\$100,000 per occurrence
General Liability	\$1,000,000 per occurrence/\$2,000,000 aggregate
Professional Liability	\$1,000,000 per occurrence
Auto Liability	\$1,000,000 per occurrence
Umbrella (excess) Liability	\$1,000,000 per occurrence

MPS shall be named as an additional insured under Contractor's and subcontractors' general liability insurance and umbrella liability insurance. Evidence of all required insurances of Contractor shall be given to MPS. The certificate of insurance or policies of insurance evidencing all coverages shall include a statement that MPS shall be afforded a thirty (30) day written notice

of cancellation, non-renewal or material change by any of Contractor's insurers providing the coverages required by MPS for the duration of this Contract.

#### **9. SHIPPING /TAXES**

MPS is exempt from Federal Excise and Wisconsin Sales Taxes. In accordance with the terms of the RFP, the price of all materials purchased pursuant to this Contract shall include delivery FOB to the MPS location receiving the goods and freight must be prepaid. Any freight, shipping, processing, handling or like charges must be part of the unit price and any separate line items for freight, shipping, processing, handling or like charges listed on an invoice will be deleted and not paid.

MPS reserves the right to reject any items that are non-conforming. All return freight charges associated with the rejected materials shall be borne by Contractor.

#### **10. IRREPARABLE HARM**

It is mutually agreed the breach of this Contract on Contractor's part shall result in irreparable and continuing damage to MPS for which money damages may not provide adequate relief. Therefore, the breach of this Contract on Contractor's part shall entitle MPS to both preliminary and permanent injunctive relief and money damages insofar as they can be determined under the circumstances.

#### **11. TERMINATION BY CONTRACTOR**

Contractor may, at its option, terminate this Contract upon the failure of MPS to pay any amount, which may become due hereunder for a period of sixty (60) days following submission of appropriate billing and supporting documentation. Upon said termination, Contractor shall be paid the compensation due for all services rendered through the date of termination including any retainage.

#### **12. TERMINATION BY MPS - BREACH BY CONTRACTOR**

If Contractor fails to fulfill its obligations under this Contract in a timely or proper manner, or violates any of its provisions, MPS shall thereupon have the right to terminate it by giving five (5) days written notice before the effective date of termination of the Contract, specifying the alleged violations, and effective date of termination. The Contract shall not be terminated if, upon receipt of the notice, Contractor promptly cures the alleged violation with five (5) days. In the event of termination, MPS will only be liable for services rendered through the date of termination and not for the uncompleted portion, or for any materials or services purchased or paid for by Contractor for use in completing the Contract.

#### **13. TERMINATION BY MPS**

MPS further reserves the right to terminate this Contract at any time for any reason by giving Contractor written notice by Registered or Certified Mail of such termination. MPS will attempt to give Contractor 20 days notice, but reserves the right to give immediate notice. If in the event of said termination, Contractor shall reduce its activities hereunder, as mutually agreed to, upon receipt of said notice. Upon said termination, Contractor shall be paid for all services rendered through the date of termination, including any retainage. This section also applies should the Milwaukee Board of School Directors fail to appropriate additional monies required for the completion of the Contract.

#### **14. INDEPENDENT CONTRACTOR**

Contractor agrees and stipulates that in performing this Contract, it is acting as an Independent Contractor, and that no relationship of employer and employee, partnership or joint venture is created by this Contract. Contractor has exclusive control over work hours, location, and other details of such services, and MPS' sole interest is to ensure that said service shall be performed and rendered in a competent, safe, efficient, timely and satisfactory manner in accordance with the terms of this Contract.

Contractor has the sole obligation to provide for and pay any contribution or taxes required by federal, state or local authorities imposed on or measured by income. Contractor specifically covenants not to file any complaint, charge, or claim with any local, state or federal agency or court in which Contractor claims to be or to have been an employee of MPS during the period of time covered by this Contract and that if any such agency or court assumes jurisdiction of any complaint, charge or claim against MPS on Contractor's behalf, Contractor will request such agency or court to dismiss such matter. MPS shall not be charged any obligation or responsibility whatsoever of extending any fringe benefits which may be extended to MPS employees, including any insurance, or pension plans.

Contractor further agrees that MPS is not to be charged with the obligation or responsibility of extending any fringe benefits such as hospital, medical and life insurance, or pension plans which may be extended to employees of MPS from time-to-time and

further agree to indemnify and hold harmless MPS and all its employees, officers and agents from any liability for personal injuries, including death, or for damage to or loss of personal property, which might occur as a result of the performance of the services provided for under this Contract.

**15. ASSIGNMENT LIMITATION**

This Contract shall be binding upon and inure to the benefit of the parties and their successors and assigns; provided, however, that neither party shall assign its obligations hereunder without the prior written consent of the other.

**16. PROHIBITED PRACTICES**

- A. Contractor during the period of this Contract shall not hire, retain or use for compensation any member, officer, or employee of MPS to perform services under this Contract, or any other person who, to the knowledge of Contractor, has a conflict of interest.
- B. Contractor hereby attests it is familiar with MPS’s Code of Ethics, providing in pertinent part, “[a]n employee of Milwaukee Public Schools may not accept any gift or gratuity in excess of \$25.00 annually from any person, persons, group or any firm which does business with or is attempting to do business with MPS.”
- C. MPS has a Livable Wage policy that requires anyone having a contract with MPS must pay all of their employees a livable wage in accordance with City of Milwaukee Ordinance 310-13. The current livable wage rate can be found at the City of Milwaukee website <http://city.milwaukee.gov/ImageLibrary/Groups/doaPurchasing/forms/livingWageTable.docx>
- D. No person may enter into this Contract for services that the MPS employee would otherwise perform as an employee.
- E. No current or former MPS employee may perform services on a professional services contract without the prior written consent of the Director of Human Relations of her designee.
- F. If the Contract is for apparel for \$5,000.00 or more, the Contractor agrees to provide only items manufactured by responsible manufacturers. Contractor is required to include a similar provision in all subcontracts to this Contract.

**17. NOTICES**

Notices to either party provided for in this Contract shall be sufficient if sent by Certified or Registered mail, postage prepaid, addressed to the signatories on this Contract, or to their designees.

**18. WAIVER**

The waiver or failure of either Party to exercise in any respect any rights provided for in this Contract shall not be deemed a waiver of any further right under this Contract.

**19. INTEGRATION / SEVERABILITY**

This Contract and its addenda, if any, RFP 892 and Contractor’s Response to RFP 892 constitute the entire Contract among the Parties with respect to the subject matter hereof and supersede all prior proposals, negotiations, conversations, discussions and Contracts among the Parties concerning the subject matter hereof. No amendment or modification of any provision of this Contract shall be effective unless the same shall be in writing and signed by both Parties.

The District shall not be bound by any terms and conditions included in of Contractor’s packaging, service catalog, brochure, technical data sheet or other document which attempts to impose any conditions at variance with or in addition to the terms and conditions contained herein.

If any term or provision of this Contract should be declared invalid by a court of competent jurisdiction or by operation of law, the remaining terms and provisions of this Contract shall be interpreted as if such invalid Contracts or covenants were not contained herein.

**20. CHOICE OF LAW & FORUM**

The state courts of Wisconsin shall be the sole forum for all disputes arising of this Contract. The validity, construction, enforcement and effect of this Contract shall be governed solely by the laws of the State of Wisconsin.

## **21. TIMING**

Time is of the essence in this Contract.

## **22. CERTIFICATION REGARDING DEBARMENT OR SUSPENSION**

Contractor certifies that neither Contractor or its principals; its subcontractors or their principals; the sub-recipients (if applicable) or their principals are suspended, debarred, proposed for debarment, voluntarily excluded from covered transactions, or otherwise disqualified by any federal department or agency from doing business with the Federal Government pursuant to Executive Orders 12549 and 12689. Contractor specifically covenants that neither the Contractor or its principals, its sub-contractors or their principals, or the sub-recipients (if applicable) or their principals are included on the Excluded Parties List System ("EPLS") maintained by the General Services Administration ("GSA").

## **23. FORCE MAJEURE**

MPS will not be liable to pay Contractor for any work that the Contractor is unable to perform due to act of God, riot, war, civil unrest, flood, earthquake, outbreak of contagious disease or other cause beyond MPS' reasonable control (including any mechanical, electronic, or communications failure, but excluding failure caused by a party's financial condition or negligence).

## **24. STUDENT DATA**

Contractor acknowledges that student data is protected by both federal and state law. *See* Wis. Stat. § 118.125; 20 U.S.C. § 1232g(b); 34 C.F.R. § 99.1 *et seq.* If MPS determines that Contractor has disclosed any student record information in violation of either federal or state law, without prejudice to any other rights or remedies the MPS may have, MPS shall be entitled to immediately terminate this and every other existing Contract without further liability. Moreover, MPS may bar Contractor from future MPS contracts for varying periods up to and including permanent debarment.

## **25. NON-DISCLOSURE**

Absent prior written consent of the person listed in Section 3 or his/her designee, Contractor shall not: (1) disclose, publish, or disseminate any information, not a matter of public record, that is received by reason of this Contract, regardless of whether the Contractor is or is not under contract at the time of the disclosure; or (2) disclose, publish, or disseminate any information developed for MPS under this Contract. Contractor agrees to take all reasonable precautions to prevent any unauthorized use, disclosure, publication, or dissemination of the same information.

All information and any derivatives thereof, whether created by MPS or Contractor under this Contract remains the property of MPS and no license or other rights to such information is granted or implied hereby. For purposes of this Contract, "derivatives" shall mean: (i) for copyrightable or copyrighted material, any translation, abridgment, revision, or other form in which an existing work may be recast, transformed, or adapted; and (ii) for patentable or patented material, any improvement thereon.

Within ten business days of the earlier of receipt of MPS' written or oral request, or final payment, Contractor will return all documents, records, and copies thereof it obtained during the development of the work product covered by this Contract.

## **26. MPS LOGO/PUBLICITY**

No Contractor shall use the MPS Logo in its literature or issue a press release about the subject of this Contract without prior written notice to and written approval of MPS' Director of Communication and Public Affairs.

## **27. ORDER OF PRIORITY**

In the event of a conflict among the documents constituting this Contract, the order of priority to resolve the conflict shall be: 1) this Contract; 2) RFP 892; and 3) Contractor's Response to RFP 892.

## **28. PUBLIC RECORDS**

Both parties understand that the Board is bound by the Wisconsin Public Records Law, and as such, all of the terms of this Contract are subject to and conditioned on the provisions of Wis. Stat. § 19.21, *et seq.* Contractor acknowledges that it is obligated to assist the Board in retaining and producing records that are subject to Wisconsin Public Records Law, and that the failure to do so shall constitute a material breach of this Contract, and that the Contractor must defend and hold the Board harmless from liability under the law. Except as otherwise authorized, those records shall be maintained for a period of seven years after receipt of final payment under this Contract.

## **29. CONTRACT COMPLIANCE REQUIREMENT**

The HUB requirement on this Contract is 5%. The student engagement requirement of this Contract is 300 hours. The Career Education requirement for this Contract is 10 hours. Failure to achieve these requirements may result in the application of some

or all of the sanctions set forth in Administrative Policy 3.10, which is hereby incorporated by reference.

IN WITNESS WHEREOF, the parties here to have executed this Contract on the day, month and year first above written.

CONTRACTOR (Vendor #: V0463329)

**MILWAUKEE BOARD OF SCHOOL DIRECTORS**

By: \_\_\_\_\_  
Authorized Representative

By: \_\_\_\_\_  
Kristen D. DeCato, Director  
Procurement and Risk Management

Date: \_\_\_\_\_  
Mackin Book Company d/b/a Mackin Educational Resources  
3505 County Rd 42 West  
Burnsville, MN 55306  
(800) 245-9540

Date: \_\_\_\_\_

By: \_\_\_\_\_  
Darienne B. Driver Ed.D., Superintendent of Schools

SSN / FEIN:

Date: \_\_\_\_\_

Budget Code: Various School Budgets Accounts

By: \_\_\_\_\_  
Michael Bonds, Ph.D., President  
Milwaukee Board of School Directors

Date: \_\_\_\_\_

NOTE: BUDGET CODES THAT ARE NOT LOCAL SCHOOL BUDGET CODES, MUST BE APPROVED BY APPROPRIATE DEPARTMENT OR PROGRAM ADMINISTRATOR.

This Contract is not enforceable until fully executed. Payment will not be made on any contract not on file in the Office of Finance. A minimum of fifteen business days is required for approval.

Reviewed by Risk Management:

By: \_\_\_\_\_

Date: \_\_\_\_\_

Reviewed as to form and substance by Office of Finance:

By: \_\_\_\_\_

Date: \_\_\_\_\_

and processing procedures, MARC record integration with Follett Destiny software, collection analysis and collection development assistance, eResource applications in school settings, and website searching and troubleshooting.

- Bids and Contract Manager: Rebecca Michael – Rebecca has been with Mackin for over 10 years in various roles, including sales consultant and primary customer support. Most recently, she has played a vital role in Mackin’s Bids and Contract department, handling responses to over 150 new RFPs each year and managing the 300+ ongoing contracts Mackin has been awarded. If awarded, she will coordinate all MPS specific contract requirements within the needed timeframes.
- OMS Account Manager: Lynn Bendt – In Lynn’s 15+ years of experience with Mackin, she has handled a wide variety of primary customer accounts and will work with MPS to establish a custom ordering website / online management system (OMS) to fulfill MPS needs. Having worked with many customers with PunchOut requirements, Lynn will also oversee the implementation of MPS PunchOut and other custom Mackin.com services.

If it becomes necessary to replace any personnel working with Milwaukee Public Schools, we will certainly request prior approval from MPS. All of us at Mackin are excited to work with Milwaukee Public Schools and look forward to meeting your district needs.

### **Section 3: Quality of Proposed Solutions / Availability of Library Books and Library Materials**

#### **Section 3.1: Appendix D – Materials and Stock Document**

Appendix D has been included in the following pages.

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## APPENDIX D

### Materials and Stock

Vendor Name: Mackin Educational Resources

Provide the information listed below. Headings listed in this chart do not necessarily indicate that the items listed are a requirement. Include this document under Tab B, Section 3.1 of the RFP.

INDICATE YOUR WEBSITE ADDRESS/URL FOR YOUR ONLINE CATALOG: [www.mackin.com](http://www.mackin.com)

Sample login information for RFP review:

Email: [rfp892@milwaukee.k12.wi.us](mailto:rfp892@milwaukee.k12.wi.us)

Password: mackin

Indicate the number of publishers represented.	<u>Over 18,000</u>
Indicate the average fill rate percentage of items within a 30 calendar-day period (See Appendix E, 2.2)	<u>Mackin provides at least an 85% fill rate on all publisher bindings by 30 days ARO.</u>
Indicate what percentage of available titles for sale are shown on your on-line catalog	<u>100% of titles available for sale are shown in Mackin's online catalog.</u>
Indicate the average number of available titles for sale at any time	<u>2.4+ million titles are available</u>
Indicate the number of products available for sale as Spanish and bilingual/Spanish.	<u>120,000+</u>
Indicate what other languages vendor has available besides English and mandatory Spanish and bilingual/Spanish (See Appendix E, 5.5)	Other languages: Albanian, Arabic, Bengali, Brazilian, Cambodian, Cantonese, Chinese, Creole, Czech, Dutch, Eskimo, Farsi, French, German, Greek, Gujarati, Haitian, Hebrew, Hindi, Hmong, Hopi, Italian, Japanese, Khmer, Korean, Laotian, Latin, Navajo, Polish, Portuguese, Punjabi, Russian, Scottish, Serbo-Croatian, Somalian, Swahili, Thai, Turkish, Ugandi, Ukrainian, Urdu, and Vietnamese

## Section 3.5: Additional Information

### a. Additional Value-Added Services

Mackin provides several value-added services.

- Funds4Books Fundraising Service – Funds4Books is an online program to facilitate fundraising activities for school or district libraries. Each school or district operates its own Funds4Books program over the course of anywhere from two weeks to two months. The Funds4Books program provides a custom website for online donations and features a goal thermometer, message board, and space for uploaded photos or videos. Unlike most fundraising options, *all* monies donated go to the school or district library fund. Please see the enclosed Funds4Books brochure in Tab H: Additional Materials, Brochures, etc.
- MackinSelect – MackinSelect is a subscription service that sends out copies of the best new titles each month. Choose from Children’s and Young Adult plans for Grades PreK, K-2, 3-5, 6-8 and YA, or request a custom subscription to coincide with a school or district’s areas of interest, such as genre or reading level. Mackin’s subscriptions include cataloging and processing according to the school or district’s specifications and are shipped at no additional cost.
- Opening Day Collection Service – Mackin’s customized library solutions and superior service propel its success in the educational resources market. Mackin provides its customers with a personal Opening Day Collection (ODC) manager, facilitating clear communication and quick solutions. The ODC manager and sales consultant work closely with the school or district to develop a collection that is suited to the individual school’s needs, population and adopted curriculum. Mackin specializes in meeting each school’s unique needs by developing grade-specific core collections, incorporating specified areas and reference requirements. Curriculum support is a high priority to ensure that the new school collection meets the needs of the school as a whole. Once the order is ready, Mackin packages the books in exact Dewey order for easy shelving. After the books arrive on site at the school or district, a representative and shelving crew are available to coordinate and personally shelve titles in the new library.
- BookTalk – Mackin’s librarians showcase high-quality fiction and nonfiction titles and creative, correlated activities in FREE BookTalk Webinars. They compile the newest titles from the fall and spring seasons and present a synopsis of each book including special features, curriculum correlations, and sample book illustrations. The presentations include titles for a wide variety in subject matter, grade level, and genre. Librarians and teachers have found BookTalk to be a valuable preview resource when considering future orders.

- Training and Implementation Support – Mackin is pleased to provide free onsite training for administrators, teachers and media specialists, whether in a group or individual setting as needed. Additionally, Mackin provides online webinars and other training sessions occasionally throughout the school year; personal webinars can be scheduled as needed at no additional charge. Comprehensive implementation support is also provided for new library setups.
- Classroom and Curriculum Solutions – Mackin helps teachers improve student literacy with creative and comprehensive classroom solutions. We offer leveled literacy library, classroom libraries and curriculum supplementary materials to equip teachers and students for success. Additionally, Mackin can provide novel sets, reading program books and bags, and reference materials such as dictionaries, thesauri and encyclopedias.
- Personal Customer Service – Mackin’s Customer Service department is pleased to assist at any time and is available by phone, online chat or email. Wisconsin’s direct customer support contact is Julie Maynard-Johnson, though all of our Customer Service team is well-equipped to assist with MPS questions.

*Julie Maynard-Johnson, Customer Service*

*Phone: 800-245-9540*

*Email: [julie@mackin.com](mailto:julie@mackin.com)*

Milwaukee Public Schools’ local sales consultant, Duane Beszhak, is available to offer in-service presentations, training on Mackin’s website, provide order assistance or support with any other needs.

*Duane Beszhak, Local Sales Consultant*

*Phone: 608-239-6598 (cell) or 800-245-9540 (toll-free)*

*Email: [duane.beszhak@mackin.com](mailto:duane.beszhak@mackin.com)*

**b. Bar-coding Capability**

Mackin does have the capability of providing our own barcoding of library books and library materials as described, and we have included our barcodes on the provided book samples. Please see Section 3.3 above for more information on Mackin’s barcoding capabilities; we highly recommend allowing Mackin to provide barcodes for all MPS school locations.

**c. Free Services for Sites Without Certified Library Media Specialists**

Mackin offers wide-ranging services for sites without certified Library Media Specialists and is pleased to assist in any way. Free services include, but are not limited to:

- Collection development and custom list creation.

- Thousands of pre-created title lists on Mackin.com in a variety of content and topics, including state awards and standards, popular titles and new releases, leveled reading programs, series and sequels, world languages and more.
- Mackin Recommends, a custom collection of the newest high-quality fiction and nonfiction for all grade levels that carries Mackin's highest recommendation for use in the library or classroom.
- MackinSelect subscription service, delivering copies of the best new titles each month. The MackinSelect subscription can be customized to coincide with a school or district's areas of interest, such as genre or reading level. Mackin's subscriptions include cataloging and processing according to the school or district's specifications and are shipped at no additional cost.
- Order typing service to quickly and efficiently create an online list of titles collected from various sources.
- Access to Mackin's highly experienced staff, including MLS-degreed librarians and former teachers who are always willing to provide suggestions and input as needed.

**d. Closing and Merging Schools Support**

Mackin provides detailed, strategic planning services for the reallocation of library content. Mackin eases the transition through:

- Analyzing existing media center resources in all schools affected by closure or restructure.
- Recommending precise strategies for reallocation of resources to newly developed locations or existing schools.
- Outlining tasks and activities required to implement the plan.
- Identifying any costs associated for any services provided by Mackin.

**e. Compliance to CCSS and Lexile Framework for Reading in Addressing Literacy and Professional Development Needs**

Mackin fully supports district goals for literacy and professional development needs. As classroom and library professionals, we have significant experience recommending books and other materials that align with the Common Core State Standards and Lexile Framework for Reading.

Mackin.com provides a full outline of suggested title lists to meet Common Core standards at all grade levels (Kindergarten through High School) in both English Language Arts and Mathematics. Online search criteria, including Lexile reading level, assist in locating even more content correlated to student needs. In addition, customized title lists can be prepared to correlate to a school's exact district requirements such as meeting the needs of at-risk or high performance students.

Please see the enclosed Common Core brochure in Tab H: Additional Materials, Brochures, etc.

**f. Efficient Ordering System**

Mackin specializes in creating custom solutions for its customers and has successfully bridged Mackin.com to Punchout ordering systems. Upon contract approval with MPS, Mackin will coordinate testing of the purchasing system with MPS technical staff to assure the required protocol is functioning. Milwaukee Public Schools' buyers will Punchout to Mackin.com, browse Mackin's online database of over 2.4 million items, and create their order by adding/saving titles to their shopping cart lists. Upon completion of the shopping experience, buyers will return to the MPS IFAS to submit their cart for ordering. Upon approval of the purchase requisition, Mackin will accept the PO electronically via cXML standards, place the items on order within the Mackin system, and generate an electronic order confirmation.

Mackin has integrated PunchOut with Chicago Public Schools, who have been included as a reference. Mackin's OMS Account Manager, Lynn Bendt, will oversee the updating of PunchOut integration with Milwaukee Public Schools.

**g. Barcode Symbology Conversions**

Mackin can generate Code 39 barcodes with a symbology up to and including lengths of 14 characters for integration into Follett Destiny Library Manager. Barcodes can be created with or without a check digit and are fully guaranteed to load without issue into Destiny.

**h. Vendor/Resource Fair Experience**

Mackin has provided vendor/resource fairs in various districts for the purpose of school review and ordering of new library materials. To begin, a central location is determined and a "Preview Room" created for browsing by school and district librarians, teachers and staff. At no additional cost to the district, Mackin coordinates with the library director(s) to make sure that the best new titles are included (within the required Dewey categories or subject areas) either once or twice annually.

Mackin provides order forms for school and district personnel to compile lists of the titles most applicable to their needs. When the title selections are updated in the Preview Room, Mackin offers an additional discount – over and above MPS contracted pricing – on the previous title selections. Mackin will later return any unsold books to its home office. All of these services are provided for no additional cost.

**Section 3.6: Digital Reporting of Inventory Received by MPS**

Mackin's systems quickly provide detailed reports in numerous formats for data manipulation and analysis and each site has access to the site's order history at any time on Mackin.com. The implementation of an Online Management System (OMS) for all MPS schools can allow for district users to run reports on sales as needed. Mackin also provides customized reports as

needed at no additional charge – such as reports including date, location/site, quantity ordered, titles and ISBNs, prices and other requested details.

### **Section 3.7: Samples**

Mackin is providing both requested samples with this RFP response. Mackin designates its proprietary, pre-bound product as MackinBound.

Printed samples include the following titles:

<i>Courage Has No Color</i>	ISBN 9780763651176	Sample processed book
<i>Scaredy Squirrel Makes a Friend</i>	ISBN 9781554533855	Sample MackinBound

Mackin has also provided MARC records for these titles on the enclosed CD.

### **Section 3.8: Collection Analysis Report**

Mackin offers free library collection analysis and targeted content development solutions. Mackin's library collection analysis identifies resource imbalances within the Dewey sections, defines a books-to-student ratio, and specifies outdated library resources to consider for removal. Once a library collection has been analyzed for gaps and relevancy, financial resources can be effectively allocated to a specific content development plan. Mackin's master-degreed librarians have created thousands of content development lists and continue to create new lists customized to district or school needs. Schools or districts may also create their own lists online at Mackin.com. Mackin's TitleMatch searches a school or district's current collection, Mackin-recommended title lists, and school/district-selected title lists to help prevent accidental, duplicate ordering of materials. Duplicates in a collection can be viewed for both single and multiple locations.

Mackin is providing a hard copy collection analysis report, displaying the requested statistics, with this RFP response. Please see the pages immediately following.

## APPENDIX C

### COST PROPOSAL WORKSHEET

Vendor Name: Mackin Educational Resources

**\*\*\*Instructions for Appendix C Completion – Both Appendix C and Appendix C-Market Basket\*\*\***

**Include this document under TAB C of the RFP.**

- The discounts listed in Appendix C and Appendix C-Market Basket are to be the minimum discounts that must be provided over the length of any resulting contract. As available, higher discounts (lower prices) should be provided, including any promotional pricing.
- No minimum order quantity is to be required in order to receive the discount quoted in this RFP response.
- Discount offered shall reflect and include all costs for all requirements of this RFP.
- Do not quote fractions of percentages as a discount.
- All on-line catalogs, hard copy, regular, mini-catalogs, or specialty catalogs submitted to the Agency during the contract period shall have the same percentage discount offered as is established by this RFP (if discount offered on additional catalogs is greater than the flat discount offered here, the greater discount shall prevail).
- Multiple discount levels (including zero %) are allowed as long as the differences are clearly defined by the category(ies) listed.
- Proposers must complete all pages of this Appendix. Failure to do so will result in proposal rejection.
- If there are multiple categories that an ISBN number could be considered, the discount % quoted must be the one most advantageous to MPS.
- Categories of products/bindings are indicated below:
  1. Trade Hardcover
  2. Library/Reinforced bindings
  3. Paperbacks (Trade)
  4. Prebound/Proprietary bindings
  5. Board Books
  6. Big Books
  7. DVDs
  8. Blu-Ray Discs
  9. Audio Books on CD
  10. Music CDs
  11. MP3 Format CDs
  12. Spoken Word CDs
  13. Interactive Books on CD
  14. Kits: A group of items including at least one print item and two or more kinds of non-print items (i.e. Great books - 30 copies student text, TE, video, and audiocassette, or a group of items consisting of a book, puppet and audio format.) 3 formats, one of which includes a print item.
  15. Professional
- NOTE: Cost Points will be assigned based on the total “Discounted Unit Price F.O.B. Destination MPS” of commonly quoted items in Appendix C-Market Basket in addition to totals for Processing Options on page 2 of this document. For purposes of Cost Point assignment, formulas used to determine the totals for the Processing Options will be published after the closure date for the RFP but prior to the RFP opening.

INDICATE YOUR WEBSITE ADDRESS/URL FOR YOUR ONLINE CATALOG: [www.mackin.com](http://www.mackin.com)

Sample login information – Email: [rpf892@milwaukee.k12.wi.us](mailto:rpf892@milwaukee.k12.wi.us) Password: mackin

**\*\*\*Instructions for Completion of Appendix C-Market Basket [See separate Microsoft Excel document]\*\*\***

The items in the separate Microsoft Excel document are representative of those that may be ordered and will be used for evaluation and Cost point assessment. Items purchased will not however, be limited to this listing. MPS reserves the right to reject proposals if the match rates of ISBN numbers is below 85%.

Prices for the specific ISBN items in the Appendix C-Market Basket over the life of the contract are to be guaranteed to be whichever is lower of either the price listed in the “Discounted Unit Price F.O.B. Destination MPS” column or the “Category Products/Binding Discount%” applied to the current Publisher’s List Price.

The following columns need to be completed by the vendor:

- Proprietary Bound Equivalent ISBN Quoted: For items of the "Pb" PreBound/Proprietary Bound Category, vendors will complete with their own ISBN number for their own prebound/proprietary product. MPS in its sole judgment will determine if a vendor's proprietary bound product meets the needs of MPS. If the equivalent is determined not to meet the needs of MPS, this will be applied to the quantity of items not matching the ISBN listed in the Market Basket.
- Publisher's List Price
- Category Products/Binding Discount%: Indicate the discount % off of Publisher's List Price that is offered for this item. If there are multiple discount % quoted for the same Category of item, MPS will consider all to be priced to MPS at the highest discount (lowest price) for all of them. **This discount % will apply not only to the specific ISBN item listed, but also for all other items of the same Category that are available from the vendor's catalogs (online and hard copy, etc.)**
- Discounted Unit Price F.O.B. Destination MPS: Reflects all conditions of this RFP including freight.

Failure to list any of the information requested may result in RFP rejection.

**\*\*\*Instructions for Table Completion Below\*\*\***

The categories listed in the table below are not represented by line items in the Appendix C- Market Basket. Therefore the discount % to be applied to purchases by MPS of these items should be quoted in the table below.

**Please note: The discounted price quoted must be all-inclusive of all conditions in the RFP including Appendix E.**

CATEGORY	DISCOUNT % from Publisher's List Price
12. Spoken Word CDs	5%
13. Interactive Books on CD	5%
14. Kits	5%

Note: Discounts quoted for any upgrades/replacements will not be a factor in assessing Cost Points.

**Processing Options**

The following services may be requested by schools for some items as options. **These are the only exceptions to the all-inclusive prices requested.** These costs would be additional and are not reflected in the, otherwise, all-inclusive Discount % quoted.

Additional Items/Services for which MPS may solicit		Discounted Unit Cost to MPS F.O.B. Destination Including Freight (list \$0.00 if included at no charge)
	Quantity Estimates	Unit cost per item if it is requested Priced for order of any quantity
One 3M Security strip. Must be applied during Library Processing in a discreet location as specified by the School.	5,000	\$0.00/unit
Spanish Subject heading for Spanish and bilingual Spanish materials. This item must be provided during the MARC record production.	2,000	\$3.45/unit
One Accelerated Reader label. Must be applied during Library Processing above the Dewey decimal label on the spine (Minimum information: Reading Level, Point Level, Lexile)	5,000	\$0.00/unit



## RFP 892 Appendix C - Market Basket Version 2

See additional information in Appendix C document.

The items listed below are representative and estimates of those that may be ordered as part of this RFP and will be used as a component of the Cost Points evaluation

Items purchased will not, however, be limited to this listing and MPS does not guarantee that these specific items will be purchased.

MPS reserves the right to purchase like-items under the contract resulting from this RFP at like discounts to those listed in "Category Products/Binding Discount %".

In "Category Products/Binding Discount %", indicate the discount % off of Publisher's List price that is used by the Vendor to arrive at price quoted in the "Discounted Unit Price F.O.B. Destination MPS" for that line item.

Discount percentages may differ by category, but must be a single discount % for any item. The percentage cannot be a range of numbers (e.g. "20.5%" is acceptable but "15.00%-25.00%" is not).

If there are multiple categories that an ISBN could be considered, the discount % quoted must be the one most advantageous to MPS.

Prices for the specific ISBN items in the Market Basket over the life of the contract are to be guaranteed to be whichever is lower of either the price listed in the "Discounted Unit Price F.O.B. Destination MPS" column or the "Category Products/Binding Discount%" applied to the current Publisher's List Price.

MPS reserves the right to reject proposals if the match rates of ISBN Numbers is below 85%.

For items of the "Pb" PreBound Proprietary Bound Category, vendors will complete with their own ISBN number for their own prebound/proprietary bound product.

Any modification to these forms or any other form submitted will be considered non-responsive.

Any supplemental pricing information attached or referenced will not be considered.

**Category Products Binding/Format Abbreviations:**

A-CD=Audio Compact Disc
AIO=Preloaded All-in-One Audiovisual Format
BIGBK=Big Book
BOARD=Board
DVD=Digital Video Disk
L/R=Library Reinforced
PBK=Paperback (Trade)
Pb=PreBound/Proprietary Bound
Prof=Professional
T-HC=Trade/Hardcover

(All other listings under this heading are considered to be obvious)

FOB Destination MPS Net Price=Next Discounted MPS price reflecting F.O.B. destination pricing including freight and all conditions in this RFP

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
	Al Capone Does My Homework: A Tale from Alcatraz	Choldenko, Jennifer	9780385361606	A-CD	n/a	\$40.00	5.00%	\$38.00
1	Allegiant	Roth, Veronica	9780062286482	A-CD	n/a	\$29.99	5.00%	\$28.49
2	City of Bones	Clare, Cassandra	9781442362949	A-CD	n/a	\$39.99	5.00%	\$37.99
3	Cress	Meyer, Marissa	9781427236272	A-CD	n/a	\$39.99	5.00%	\$37.99
4	Deep Blue	Donnelly, Jennifer	9780804168625	A-CD	n/a	\$40.00	5.00%	\$38.00
5	Doll Bones	Black, Holly	9780804122900	A-CD	n/a	\$35.00	5.00%	\$33.25
6	Eleanor & Park	Rowell, Rainbow	9780385368261	A-CD	n/a	\$50.00	5.00%	\$47.50
7	Escape from Mr. Lemoncello's Library	Grabenstein, Chris	9780804168083	A-CD	n/a	\$45.00	5.00%	\$42.75
8	Flora & Ulysses: The Illuminated Adventures	DiCamillo, Kate	9780449015131	A-CD	n/a	\$30.00	5.00%	\$28.50

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
10	Frozen: The Junior Novelization	Disney Enterprises, Inc.	9781483019673	A-CD	n/a	\$24.95	5.00%	\$23.70
11	How to Catch a Bogle	Jinks, Catherine	9780804167789	A-CD	n/a	\$45.00	5.00%	\$42.75
12	How to Train Your Dragon	Cowell, Cressida	9781478954002	A-CD	n/a	\$20.00	5.00%	\$19.00
13	Insurgent	Roth, Veronica	9780062286475	A-CD	n/a	\$22.99	5.00%	\$21.84
14	Kingdom Keepers IV: Power Play	Pearson, Ridley	9781455895021	A-CD	n/a	\$14.99	5.00%	\$14.24
15	Soccer on Sunday	Osborne, Mary Pope	9780449808641	A-CD	n/a	\$15.00	5.00%	\$14.25
16	The Book Thief	Zusak, Markus	9780804168434	A-CD	n/a	\$29.95	5.00%	\$28.45
17	The Fault in Our Stars	Green, John	9781491510704	A-CD	n/a	\$9.99	5.00%	\$9.49
18	The Last Battle	Lewis, C. S.	9780062326980	A-CD	n/a	\$9.99	5.00%	\$9.49
19	The One and Only Ivan	Applegate, Katherine	9780062285300	A-CD	n/a	\$13.99	5.00%	\$13.29
20	The True Blue Scouts of Sugar Man Swamp	Appelt, Kathi	9781442366121	A-CD	n/a	\$29.99	5.00%	\$28.49
21	The Year of Billy Miller	Henkes, Kevin	9781483005904	A-CD	n/a	\$19.99	5.00%	\$18.99
22	There's a Hippopotamus on Our Roof Eating Cake & Other Stories	Edwards, Hazel	9781743156971	A-CD	n/a	\$4.99	5.00%	\$4.74
23	Wonder	Palacio, R. J.	9781469259161	A-CD	n/a	\$14.99	5.00%	\$14.24
24	Among the Hidden	Haddix, Margaret Peterson	9781428167964	AIO	n/a	\$54.75	5.00%	\$52.01
25	Anansi's Adventures	Live Oak Media	9781617074202	AIO	n/a	\$99.99	5.00%	\$94.99
26	Arcady's Goal	Yelchin, Eugene	9781427260260	AIO	n/a	\$39.99	5.00%	\$37.99
27	Basic Math Tutor: Addition and Subtraction	Findaway World, LLC	9781467644525	AIO	n/a	\$119.99	5.00%	\$113.99
28	Birds of Prey	Geographic/Findaway World LLC	9781467644662	AIO	n/a	\$99.99	5.00%	\$94.99
29	Charlotte's Web	White, E. B.	9781467657631	AIO	n/a	\$64.99	5.00%	\$61.74
30	Holes	Sachar, Louis	9780739371039	AIO	n/a	\$44.99	5.00%	\$42.74
31	Island	Korman, Gordon	9781467682787	AIO	n/a	\$69.99	5.00%	\$66.49

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
32	Sid The Science Kid: Backyard Science	Henson Distribution	9781617079030	AIO	n/a	\$99.99	5.00%	\$94.99
33	The Boundless	Oppel, Kenneth	9781491506172	AIO	n/a	\$59.99	5.00%	\$56.99
34	The Lost Hero	Riordan, Rick	9781467658287	AIO	n/a	\$79.99	5.00%	\$75.99
35	The Mauritius Command	O'Brian, Patrick	9781598958638	AIO	n/a	\$64.99	5.00%	\$61.74
36	Almost Everything	Siegel, Alexis	9781596430907	BIGBK	n/a	\$29.99	15.00%	\$25.49
37	I Love Animals	McDonnell, Flora	9781564026620	BIGBK	n/a	\$24.99	15.00%	\$21.24
38	One Duck Stuck	Root, Phyllis	9780763638177	BIGBK	n/a	\$24.99	15.00%	\$21.24
39	Stellaluna	Cannon, Janell	9780152015404	BIGBK	n/a	\$26.99	15.00%	\$22.94
40	The Emperor's Egg	Jenkins, Martin	9780763622336	BIGBK	n/a	\$24.99	15.00%	\$21.24
41	The Pig in the Pond	Waddell, Martin	9781564026712	BIGBK	n/a	\$24.99	15.00%	\$21.24
42	Time for Bed	Fox, Mem	9780152010140	BIGBK	n/a	\$26.99	15.00%	\$22.94
43	Andy Warhol's Colors	Goldman Rubin, Susan	9780811857215	BOARD	n/a	\$6.99	15.00%	\$5.94
44	Barnyard Dance	Boynnton, Sandra	9781563054426	BOARD	n/a	\$6.95	15.00%	\$5.91
45	Dr. Seuss's ABC: An Amazing Alphabet Book!	Dr. Seuss	9780679882817	BOARD	n/a	\$4.99	15.00%	\$4.24
46	Germes Are Not for Sharing / Los gérmenes no son para compartir	Verdick, Elizabeth	9781575423692	BOARD	n/a	\$7.95	15.00%	\$6.76
47	Here Are My Hands	Martin Jr., Bill	9780805059113	BOARD	n/a	\$7.95	15.00%	\$6.76
48	How Do Dinosaurs Play with Their Friends?	Yolen, Jane	9780439856546	BOARD	n/a	\$6.99	15.00%	\$5.94
49	I Know a Rhino	Fuge, Charles	9781402708619	BOARD	n/a	\$0.00	15.00%	\$0.00
50	I Spy Little Toys	Marzollo, Jean	9780545220965	BOARD	n/a	\$6.99	15.00%	\$5.94
51	I Stink!	McMullan, Kate	9780060745929	BOARD	n/a	\$7.99	15.00%	\$6.79
52	Letters Are for Learning	Neyer, Andrew	9781936669370	BOARD	n/a	\$9.99	15.00%	\$8.49
53	Little Blue Truck's Christmas	Schertle, Alice	9780544320413	BOARD	n/a	\$14.99	15.00%	\$12.74
54	Love Monster	Bright, Rachel	9780374301866	BOARD	n/a	\$7.99	15.00%	\$6.79
55	My Colors/ Mis Colores	Emberley, Rebecca	9780316233477	BOARD	n/a	\$6.99	15.00%	\$5.94
56	My Heart Is Like a Zoo	Hall, Michael	9780061915123	BOARD	n/a	\$7.99	15.00%	\$6.79

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination/MP
57	Otis and the Puppy Board Book	Long, Loren	9780399171963	BOARD	n/a	\$8.99	15.00%	\$7.64
58	Painting with Picasso	Merberg, Julie	9780811855051	BOARD	n/a	\$6.99	15.00%	\$5.94
59	Pretty Brown Face	Davis Pinkney, Andrea	9780152006433	BOARD	n/a	\$6.95	15.00%	\$5.91
60	Room on the Broom Board Book	Donaldson, Julia	9780803738416	BOARD	n/a	\$6.99	15.00%	\$5.94
61	Shades of Black	Pinkney, Sandra L.	9780439802512	BOARD	n/a	\$6.99	15.00%	\$5.94
62	Snowmen At Christmas	Buehner, Caralyn	9780803735514	BOARD	n/a	\$6.99	15.00%	\$5.94
63	Star Wars: Colors	Scholastic	9780545609197	BOARD	n/a	\$12.99	15.00%	\$11.04
64	That's Not My Pirate	Watt, Fiona	9780794517021	BOARD	n/a	\$0.00	15.00%	\$0.00
65	The Gruffalo	Donaldson, Julia	9780803730472	BOARD	n/a	\$6.99	15.00%	\$5.94
66	The Snowy Day Board Book	Keats, Ezra Jack	9780670867332	BOARD	n/a	\$6.99	15.00%	\$5.94
67	The Way I Feel	Cain, Janan	9781884734724	BOARD	n/a	\$7.95	15.00%	\$6.76
68	Who Sleeps, Cat the Cat?	Willerns, Mo	9780062306555	BOARD	n/a	\$6.99	15.00%	\$5.94
69	A History of Civil Rights in America	Ambrose Video	9781582813769	DVD	n/a	\$266.65	10.00%	\$239.99
70	Abraham Lincoln : Sixteenth President	Getting to Know	9780982880357	DVD	n/a	\$47.00	10.00%	\$42.30
71	Africa: Eye to Eye With the Unknown	BBC Earth	9781624045585	DVD	n/a	\$0.00	10.00%	\$0.00
72	American Experience. : Triangle Fire	PBS Distribution	9781608833986	DVD	n/a	\$24.99	10.00%	\$22.49
73	Basketball Fundamentals	Youth Sports Club	9780983924227	DVD	n/a	\$0.00	10.00%	\$0.00
74	Common Job Interview Mistakes : What Not to Say or Do	Cambridge Educational	9781621022503	DVD	n/a	\$111.06	10.00%	\$99.95
75	Destination Titan	Films for the Humanities & Sciences	9781621021278	DVD	n/a	\$188.83	10.00%	\$169.95
76	Digital Distractions (How to Stay Safe, Healthy and Sane)	Mazzarella Media	9781934119983	DVD	n/a	\$149.95	10.00%	\$134.96
77	Families of italy	Master Communications	9781604801552	DVD	n/a	\$0.00	10.00%	\$0.00

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary/Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MFPS
78	Freedom Flyers of Tuskegee	Choices	9781933724362	DVD	n/a	\$24.95	10.00%	\$22.46
79	Frozen Planet	Warner Home Video	9780780685185	DVD	n/a	\$39.98	10.00%	\$35.98
80	Getting in : The Truth About College Admissions	Human Relations Media	9781555489342	DVD	n/a	\$149.95	10.00%	\$134.96
81	Great Empires of the Past : Core Concepts Video Clip Library	Films for the Humanities & Sciences	9781616168971	DVD	n/a	\$222.17	10.00%	\$199.95
82	Henry VIII.	Kultur	9780769792248	DVD	n/a	\$29.99	10.00%	\$26.99
83	Japanese American Incarceration, 1942-1945	Bennett-Watt Entertainment, Inc.	9781604901726	DVD	n/a	\$0.00	10.00%	\$0.00
84	Lee & Grant	A&E Television Networks	9781422942383	DVD	n/a	\$9.98	10.00%	\$8.98
85	MyPlate : Understanding the USDA Dietary Guidelines for Americans	Meridian Education Corporation	9781617339547	DVD	n/a	\$111.06	10.00%	\$99.95
86	Puffer Learns About Ceramics	Crystal Productions	9781562907112	DVD	n/a	\$0.00	10.00%	\$0.00
87	StarShine Workshop. : Internet Safety for Kids	Rising Star Studios	97819336086948	DVD	n/a	\$39.95	10.00%	\$35.96
88	Stress : The Good, the Bad, and the Healthy	Human Relations Media	9781555485788	DVD	n/a	\$149.95	10.00%	\$134.96
89	The Address.	PBS Distribution	9781608830831	DVD	n/a	\$24.99	10.00%	\$22.49
90	The Diamond Queen	BBC Worldwide Americas	9780780696013	DVD	n/a	\$19.98	10.00%	\$17.98
91	The War Room	Criterion Collection	9781604655445	DVD	n/a	\$0.00	10.00%	\$0.00
92	Travel With Kids	Equator Creative Media	9781568394299	DVD	n/a	\$0.00	10.00%	\$0.00
93	Words That Hurt	Human Relations Media	9781555485740	DVD	n/a	\$109.95	10.00%	\$98.96
94	Worlds Together. : Ethiopia	Master Communications	9781604801064	DVD	n/a	\$42.79	10.00%	\$38.51
95	A Big Guy Took My Ball!	Willems, Mo	9781423174912	L/R	n/a	\$8.99	20.00%	\$7.19
96	A Gift for Mama	Lodding, Linda Ravin	9780385753326	L/R	n/a	\$20.99	20.00%	\$16.79
97	A History of Art	Perdew, Laura	9781624035517	L/R	n/a	\$23.95	20.00%	\$19.16
98	A Kiss Like This	Murphy, Mary	9780763661823	L/R	n/a	\$12.99	20.00%	\$10.39

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary, Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
99	Abbreviations	Murray, Kara	9781477773642	L/R	n/a	\$23.60	20.00%	\$18.88
100	Abe Lincoln: His Wit and Wisdom from A-Z	Schroeder, Alan	9780823424207	L/R	n/a	\$17.95	20.00%	\$14.36
101	Acting: Stage & Screen	Hill, Z. B.	9781422231685	L/R	n/a	\$25.21	20.00%	\$20.17
102	Albert the Muffin-Maker	May, Eleanor	9781575656311	L/R	n/a	\$0.00	20.00%	\$0.00
103	American Life and Television from I Love Lucy to Mad Men	Mussari, Mark	9781608709236	L/R	n/a	\$35.64	20.00%	\$28.51
104	Are There Other Earths?	Portman, Michael	9781433982576	L/R	n/a	\$25.25	20.00%	\$20.20
105	Ariana Grande: From Actress to Chart-Topping Singer	Schwartz, Heather E.	9781467736695	L/R	n/a	\$26.60	20.00%	\$21.28
106	Around the World	Phelan, Matt	9780763636197	L/R	n/a	\$24.99	20.00%	\$19.99
107	Backyard Math	Rosario, Miguel	9781502601414	L/R	n/a	\$24.21	20.00%	\$19.37
108	Boris Gets a Lizard	Joyner, Andrew	9780545484466	L/R	n/a	\$0.00	20.00%	\$0.00
109	Bringers of the Storm	Parker, Jeff	9781614792956	L/R	n/a	\$16.95	20.00%	\$13.56
110	Bruno Mars: Pop Superstar	Watson, Stephanie	9781624032257	L/R	n/a	\$23.95	20.00%	\$19.16
111	Bug Off!: Creepy, Crawly Poems	Yolen, Jane	9781590788622	L/R	n/a	\$16.95	20.00%	\$13.56
112	Busy-Busy Little Chick	Harrington, Janice N.	9780374347468	L/R	n/a	\$15.99	20.00%	\$12.79
113	Call of the Klondike: A True Gold Rush Adventure	Meissner, David	9781590788233	L/R	n/a	\$16.95	20.00%	\$13.56
114	Cesar Chavez	Gregory, Josh	9780531211724	L/R	n/a	\$29.00	20.00%	\$23.20
115	Chandra's Magic Light: A Story in Nepal	Heine, Theresa	9781846864933	L/R	n/a	\$16.99	20.00%	\$13.59
116	Christopher Sat Straight Up in Bed	Long, Kathy	9780802853592	L/R	n/a	\$16.00	20.00%	\$12.80
117	Cleopatra: Queen of Egypt	Twist, Clint	9780763660956	L/R	n/a	\$19.99	20.00%	\$15.99
118	Come Back, Ben	Hassett, Ann	9780823425990	L/R	n/a	\$14.95	20.00%	\$11.96
119	Confidence	Etingoff, Kim	9781422227343	L/R	n/a	\$10.53	20.00%	\$8.42
120	Cowpoke Clyde and Dirty Dawg	Mortensen, Lori	9780547239934	L/R	n/a	\$16.99	20.00%	\$13.59

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121	Coyote, Iktome, and the Rock: A Sioux Trickster Myth	Yasuda, Anita	9781616418809	L/R	n/a	\$16.95	20.00%	\$13.56
122	Crabby Crab	Raschka, Christopher	9781419710568	L/R	n/a	\$6.95	20.00%	\$5.56
123	Dinosaurs	Winterberg, Jenna	9781936309894	L/R	n/a	\$0.00	20.00%	\$0.00
124	Discoveries in Earth and Space Science That Changed the World	Johnson, Rose	9781477786093	L/R	n/a	\$22.70	20.00%	\$18.16
125	Dog Loves Counting	Yates, Louise	9780449813430	L/R	n/a	\$20.99	20.00%	\$16.79
126	Doggone Feet!	Helakoski, Leslie	9781590789339	L/R	n/a	\$16.95	20.00%	\$13.56
127	Doug Unplugged	Yaccarino, Dan	9780375966439	L/R	n/a	\$19.99	20.00%	\$15.99
128	Early Bird	Yuly, Toni	9781250043276	L/R	n/a	\$15.99	20.00%	\$12.79
129	Earn Money	Reina, Mary	9781491420812	L/R	n/a	\$21.32	20.00%	\$17.06
130	Edgar Allan Poe's Pie: Math Puzzlers in Classic Poems	Lewis, J. Patrick	9780547513386	L/R	n/a	\$16.99	20.00%	\$13.59
131	El detective deductivo / The Deductive Detective	Rock, Brian	9781607187080	L/R	n/a	\$17.95	20.00%	\$14.36
132	Electricity	Riley, Peter D.	9781597712798	L/R	n/a	\$31.35	20.00%	\$25.08
133	Endangered Rivers: Investigating Rivers in Crisis	Iyer, Rani	9781491420409	L/R	n/a	\$26.65	20.00%	\$21.32
134	Ferry Tail	Kenah, Katharine	9781585368297	L/R	n/a	\$16.99	20.00%	\$13.59
135	Finding the Worm	Goldblatt, Mark	9780385391092	L/R	n/a	\$19.99	20.00%	\$15.99
136	Firefly July: A Year of Very Short Poems	Janecko, Paul B.	9780763648428	L/R	n/a	\$16.99	20.00%	\$13.59
137	First Flight Around the World: The Adventures of the American Fliers Who Won the Race	Grove, Tim	9781419714825	L/R	n/a	\$21.95	20.00%	\$17.56
138	Following Grandfather	Wells, Rosemary	9780763650698	L/R	n/a	\$14.99	20.00%	\$11.99
139	Found	Yoon, Salina	9780802735607	L/R	n/a	\$15.89	20.00%	\$12.71
140	Gifts of the Heart	Polacco, Patricia	9780399160943	L/R	n/a	\$17.99	20.00%	\$14.39
141	Grand Canyon National Park	Frisch, Nate	9781608181964	L/R	n/a	\$37.10	20.00%	\$29.68



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142	Graphic Mythical Creatures: Centaurs	Jeffrey, Gary	9781433967511	L/R	n/a	\$23.95	20.00%	\$19.16
143	Hansel and Gretel	Gaiman, Neil	9781935179658	L/R	n/a	\$29.95	20.00%	\$23.96
144	Height	Woodford, Chris	9781433974410	L/R	n/a	\$26.60	20.00%	\$21.28
145	History of the Great Lakes	Jankowski, Emily	9781482414349	L/R	n/a	\$26.60	20.00%	\$21.28
146	Home Sweet Home	Kirk, Daniel	9781419705441	L/R	n/a	\$17.95	20.00%	\$14.36
147	How Do I Use a Dictionary?	Landau, Jennifer	9781622753444	L/R	n/a	\$19.95	20.00%	\$15.96
148	How Martha Saved Her Parents from Green Beans	Larochelle, David	9780803737662	L/R	n/a	\$16.99	20.00%	\$13.59
149	How to Wash a Woolly Mammoth	Robinson, Michelle	9780805099669	L/R	n/a	\$16.99	20.00%	\$13.59
150	Humorous and Nonsensical Poems	Miles, Liz	9781432995591	L/R	n/a	\$35.00	20.00%	\$28.00
151	I Lay My Stitches Down: Poems of American Slavery	Grady, Cynthia	9780802853868	L/R	n/a	\$17.00	20.00%	\$13.60
152	I Pledge Allegiance	Mora, Pat	9780375971099	L/R	n/a	\$19.99	20.00%	\$15.99
153	I Remember Beirut	Abirached, Zeinia	9781467738224	L/R	n/a	\$29.27	20.00%	\$23.42
154	I Will Keep You Safe and Sound	Houran, Lori Haskins	9780545197519	L/R	n/a	\$16.99	20.00%	\$13.59
155	Immigration	Flatt, Lizann	9780778715504	L/R	n/a	\$31.32	20.00%	\$25.06
156	Jennifer Lawrence	Morreale, Marie	9780531213759	L/R	n/a	\$29.00	20.00%	\$23.20
157	Kate the Great Except When She's Not	Becker, Suzy	9780385387439	L/R	n/a	\$15.99	20.00%	\$12.79
158	Kiki: My Stylish Life	May, Kyla	9780545496131	L/R	n/a	\$15.99	20.00%	\$12.79
159	Lately Lily: The Adventures of a Travelling Girl	Player, Micah	9781452115252	L/R	n/a	\$16.99	20.00%	\$13.59
160	Learning About Earning	Hatton, Fran	9781502600943	L/R	n/a	\$31.36	20.00%	\$25.09
161	Lebron James: Champion Basketball Star	Bodden, Valerie	9781624032240	L/R	n/a	\$23.95	20.00%	\$19.16
162	Lend a Hand: Poems About Giving	Frank, John	9781600609701	L/R	n/a	\$17.95	20.00%	\$14.36

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163	Let's Explore the Southwest	Connors, Kathleen	9781433991493	L/R	n/a	\$22.60	20.00%	\$18.08
164	Life During the Industrial Revolution	Garstecki, Julia	9781624036279	L/R	n/a	\$22.95	20.00%	\$18.36
165	Line 135	Zullo, Germano	9781452119342	L/R	n/a	\$18.95	20.00%	\$15.16
166	Little Mouse	Murray, Alison	9781423143307	L/R	n/a	\$16.99	20.00%	\$13.59
167	Lives of the Scientists: Experiments, Explosions (and What the Neighbors Thought)	Krull, Kathleen	9780152059095	L/R	n/a	\$20.99	20.00%	\$16.79
168	Living in a Valley	Labrecque, Ellen	9781484608043	L/R	n/a	\$26.65	20.00%	\$21.32
169	Lost in Bermooda	Litwin, Mike	9780807587188	L/R	n/a	\$14.99	20.00%	\$11.99
170	Making a Budget	Spath, Carolyn E. W.	9781502600998	L/R	n/a	\$31.36	20.00%	\$25.09
171	Malala Yousafzai	Doak, Robin S.	9780531211915	L/R	n/a	\$29.00	20.00%	\$23.20
172	Maps	Mizielinska, Aleksandra	9780763668969	L/R	n/a	\$35.00	20.00%	\$28.00
173	Mary Shelley's Frankenstein	Shelley, Mary Wollstonecraft	9781496500090	L/R	n/a	\$26.65	20.00%	\$21.32
174	Math at the Bank: Place Value and Properties of Operations	Mahaney, Ian F.	9781448896554	L/R	n/a	\$23.60	20.00%	\$18.88
175	Matilda and Hans	Yokococo	9780763664343	L/R	n/a	\$16.99	20.00%	\$13.59
176	Michelle Obama	Taylor-Butler, Christine	9780531211922	L/R	n/a	\$29.00	20.00%	\$23.20
177	Miracle Mud: Lena Blackburne and the Secret Mud That Changed Baseball	Kelly, David A.	9780761380924	L/R	n/a	\$16.99	20.00%	\$13.59
178	Miss Maple's Seeds	Wheeler, Eliza	9780399257926	L/R	n/a	\$16.99	20.00%	\$13.59
179	My Life in Brazil	Coster, Patience	9781502600448	L/R	n/a	\$28.50	20.00%	\$22.80
180	My Lucky Birthday	Kasza, Keiko	9780399257636	L/R	n/a	\$16.99	20.00%	\$13.59
181	Native Americans: A Visual Exploration	Paleja, S. N.	9781554514854	L/R	n/a	\$19.95	20.00%	\$15.96
182	Observatory Director	Yomtov, Nel	9781633620087	L/R	n/a	\$19.95	20.00%	\$15.96
183	One Busy Day	Schaefer, Lola M.	9781423171126	L/R	n/a	\$16.99	20.00%	\$13.59

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	Outcasts United: The Story of a Refugee Soccer Team That Changed a Town	St. John, Warren	9780375990335	L/R	n/a	\$19.99	20.00%	\$15.99
184	Pablo Picasso	Venezia, Mike	9780531219768	L/R	n/a	\$29.00	20.00%	\$23.20
185	Painters of the Renaissance	Kuiper, Kathleen	9781615308774	L/R	n/a	\$32.95	20.00%	\$26.36
186	Painting	Nardo, Don	9781420505498	L/R	n/a	\$37.45	20.00%	\$29.96
187	Penguin on Vacation	Yoon, Salina	9780802733962	L/R	n/a	\$15.89	20.00%	\$12.71
188	Percy Jackson's Greek Gods	Riordan, Rick	9781423183648	L/R	n/a	\$24.99	20.00%	\$19.99
189	Perseus and Medusa	Hoena, Blake A.	9781496500205	L/R	n/a	\$26.65	20.00%	\$21.32
190	Pharrell Williams	Morreale, Marie	9780531213780	L/R	n/a	\$29.00	20.00%	\$23.20
191	Pigsticks and Harold and the Incredible Journey	Milway, Alex	9780763666156	L/R	n/a	\$12.99	20.00%	\$10.39
192	Poppy the Pirate Dog's New Shipmate	Kessler, Liz	9780763667511	L/R	n/a	\$14.99	20.00%	\$11.99
193	Prices! Prices!: Why They Go Up and Down	Adler, David A.	9780823432936	L/R	n/a	\$17.95	20.00%	\$14.36
194	Professional Athletes	Haerens, Margaret	9780737760682	L/R	n/a	\$46.45	20.00%	\$37.16
195	Pucks, Clubs, and Baseball Gloves: Reading and Writing Sports Poems	Kalz, Jill	9781479521968	L/R	n/a	\$26.65	20.00%	\$21.32
196	Puffin Peter	Horacek, Petr	9780763665722	L/R	n/a	\$16.99	20.00%	\$13.59
197	Raven Brings Back the Sun: A Tale from Canada	Barchers, Suzanne I.	97819399656803	L/R	n/a	\$26.60	20.00%	\$21.28
198	Rifka Takes a Bow	Perlov, Betty Rosenberg	9780761381273	L/R	n/a	\$17.95	20.00%	\$14.36
199	Rock-a-Bye Room	Meyers, Susan	9781419705373	L/R	n/a	\$17.95	20.00%	\$14.36
200	Rosa Parks	Taylor-Butler, Christine	9780531211953	L/R	n/a	\$29.00	20.00%	\$23.20
201	Scholastic First Picture Dictionary	Scholastic	9780545137690	L/R	n/a	\$16.99	20.00%	\$13.59
202	Schools of Hope: How Julius Rosenwald Helped Change African American Education	Finkelstein, Norman H.	9781590788417	L/R	n/a	\$16.95	20.00%	\$13.56
203								

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204	Sculpting	James, Sara	9781422231760	L/R	n/a	\$25.21	20.00%	\$20.17
205	Seeker	Dayton, Arwen Elys	9780375991486	L/R	n/a	\$21.99	20.00%	\$17.59
206	Send for a Superhero!	Rosen, Michael	9780763664381	L/R	n/a	\$16.99	20.00%	\$13.59
207	Shadow Catcher: How Edward S. Curtis Documented American Indian Dignity and Beauty	Burgan, Michael	9780756549923	L/R	n/a	\$33.99	20.00%	\$27.19
208	Show's over	Michalak, Jamie	9780763672782	L/R	n/a	\$14.99	20.00%	\$11.99
209	Sidney, Stella, and the Moon	Yarlett, Emma	9780763666231	L/R	n/a	\$16.99	20.00%	\$13.59
210	Simon & Schuster Thesaurus for Children	Latimer, Jonathan P.	9780689843228	L/R	n/a	\$17.99	20.00%	\$14.39
211	Sky Jumpers	Eddleman, Peggy	9780307981288	L/R	n/a	\$19.99	20.00%	\$15.99
212	Soccer Star	Javaherbin, Mina	9780763660567	L/R	n/a	\$16.99	20.00%	\$13.59
213	Sophie Sleeps Over	Russo, Marisabina	9781596439337	L/R	n/a	\$16.99	20.00%	\$13.59
214	Stardines Swim High Across the Sky: And Other Poems	Prelutsky, Jack	9780062014658	L/R	n/a	\$18.89	20.00%	\$15.11
215	Strike It Rich!: The Story of the California Gold Rush	Hall, Brianna	9781491401842	L/R	n/a	\$26.65	20.00%	\$21.32
216	Tea With Grandpa	Saltzberg, Barney	9781596438941	L/R	n/a	\$15.99	20.00%	\$12.79
217	Temperature	Woodford, Chris	9781433974496	L/R	n/a	\$26.60	20.00%	\$21.28
218	The Arrow Finds Its Mark: A Book of Found Poems	Heard, Georgia	9781596436657	L/R	n/a	\$16.99	20.00%	\$13.59
219	The Best Friend Battle	Eyre, Lindsay	9780545620277	L/R	n/a	\$16.99	20.00%	\$13.59
220	The Big Balloon	Scheffler, Axel	9780763663728	L/R	n/a	\$12.99	20.00%	\$10.39
221	The Big Book of Slumber	Zoboli, Giovanna	9780802854391	L/R	n/a	\$16.00	20.00%	\$12.80
222	The Boy on the Porch	Creech, Sharon	9780061892370	L/R	n/a	\$17.89	20.00%	\$14.31
223	The Boy Who Cried Wolf	Adams, Elizabeth	9780778778905	L/R	n/a	\$22.60	20.00%	\$18.08
224	The Britannica Guide to Basketball	Augustyn, Adam	9781615305285	L/R	n/a	\$39.75	20.00%	\$31.80
225	The Cask of Amontillado	Dunn, Joeming W.	9781624020155	L/R	n/a	\$19.95	20.00%	\$15.96
226	The Cat with Seven Names	Johnston, Tony	9781580893817	L/R	n/a	\$16.95	20.00%	\$13.56

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227	The Emily Sonnets: The Life of Emily Dickinson	Yolen, Jane	9781568462158	L/R	n/a	\$19.99	20.00%	\$15.99
228	The Fourteenth Goldfish	Holm, Jennifer L.	9780375970641	L/R	n/a	\$19.99	20.00%	\$15.99
229	The Gingerbread Man Loose on the Fire Truck	Murray, Laura	9780399257797	L/R	n/a	\$16.99	20.00%	\$13.59
230	The Good-Pie Party	Scanlon, Liz Garton	9780545448703	L/R	n/a	\$17.99	20.00%	\$14.39
231	The Great Lollipop Caper	Krall, Dan	9781442444607	L/R	n/a	\$16.99	20.00%	\$13.59
232	The History of Money: From Bartering to Banking	Jenkins, Martin	9780763667634	L/R	n/a	\$16.99	20.00%	\$13.59
233	The Labors of Heracles	Ehrmann, Johanna	9781477762240	L/R	n/a	\$26.25	20.00%	\$21.00
234	The Monstore	Lazar, Tara	9781442420175	L/R	n/a	\$16.99	20.00%	\$13.59
235	The Navajo	Cunningham, Kevin	9780531207628	L/R	n/a	\$29.00	20.00%	\$23.20
236	The Nowhere Box	Zuppardi, Sam	9780763663674	L/R	n/a	\$15.99	20.00%	\$12.79
237	The Practical Guide to Drawing Portraits	Barber, Barrington	9781448872145	L/R	n/a	\$22.70	20.00%	\$18.16
238	The Presidential Seal	Laplante, Walter	9781482418873	L/R	n/a	\$22.60	20.00%	\$18.08
239	The Right Word: Roget and His Thesaurus	Bryant, Jen	9780802853851	L/R	n/a	\$17.50	20.00%	\$14.00
240	The Snowy Day	Scheffler, Axel	9780763666071	L/R	n/a	\$12.99	20.00%	\$10.39
241	The Third Twin	Omololu, C. J.	9780375991714	L/R	n/a	\$20.99	20.00%	\$16.79
242	The Two and Only Kelly Twins	Hurwitz, Johanna	9780763656027	L/R	n/a	\$14.99	20.00%	\$11.99
243	The Winter Horses	Kerr, Philip	9780385755443	L/R	n/a	\$19.99	20.00%	\$15.99
244	There, There	McBratney, Sam	9780763667023	L/R	n/a	\$15.99	20.00%	\$12.79
245	Thomas Jefferson Builds a Library	Rosenstock, Barb	9781590789322	L/R	n/a	\$16.95	20.00%	\$13.56
246	Too Busy	Ruzzier, Sergio	9781423159612	L/R	n/a	\$14.99	20.00%	\$11.99
247	Truck Stop	Rockwell, Anne F.	9780670062614	L/R	n/a	\$16.99	20.00%	\$13.59
248	Tuki and Moka: A Tale of Two Tamarins	Young, Judy	9781585367955	L/R	n/a	\$16.99	20.00%	\$13.59
249	Uh-Oh, Dodo!	Sattler, Jennifer	9781590789292	L/R	n/a	\$15.95	20.00%	\$12.76

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250	Underwater Life	Kissock, Heather	9781619132405	L/R	n/a	\$28.55	20.00%	\$22.84
251	Urban Planner	Yomtov, Nel	97816333620094	L/R	n/a	\$19.95	20.00%	\$15.96
252	Using Thermometers	Metz, Lorijo	9781448896844	L/R	n/a	\$23.60	20.00%	\$18.88
253	Vampirina Ballerina Hosts a Sleepover	Pace, Anne Marie	9781423175704	L/R	n/a	\$16.99	20.00%	\$13.59
254	Venezuela	Willis, Terri	9780531256046	L/R	n/a	\$40.00	20.00%	\$32.00
255	Walt Disney: The Mouse That Roared	Lenburg, Jeff	9781604138368	L/R	n/a	\$36.84	20.00%	\$29.47
256	Washington, D.C.	Hicks, Terry Allan	9781627122429	L/R	n/a	\$34.21	20.00%	\$27.37
257	Waynetta and the Cornstalk: A Texas Fairy Tale	Ketteman, Helen	9781619131521	L/R	n/a	\$34.28	20.00%	\$27.42
258	We Shall Overcome: The Story of a Song	Levy, Debbie	9781423119548	L/R	n/a	\$16.99	20.00%	\$13.59
259	We're Going on a Ghost Hunt	Pearson, Susan	9780761463078	L/R	n/a	\$16.99	20.00%	\$13.59
260	What Are Newton's Laws of Motion?	O'Leary, Denyse	9780778772002	L/R	n/a	\$31.93	20.00%	\$25.54
261	What Would You Do With a Thesaurus?	Kralovansky, Susan	9781617836053	L/R	n/a	\$18.95	20.00%	\$15.16
262	When the Beat Was Born: DJ Kool Herc and the Creation of Hip Hop	Hill, Laban Carrick	9781596435407	L/R	n/a	\$17.99	20.00%	\$14.39
263	When Thunder Comes: Poems for Civil Rights Leaders	Lewis, J. Patrick & Burke, Jim & Christtie, R. Gregory & Engel, Tonya & Parra, John	9781452101194	L/R	n/a	\$16.99	20.00%	\$13.59
264	Whiskers, Tails & Wings: Animal Folktales from Mexico	Goldman, Judy	9781580893725	L/R	n/a	\$16.95	20.00%	\$13.56
265	Winter Sky	Giff, Patricia Reilly	9780385371926	L/R	n/a	\$18.99	20.00%	\$15.19
266	Wisconsin	Tieck, Sarah	9781617833892	L/R	n/a	\$19.95	20.00%	\$15.96
267	Women and Sports	La Bella, Laura	9781448883981	L/R	n/a	\$26.70	20.00%	\$21.36

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent: ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination: MPS
268	You Can Do It!	Lewin, Betsy	9780823425228	L/R	n/a	\$14.95	20.00%	\$11.96
269	You Can Draw Cars	Bergin, Mark	9781433974687	L/R	n/a	\$26.60	20.00%	\$21.28
270	Zachary Quinto: An Actor Reaching for the Stars	Vescia, Monique	9781477778937	L/R	n/a	\$26.70	20.00%	\$21.36
271	Zoe's Room: No Sisters Allowed	Murguia, Bethanie Deeney	9780545457811	L/R	n/a	\$16.99	20.00%	\$13.59
272	A Creepy Company	Aiken, Joan	9781491572450	MP3-CD	n/a	\$14.99	5.00%	\$14.24
273	Black Beauty	Sewell, Anna	9781491527801	MP3-CD	n/a	\$7.99	5.00%	\$7.59
274	Chicken Soup for the Soul Teens	Canfield, Jack/ Hansen, Mark Victor/ Clapps, Madeline/ Howlett, Valerie/ Grafton, Ellen	9781501245350	MP3-CD	n/a	\$14.99	5.00%	\$14.24
275	Dog Beach Unleashed	Greenwald, Lisa	9781480596108	MP3-CD	n/a	\$19.99	5.00%	\$18.99
276	Horizon	Reese, Jenn	9781501227110	MP3-CD	n/a	\$11.99	5.00%	\$11.39
277	I Have a Bad Feeling About This	Strand, Jeff	9781491584811	MP3-CD	n/a	\$14.99	5.00%	\$14.24
278	Monument 14	Laybourne, Emmy	9781491576243	MP3-CD	n/a	\$9.99	5.00%	\$9.49
279	Permanent Rose	McKay, Hilary	9781491573372	MP3-CD	n/a	\$14.99	5.00%	\$14.24
280	Pluto: A Wonder Story	Palacio, R. J.	9781491524121	MP3-CD	n/a	\$9.99	5.00%	\$9.49
281	Season of Fire	Bergren, Lisa Tawn	9781613755686	MP3-CD	n/a	\$15.99	5.00%	\$15.19
282	Strange Fate	Smith, L. J.	9781441820877	MP3-CD	n/a	\$0.00	5.00%	\$0.00
283	The Butterfly Club	Wilson, Jacqueline	9781486279326	MP3-CD	n/a	\$14.99	5.00%	\$14.24
284	The Hunger Games Trilogy	Collins, Suzanne	9781501228810	MP3-CD	n/a	\$59.99	5.00%	\$56.99
285	The Klaatu Terminus	Berkrot, Peter	9781501227189	MP3-CD	n/a	\$11.99	5.00%	\$11.39
286	The Light Princess	MacDonald, George	9781501236075	MP3-CD	n/a	\$9.99	5.00%	\$9.49
287	The Lost	Patterson, James	9781478984818	MP3-CD	n/a	\$29.99	5.00%	\$28.49
288	The Secrets We Keep	Leaver, Trisha	9781501212222	MP3-CD	n/a	\$17.99	5.00%	\$17.09
289	The Worst Class Trip Ever	Barry, Dave	9781491585665	MP3-CD	n/a	\$14.99	5.00%	\$14.24
290	Unspoken	Smith, L. J.	9781501247248	MP3-CD	n/a	\$14.99	5.00%	\$14.24
291	Animal Songs	Raffi	9781579401689	Music CD	n/a	\$0.00	5.00%	\$0.00

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292	Classroom Music for Little Mozarts, Book 3: 22 Songs to Bring Out the Music in Every Young Child	Fox, Donna Brink	9780739065242	Music CD	n/a	\$9.99	5.00%	\$9.49
293	It's Not Fair to Me	Harley, Bill	9781878126580	Music CD	n/a	\$15.42	5.00%	\$14.65
294	The Hawaiian Island Tunes for Kids	Holmes, Brent	9781934604113	Music CD	n/a	\$0.00	5.00%	\$0.00
295	When Johnny Comes Marching Home : Music of the Civil War	Enslow, Anne	9780766038677	Music CD	n/a	\$25.27	5.00%	\$24.01
296	A Nightmare on Clown Street	Stine, R. L.	9780545627740	Pb	9780545627740	\$12.79	30.00%	\$8.95
297	A Single Shard	Park, Linda Sue	9780547534268	Pb	9780547534268	\$12.79	30.00%	\$8.95
298	A Smart Girl's Guide - Middle School: Everything You Need to Know About Juggling More Homework, More Teachers, and More Friends!	Montalbano, Julie Williams	9781609584061	Pb	9781609584061	\$18.79	30.00%	\$13.15
299	A Tale of Two Centuries	Harris, Rachel	9781622660124	Pb	9781622660124	\$15.79	30.00%	\$11.05
300	A Treasure Hunt for Mama and Me: Helping Children Cope With Parental Illness	Le Verrier, Renee	9780882824369	Pb	9780882824369	\$15.75	30.00%	\$11.03
301	All About Ellie	Barkley, Callie	9781442457881	Pb	9781442457881	\$11.79	30.00%	\$8.25
302	Aloha!: A Comic Reader	Kredensor, Diane	9780307979506	Pb	9780307979506	\$9.79	30.00%	\$6.85
303	Aloha-ha-ha!	Park, Barbara	9780375834042	Pb	9780375834042	\$10.79	30.00%	\$7.55
304	Amelia Bedelia Means Business	Parish	9780062094964	Pb	9780062094964	\$10.79	30.00%	\$7.55
305	Amy and the Missing Puppy	Barkley, Callie	9781442457690	Pb	9781442457690	\$11.79	30.00%	\$8.25
306	Anansi and the Talking Melon	Kimmel, Eric A	9780823411672	Pb	9780823411672	\$13.79	30.00%	\$9.65



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307	Andrew Zimmern's Bizarre World of Food : Brains, Bugs, & Blood Sausage	Zimmern, Andrew	9780385740043	Pb	9780385740043	\$15.79	30.00%	\$11.05
308	Animales del Desierto en Peligro / Endangered Animals of the Desert	Rice, William B.	97814333371691	Pb	97814333371691	\$16.79	30.00%	\$11.75
309	Anne Frank	Zapruder, Alexandra	9781426313530	Pb	9781426313530	\$19.70	30.00%	\$13.79
310	Attack of the Graveyard Ghouls	Stine, R. L.	9780545828864	Pb	9780545828864	\$12.79	30.00%	\$8.95
311	Attitude	Stevenson, Robin	9781459803824	Pb	9781459803824	\$15.75	30.00%	\$11.03
312	Autumn's Secret Gift	Allen, Elise	9781619632547	Pb	9781619632547	\$11.79	30.00%	\$8.25
313	Babymouse 18: Happy Birthday, Babymouse	Holm, Jennifer L.	9780307931610	Pb	9780307931610	\$12.79	30.00%	\$8.95
314	Bad Kitty Drawn to Trouble	Bruel, Nick	9781596436718	Pb	9781596436718	\$19.79	30.00%	\$13.85
315	Beast Keeper	Coats, Lucy	9780448461939	Pb	9780448461939	\$11.79	30.00%	\$8.25
316	Best Friends Forever! And More True Stories of Animal Friendships	Shields, Amy	9781426309359	Pb	9781426309359	\$11.79	30.00%	\$8.25
317	Betsy's Day at the Game	Bancroft, Greg	9781938063015	Pb	9781938063015	\$19.75	30.00%	\$13.83
318	Beyond Courage: The Untold Story of Jewish Resistance During the Holocaust	Rappaport, Doreen	9780763669287	Pb	9780763669287	\$21.79	30.00%	\$15.25
319	Big Bear, Little Brother	Norac, Carl	9780230016842	Pb		\$0.00	30.00%	\$0.00
320	Bird & Squirrel on Ice	Burks, James	9780545563185	Pb	9780545563185	\$14.79	30.00%	\$10.35
321	Boris on the Move	Joyner, Andrew	9780545484435	Pb	9780545484435	\$10.79	30.00%	\$7.55
322	Bug Builders	Bradley, Timothy J.	9781480710979	Pb	9781480710979	\$27.76	30.00%	\$19.43
323	Camelot Burning	Rose, Kathryn	9780738739670	Pb	9780738739670	\$15.79	30.00%	\$11.05
324	Charles and Emma : the Darwins' Leap of Faith	Heiligman, Deborah	9780312661045	Pb	9780312661045	\$15.79	30.00%	\$11.05
325	Charlie the Ranch Dog: Where's the Bacon?	Drummond, Ree	9780062219084	Pb	9780062219084	\$9.79	30.00%	\$6.85

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326	Comics Squad: Recess!	Holm, Jennifer	9780385370035	Pb	9780385370035	\$13.79	30.00%	\$9.65
327	Creepy Carrots!	Reynolds, Aaron	9781442402973	Pb	9781442402973	\$23.79	30.00%	\$16.65
328	Cut the Lights	Krossing, Karen	9781459804135	Pb	9781459804135	\$15.75	30.00%	\$11.03
329	Cutest Animals Collection	Marsh, Laura	9781426315220	Pb	9781426315220	\$13.79	30.00%	\$9.65
330	Dead End in Norvelt	Gantos, Jack	9781250010230	Pb	9781250010230	\$13.79	30.00%	\$9.65
331	Dead End in Norvelt	Gantos, Jack	9780374379933	Pb	9780374379933	\$21.79	30.00%	\$15.25
332	Demonios de la profundidad	Bradley, Timothy J.	9781433371295	Pb	9781433371295	\$15.76	30.00%	\$11.03
333	Dacey's Song	Voigt, Cynthia	9781442428799	Pb	9781442428799	\$15.79	30.00%	\$11.05
334	Dirk Daring, Secret Agent	Becker, Helaine	9781459806832	Pb	9781459806832	\$15.75	30.00%	\$11.03
335	El Deafo	Bell, Cece	9781419710209	Pb	9781419710209	\$27.75	30.00%	\$19.43
336	Electricity and Magnetism Experiments Using Batteries, Bulbs, Wires, and More : One Hour or Less Science Experiments	Gardner, Robert	9781464401459	Pb	9781464401459	\$14.75	30.00%	\$10.33
337	Enrique's Journey: The True Story of a Boy Determined to Reunite With His Mother	Nazario, Sonia	9780385743273	Pb	9780385743273	\$22.79	30.00%	\$15.95
338	Extreme Physics	Green, Dan	9780753469699	Pb		\$0.00	30.00%	\$0.00
339	Fact or Fib?: A Challenging Game of True or False	Furgang, Kathy	9781454909828	Pb	9781454909828	\$13.75	30.00%	\$9.63
340	Fight the Empire!	Fentiman, David	9781465419897	Pb	9781465419897	\$9.79	30.00%	\$6.85
341	Flora & Ulysses: The Illuminated Adventures	DiCamillo, Kate	9780763676711	Pb	9780763676711	\$14.79	30.00%	\$10.35
342	Flora and the Flamingo	Idle, Molly	9781452110066	Pb	9781452110066	\$22.79	30.00%	\$15.95
343	Founding Mothers: Remembering the Ladies	Roberts, Cokie	9780060780029	Pb	9780060780029	\$23.79	30.00%	\$16.65
344	Frankenstein's Dog	Stine, R. L.	9780545418010	Pb	9780545418010	\$12.79	30.00%	\$8.95
345	Frog's Lucky Day	Bunting, Eve	9781585368938	Pb	9781585368938	\$9.79	30.00%	\$6.85
346	Gilbert and the Lost Tooth	De Groat, Diane	9780061252167	Pb	9780061252167	\$9.79	30.00%	\$6.85
347	Gus	Miles, Ellen	9780545726467	Pb	9780545726467	\$10.79	30.00%	\$7.55

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348	Hard Luck	Kinney, Jeff	9781419711329	Pb	9781419711329	\$19.75	30.00%	\$13.83
349	Hello, Nebulon!	O'Ryan, Ray	9781442453869	Pb	9781442453869	\$11.79	30.00%	\$8.25
350	I Survived the Nazi Invasion, 1944	Tarshis, Lauren	9780545459389	Pb	9780545459389	\$10.79	30.00%	\$7.55
351	I'm a Frog!	Willems, Mo	9781423183051	Pb	9781423183051	\$14.79	30.00%	\$10.35
352	I'm With Stupid	Herbach, Geoff	9781402277917	Pb	9781402277917	\$15.79	30.00%	\$11.05
353	Incredible Hulk: Regression	Mantlo, Bill	9780785162599	Pb	9780785162599	\$45.79	30.00%	\$32.05
354	Insects and Spiders	Taylor-Butler, Christine	9780531223383	Pb	9780531223383	\$12.75	30.00%	\$8.93
355	Isaac Newton: The Scientist Who Changed Everything	Steele, Philip	9781426314506	Pb	9781426314506	\$13.79	30.00%	\$9.65
356	Jack and Jill and Big Dog Bill: A Phonics Reader	Weston, Martha	9780375812484	Pb	9780375812484	\$9.79	30.00%	\$6.85
357	Jackie Robinson: American Hero	Robinson, Sharon	9780545540063	Pb	9780545540063	\$10.79	30.00%	\$7.55
358	Jelly Bean	Lord, Cynthia	9780545635974	Pb	9780545635974	\$11.79	30.00%	\$8.25
359	Jessica Finch in Pig Trouble	McDonald, Megan	9780763670276	Pb		\$0.00	30.00%	\$0.00
360	Junie B First Grader dumb bunny	Park, Barbara	9780375838101	Pb	9780375838101	\$10.79	30.00%	\$7.55
361	Junie B. Jones and Some Sneaky Pecky Spying	Park, Barbara	9780375858376	Pb		\$0.00	30.00%	\$0.00
362	Junie B., First Grader Jingle Bells, Batman Smells! (P.S. So Does May)	Park, Barbara	9780375828096	Pb	9780375828096	\$10.79	30.00%	\$7.55
363	Katy Duck's Happy Halloween	Capucilli, Alyssa Satin	9781442498075	Pb	9781442498075	\$22.79	30.00%	\$15.95
364	Kekkaishi 1	Tanabe, Yellow	9781591169680	Pb	9781591169680	\$15.79	30.00%	\$11.05
365	Kenya's Song	Trice, Linda	9781570918476	Pb	9781570918476	\$13.75	30.00%	\$9.63
366	Komodo Dragons	Gish, Melissa	9780898126723	Pb	9780898126723	\$17.80	30.00%	\$12.46
367	La casa de Hades / The House of Hades	Riordan, Rick	9780804171663	Pb	9780804171663	\$16.75	30.00%	\$11.73
368	Lincoln's Grave Robbers	Sheinkin, Steve	9780545405720	Pb	9780545405720	\$22.79	30.00%	\$15.95
369	Locomotive	Floca, Brian	9781416994152	Pb	9781416994152	\$23.79	30.00%	\$16.65

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370	Los tres cerditos y el lobo no tan feroz / The Somewhat Bad Wolf	Teague, Mark	9780545530880	Pb	9780545530880	\$12.79	30.00%	\$8.95
371	Lucy Longwhiskers Gets Lost	Meadows, Daisy	9780545686426	Pb	9780545686426	\$10.79	30.00%	\$7.55
372	Manga Mania: How to Draw Japanese Comics	Hart, Christopher	9780823030354	Pb	9780823030354	\$25.75	30.00%	\$18.03
373	Monkey Me and the Pet Show	Roland, Timothy	9780545559805	Pb	9780545559805	\$10.79	30.00%	\$7.55
374	Monster on the Hill	Harrell, Rob	9781603090759	Pb	9781603090759	\$25.75	30.00%	\$18.03
375	Moon Over Manifest	Vanderpool, Clare	9780385738835	Pb	9780385738835	\$22.79	30.00%	\$15.95
376	Moon over Manifest	Vanderpool, Clare	9780375858291	Pb	9780375858291	\$13.79	30.00%	\$9.65
377	Mr. Wuffles!	Wiesner, David	9780618756612	Pb	9780618756612	\$23.79	30.00%	\$16.65
378	My Life With the Walter Boys	Novak, Ali	9781402297861	Pb	9781402297861	\$15.79	30.00%	\$11.05
379	Naruto 67	Kishimoto, Masashi	9781480666696	Pb		\$0.00	30.00%	\$0.00
380	Nat the Gnat	Houran, Lori Haskins	9780062087072	Pb	9780062087072	\$9.79	30.00%	\$6.85
381	National Geographic Kids Just Joking 6: 300 Hilarious Jokes About Everything Including Tongue Twisters, Riddles, and More!	Pattison, Rosie Gowsell	9781426317354	Pb	9781426317354	\$13.79	30.00%	\$9.65
382	Number the Stars	Lowry, Lois	9780544340008	Pb	9780544340008	\$23.79	30.00%	\$16.65
383	Oh, No!	Fleming, Candace	9780375842719	Pb		\$0.00	30.00%	\$0.00
384	One Cool Cat!	Corbett, Susannah	9781405230353	Pb	9781405230353	\$15.79	30.00%	\$11.05
385	Out for Blood	Spradlin, Michael P.	9780545506762	Pb	9780545506762	\$11.79	30.00%	\$8.25
386	Pete the Cat and His Magic Sunglasses	Dean, James	9780062275561	Pb	9780062275561	\$23.79	30.00%	\$16.65
387	Pinkalicious: Soccer Star	Kann, Victoria	9780061989643	Pb	9780061989643	\$9.79	30.00%	\$6.85
388	Planet Jupiter	Squire, Ann O.	9780531253571	Pb	9780531253571	\$12.75	30.00%	\$8.93
389	Prisoner B-3087	Gratz, Alan	9780545459013	Pb	9780545459013	\$22.79	30.00%	\$15.95
390	Ricky Ricotta's Mighty Robot	Pilkey, Dav	9780545630092	Pb	9780545630092	\$11.79	30.00%	\$8.25

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391	Ruby Bridges	Ribke, Simone T.	9780531209936	Pb	9780531209936	\$11.75	30.00%	\$8.23
392	Sea Disasters	Weil, Ann	9781616519339	Pb	9781616519339	\$14.75	30.00%	\$10.33
393	Seed to Plant	Rattini, Kristin Baird	9781426314704	Pb	9781426314704	\$9.79	30.00%	\$6.85
394	Seeing Orange	Cassidy, Sara	9781554699919	Pb	9781554699919	\$12.75	30.00%	\$8.93
395	Show and Tell, Flat Stanley!	Brown, Jeff	9780062189752	Pb	9780062189752	\$9.79	30.00%	\$6.85
396	Sisters	Telgemeier, Raina	9780545540605	Pb	9780545540605	\$16.79	30.00%	\$11.75
397	Some Quiet Place	Sutton, Kelsey	9780738736433	Pb	9780738736433	\$15.79	30.00%	\$11.05
398	Space	Robertson, Kay	9781621697411	Pb	9781621697411	\$15.75	30.00%	\$11.03
399	Spider-man: Identity Crisis	DeFalco, Tom	9780785159704	Pb	9780785159704	\$30.79	30.00%	\$21.55
400	Splat the Cat Makes Dad Glad	Heyman, Alissa	9780062115973	Pb	9780062115973	\$9.79	30.00%	\$6.85
401	Squirrels on Skis	Ray, J. Hamilton	9780449810811	Pb	9780449810811	\$14.79	30.00%	\$10.35
402	Step-by-Step Science Experiments in Biology	VanCleave, Janice Pratt	9781448884636	Pb	9781448884636	\$19.95	30.00%	\$13.97
403	Steve & Wessley in The Sea Monster	Morris, J. E.	9780545614825	Pb	9780545614825	\$9.79	30.00%	\$6.85
404	Stranger Things	Lubar, David	9780545496025	Pb	9780545496025	\$10.79	30.00%	\$7.55
405	Stuck in the Mud	Drummond, Ree	9780062347749	Pb	9780062347749	\$9.79	30.00%	\$6.85
406	Surprise, Trojans!: The Story of the Trojan Horse	Holub, Joan	9781481420860	Pb	9781481420860	\$9.79	30.00%	\$6.85
407	Sylva and the Fairy Ball	McNamara, Margaret	9780062228017	Pb	9780062228017	\$10.79	30.00%	\$7.55
408	That Is Not a Good Idea!	Willems, Mo	9780062203090	Pb	9780062203090	\$23.79	30.00%	\$16.65
409	The Bat Scientists	Carson, Mary Kay	9780544104938	Pb	9780544104938	\$14.79	30.00%	\$10.35
410	The Boy on the Wooden Box: How the Impossible Became Possible... on Schindler's List	Leyson, Leon	9781442497818	Pb	9781442497818	\$23.79	30.00%	\$16.65
411	The Crossover	Alexander, Kwame	9780544107717	Pb	9780544107717	\$22.79	30.00%	\$15.95
412	The Cuban Missile Crisis	Jeffrey, Gary	9780778712374	Pb	9780778712374	\$16.75	30.00%	\$11.73
413	The Dark	Snicket, Lemony	9780316187480	Pb	9780316187480	\$22.79	30.00%	\$15.95
414	The Day the Crayons Quit	Daywalt, Drew	9781480785069	Pb	9781480785069	\$22.75	30.00%	\$15.93
415	The Deductive Detective	Rock, Brian	9781607186250	Pb	9781607186250	\$15.75	30.00%	\$11.03
416	The Dirt Diary	Staniszewski, Anna	9781402286360	Pb	9781402286360	\$12.79	30.00%	\$8.95

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417	The Doll Graveyard	Ruby, Lois	9780545617864	Pb	9780545617864	\$12.79	30.00%	\$8.95
418	The frog Scientist	Turner, Pamela S	9780547576985	Pb	9780547576985	\$15.79	30.00%	\$11.05
419	The Giver	Lowry, Lois	9780544336261	Pb	9780544336261	\$14.79	30.00%	\$10.35
420	The Graveyard Book	Gaiman, Neil	9780060530945	Pb	9780060530945	\$14.79	30.00%	\$10.35
421	The Great Escape	Dixon, Franklin W.	9781481422673	Pb	9781481422673	\$10.79	30.00%	\$7.55
422	The Higher Power of Lucky	Patron, Susan	9781416975571	Pb	9781416975571	\$13.79	30.00%	\$9.65
423	The Midwife's Apprentice	Cushman, Karen	9780547722177	Pb	9780547722177	\$12.79	30.00%	\$8.95
424	The Noisy Paint Box: The Colors and Sounds of Kandinsky's Abstract Art	Rosenstock, Barb	9780307978486	Pb	9780307978486	\$23.79	30.00%	\$16.65
425	The One and Only Ivan	Applegate, Katherine	9780061992278	Pb	9780061992278	\$13.79	30.00%	\$9.65
426	The One and Only Ivan	Applegate, Katherine	9780061992254	Pb	9780061992254	\$22.79	30.00%	\$15.95
427	The Sowing	Dos Santos, Steven	9780738735405	Pb	9780738735405	\$15.79	30.00%	\$11.05
428	The Story of Mankind	Van Loon, Hendrik Willem	9780871407153	Pb	9780871407153	\$40.80	30.00%	\$28.56
429	The Sun and the Earth	Steffoff, Rebecca	9781627125222	Pb	9781627125222	\$18.73	30.00%	\$13.11
430	The Vietnam War	Polansky, Daniel	9780545488556	Pb	9780545488556	\$12.79	30.00%	\$8.95
431	Thin Space	Casella, Jody	9781582703923	Pb	9781582703923	\$15.79	30.00%	\$11.05
432	This One Summer	Tamaki, Mariko	9781626720947	Pb	9781626720947	\$27.79	30.00%	\$19.45
433	Titanic: Voices from the Disaster	Hopkinson, Deborah	9780545116749	Pb	9780545116749	\$23.79	30.00%	\$16.65
434	Turtle in Paradise	Holm, Jennifer L.	9780375836886	Pb	9780375836886	\$22.79	30.00%	\$15.95
435	Violet Mackerel's Brilliant Plot	Branford, Anna	9781442435865	Pb	9781442435865	\$11.79	30.00%	\$8.25
436	Volcano Blast	Kennedy, Marlane	9780545530477	Pb	9780545530477	\$10.79	30.00%	\$7.55
437	Water Planet Rescue	Mass, Wendy	9780316243223	Pb	9780316243223	\$11.79	30.00%	\$8.25
438	When You Reach Me	Stead, Rebecca	9780385737425	Pb	9780385737425	\$21.79	30.00%	\$15.25
439	When You Reach Me	Stead, Rebecca	9780375850868	Pb	9780375850868	\$12.79	30.00%	\$8.95
440	Where Is Mount Rushmore?	Kelley, True	9780448483566	Pb	9780448483566	\$11.79	30.00%	\$8.25
441	Who Was Clara Barton?	Spinner, Stephanie	9780448479538	Pb	9780448479538	\$10.79	30.00%	\$7.55
442	Wild Horse Scientists	Frydenborg, Kay	9780544257467	Pb	9780544257467	\$15.79	30.00%	\$11.05

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination/MP
443	Wonder	Palacio, R. J.	9780375869020	Pb	9780375869020	\$22.79	30.00%	\$15.95
444	World War II	Callery, Sean	9780545479752	Pb	9780545479752	\$21.79	30.00%	\$15.25
445	Young Cam Jansen and the Knock Knock Mystery	Adler, David A.	9780670012619	Pb	9780670012619	\$20.79	30.00%	\$14.55
446	Zombie Halloween	Stine, R. L.	9780545627764	Pb	9780545627764	\$13.79	30.00%	\$9.65
447	Anomaly	Mcgee, Krista	9781401688721	PBK	n/a	\$9.99	30.00%	\$6.99
448	Ask Again Later	Czukas, Liz	9780062272393	PBK	n/a	\$9.99	30.00%	\$6.99
449	Avengers Infinity Classic	Stern, Roger	9780785166788	PBK	n/a	\$14.99	30.00%	\$10.49
450	Baby Can Bounce!	Chapman, Lynne	9781405258319	PBK	n/a	\$7.99	30.00%	\$5.59
451	Captain America: Captain America and Hawkeye	Bunn, Cullen	9780785160861	PBK	n/a	\$12.99	30.00%	\$9.09
452	Chillax	Scott, Jerry	9780062228512	PBK	n/a	\$9.99	30.00%	\$6.99
453	Conoce a Miguel de Cervantes / Get to Know Miguel de Cervantes	Iturralde, Edna	9781614353461	PBK	n/a	\$13.95	30.00%	\$9.77
454	Cowgirl Katie	Manushkin, Fran	9781479523535	PBK	n/a	\$5.95	30.00%	\$4.17
455	Disconnect	Peterson, Lois	9781459801431	PBK	n/a	\$9.95	30.00%	\$6.97
456	Don't Sneeze at the Wedding	Mayer, Pamela	9781467704298	PBK	n/a	\$7.95	30.00%	\$5.57
457	Double Dribble	Mack, W. C.	9781599909387	PBK	n/a	\$6.99	30.00%	\$4.89
458	Drawing Manga Men	Southgate, Anna	9781448892617	PBK	n/a	\$14.05	30.00%	\$9.84
459	Entre dos lunas	Creech, Sharon	9788427901278	PBK	n/a	\$13.99	30.00%	\$9.79
460	Eric!	Wormell, Chris	9781849412841	PBK	n/a	\$0.00	30.00%	\$0.00
461	Escape from Mr. Lemoncello's Library	Grabenstein, Chris	9780307931474	PBK	n/a	\$6.99	30.00%	\$4.89
462	Fangs!	McDonald, Alan/ Roberts, David	9781434242679	PBK	n/a	\$4.95	30.00%	\$3.47
463	Fantastic Four: Crusaders & Titans	Thomas, Roy	9780785184362	PBK	n/a	\$29.99	30.00%	\$20.99
464	Fifteenth Summer	Dalton, Michelle	9781442472662	PBK	n/a	\$10.99	30.00%	\$7.69
465	Free to a Good Home	Thompson, Colin	9781741663198	PBK	n/a	\$9.99	30.00%	\$6.99
466	Gracias a Winn-Dixie	DiCamillo, Kate	9788427932654	PBK	n/a	\$12.99	30.00%	\$9.09

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467	If Only	Citra, Becky	9781459802865	PBK	n/a	\$12.95	30.00%	\$9.07
468	Invisible	Bates, Marni	9780758269386	PBK	n/a	\$9.95	30.00%	\$6.97
469	Kid Soldier	Maruno, Jennifer	9781459706774	PBK	n/a	\$10.99	30.00%	\$7.69
470	La guerra de la limonada	Davies, Jacqueline	9780544252035	PBK	n/a	\$6.99	30.00%	\$4.89
471	La hora mas oscura	Hunter, Erin	9788498385588	PBK	n/a	\$12.95	30.00%	\$9.07
472	La leccion de August - Wonder	Palacio, R. J.	9780804171120	PBK	n/a	\$12.95	30.00%	\$9.07
473	Los juegos del hambre	Collins, Suzanne	9788427202122	PBK	n/a	\$19.99	30.00%	\$13.99
474	Lost in Thought	Bertrand, Cara	9781935462941	PBK	n/a	\$11.95	30.00%	\$8.37
475	Maisy Goes to the Movies	Cousins, Lucy	9780763672379	PBK	n/a	\$6.99	30.00%	\$4.89
476	Missy's Super Duper Royal Deluxe Picture Day	Nees, Susan	9780545438513	PBK	n/a	\$4.99	30.00%	\$3.49
477	No Man's Land	Underdahl, S. T.	9780738733050	PBK	n/a	\$9.99	30.00%	\$6.99
478	Picasso's Trousers	Allan, Nicholas	9780099495369	PBK	n/a	\$9.99	30.00%	\$6.99
479	Pokémon Adventures: Black & White 7	Kusaka, Hidenori	9781421578361	PBK	n/a	\$9.99	30.00%	\$6.99
480	Power Ponies to the Rescue!	Belle, Magnolia	9780316410854	PBK	n/a	\$3.99	30.00%	\$2.79
481	Redakai 1: Invasion of the Gilfreem	Sitterson, Aubrey	9781421543383	PBK	n/a	\$0.00	30.00%	\$0.00
482	Rookie	Nicholson, Lorna Schultz	9781459400245	PBK	n/a	\$9.95	30.00%	\$6.97
483	Sinsajo	Collins, Suzanne	9788427202146	PBK	n/a	\$19.99	30.00%	\$13.99
484	Tag Along	Ryan, Tom	9781459802971	PBK	n/a	\$12.95	30.00%	\$9.07
485	Talent Trouble	Jakubowski, Michele	9781479523559	PBK	n/a	\$5.95	30.00%	\$4.17
486	The Cats of Tanglewood Forest	De Lint, Charles	9780316053594	PBK	n/a	\$8.00	30.00%	\$5.60
487	The Color of Silence	Shaw, Liane	9781926920931	PBK	n/a	\$11.95	30.00%	\$8.37
488	The Croc Ate My Homework	Pastis, Stephan T.	9781449436360	PBK	n/a	\$9.99	30.00%	\$6.99
489	The Princess in the Opal Mask	Lundquist, Jenny	97807624451098	PBK	n/a	\$9.95	30.00%	\$6.97
490	The Stone Hatchlings	Tsiang, Sarah	9781554514328	PBK	n/a	\$9.95	30.00%	\$6.97
491	The summer i became a nerd	Miller, Leah Rae	9781620612385	PBK	n/a	\$9.99	30.00%	\$6.99



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492	The Sweet Dead Life	Preble, Joy	9781616953683	PBK	n/a	\$9.99	30.00%	\$6.99
493	The Three Little Pigs and the New Neighbor	Blackford, Andy	9780778704829	PBK	n/a	\$7.95	30.00%	\$5.57
494	The Witch's Curse	Quinn, Jordan	9781481400756	PBK	n/a	\$4.99	30.00%	\$3.49
495	Touched	Balog, Cyn	9780385740333	PBK	n/a	\$9.99	30.00%	\$6.99
496	War Brothers	Mckay, Sharon E.	9781554516476	PBK	n/a	\$11.95	30.00%	\$8.37
497	X-Man: The Man Who Fell to Earth	Loeb, Jeph	9780785159810	PBK	n/a	\$34.99	30.00%	\$24.49
498	A Practical Guide to Tiering Instruction in the Differentiated Classroom: Classroom-tested Strategies, Management Tools, Assessment Ideas, and More to Help You Create Effective Tiered Lessons That Work for Every Learner: Grades 3-8	Armstrong, Sarah	9780545112666	Prof	n/a	\$19.99	5.00%	\$18.99
499	Books That Teach Kids to Write	Saccardi, Marianne C.	9781598844511	Prof	n/a	\$47.06	5.00%	\$44.71
500	Building a Common Core-Based Curriculum: Mapping With Focus and Fidelity	Udelhofen, Susan	9781936764686	Prof	n/a	\$24.95	5.00%	\$23.70
501	Building Number Sense Through the Common Core	Witzel, Bradley S.	9781452202556	Prof	n/a	\$35.56	5.00%	\$33.78
502	Classroom Assessment: What Teachers Need to Know	Popham, W. James	9780133389135	Prof	n/a	\$156.62	5.00%	\$148.79
503	Common Core for the Not-So-Common Learner: English Language Arts Strategies, Grades K-5	Dove, Maria G.	9781452257822	Prof	n/a	\$33.28	5.00%	\$31.62

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504	Community Schools in Action: Lessons from a Decade of Practice	Dryfoos, Joy G.	9780195169591	Prof	n/a	\$0.00	5.00%	\$0.00
505	Comprehension & Collaboration: Inquiry Circles in Action	Harvey, Stephanie Lewis, William E. & Walpole, Sharon & McKenna, Michael C. & Menzer, Jeffrey & Nagy, Jacob	9780325012308	Prof	n/a	\$40.00	5.00%	\$38.00
506	Cracking the Common Core: Choosing and Using Texts in Grades 6-12		9781462513130	Prof	n/a	\$34.44	5.00%	\$32.72
507	Creating Standards-Based Integrated Curriculum: The Common Core State Standards Edition	Drake, Susan M.	9781452218809	Prof	n/a	\$41.06	5.00%	\$39.01
508	Curriculum and Instruction Every Book Is a Social Studies Book: How to Meet Standards With Picture Books, K-6	Eakle, A. Jonathan	9781412988087	Prof	n/a	\$105.56	5.00%	\$100.28
509	Google Apps Meets Common Core	Libresco, Andrea	9781598845204	Prof	n/a	\$35.29	5.00%	\$33.53
510	How Children Succeed: Grit, Curiosity, and the Hidden Power of Character	Graham, Michael J. Tough, Paul	9781452257334	Prof	n/a	\$33.28	5.00%	\$31.62
511	How to Assess Higher-Order Thinking Skills in Your Classroom	Susan M. Brookhart	9780544104402	Prof	n/a	\$15.95	5.00%	\$15.15
512	How to Design Questions and Tasks to Assess Student Thinking	Brookhart, Susan M.	9781416619246	Prof	n/a	\$24.95	5.00%	\$23.70
513						\$24.95	5.00%	\$23.70

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
514	Implementing Restorative Practice in Schools: A Practical Guide to Transforming School Communities	Thorsborne, Margaret	9781849053778	Prof	n/a	\$39.95	5.00%	\$37.95
515	Mindset: The New Psychology of Success	Dweck, Carol	9780345472328	Prof	n/a	\$16.00	5.00%	\$15.20
516	New Routes to Library Success: 100+ Ideas from Outside the Stacks	Doucett, Elisabeth	9780838913130	Prof	n/a	\$55.00	5.00%	\$52.25
517	School Library Makerspaces: Grades 6-12	Preddy, Leslie B.	9781610694940	Prof	n/a	\$52.94	5.00%	\$50.29
518	So Much Reform, So Little Change: The Persistence of Failure in Urban Schools	Payne, Charles M.	9781891792885	Prof	n/a	\$0.00	5.00%	\$0.00
519	Start a Revolution: Stop Acting Like a Library	Bizzle, Ben	9780838912676	Prof	n/a	\$52.00	5.00%	\$49.40
520	Teaching With Poverty in Mind: What Being Poor Does To Kids' Brains And What Schools Can Do About It	Jensen, Eric	9781416608844	Prof	n/a	\$26.95	5.00%	\$25.60
521	The Best-Kept Teaching Secret: How Written Conversations Engage Kids, Activate Learning, Grow Fluent Writers . . . K-12	Daniels, Harvey "Smokey" A.	9781452268637	Prof	n/a	\$33.28	5.00%	\$31.62
522	The Common Core Approach to Building Literacy in Boys	Knowles, Eliz	9781610696357	Prof	n/a	\$52.94	5.00%	\$50.29

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination: MPS
523	The Common Core Companion: The Standards Decoded, Grades 6-8: What They Say, What They Mean, How to Teach Them	Burke, Jim	9781452276038	Prof	n/a	\$39.94	5.00%	\$37.94
524	The Common Core Grammar Toolkit: Using Mentor Texts to Teach the Language Standards in Grades 6-8	Ruday, Sean	9780415739764	Prof	n/a	\$156.25	5.00%	\$148.44
525	The Handbook for Storytellers	Freeman, Judy	9780838911006	Prof	n/a	\$65.00	5.00%	\$61.75
526	The Way of Mindful Education: Cultivating Well-Being in Teachers and Students	Rechtschaffen, Daniel	9780393708950	Prof	n/a	\$24.95	5.00%	\$23.70
527	Uncovering Student Thinking About Mathematics in the Common Core, Grades 6-8: 25 Formative Assessment Probes	Tobey, Cheryl Rose	9781452230887	Prof	n/a	\$43.28	5.00%	\$41.12
528	Vocabulary for the Common Core	Marzano, Robert J.	9780985890223	Prof	n/a	\$34.95	5.00%	\$33.20
529	Worlds of Making: Best Practices for Establishing a Makerspace for Your School	Fleming, Laura	9781483382821	Prof	n/a	\$13.28	5.00%	\$12.62
530	172 Hours on the Moon	Harstad, Johan	9780316182881	T-HC	n/a	\$17.99	25.00%	\$13.49
531	5 to 1	Bodger, Holly	9780385391535	T-HC	n/a	\$17.99	25.00%	\$13.49
532	A Blind Spot for Boys	Chen, Justina	9780316102537	T-HC	n/a	\$18.00	25.00%	\$13.50
533	A Catfish Tale: A Bayou Story of the Fisherman and His Wife	Stewart, Whitney & Guerlais, Gerald	9780807510988	T-HC	n/a	\$16.99	25.00%	\$12.74

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534	A Little Bit of Spectacular	Phillips, Gin	9780803738379	T-HC	n/a	\$16.99	25.00%	\$12.74
535	A Volcano Beneath the Snow: John Brown's War Against Slavery	Marrin, Albert	9780307981523	T-HC	n/a	\$19.99	25.00%	\$14.99
536	A World of Her Own: 24 Amazing Women Explorers and Adventurers	Ross, Michael Elsohn	9781613744383	T-HC	n/a	\$19.95	25.00%	\$14.96
537	And We Stay	Hubbard, Jenny	9780385740579	T-HC	n/a	\$16.99	25.00%	\$12.74
538	Anne Frank: A Light in the Dark	Hollingsworth, Tamara Leigh	9781480711174	T-HC	n/a	\$21.96	25.00%	\$16.47
539	Atlantis in Peril	Barron, T. A.	9780399168048	T-HC	n/a	\$17.99	25.00%	\$13.49
540	Atlantis Rising	Barron, T. A.	9780399257575	T-HC	n/a	\$17.99	25.00%	\$13.49
541	Avis Dolphin	Frieda Wishinsky	9781554984893	T-HC	n/a	\$16.95	25.00%	\$12.71
542	Barack Obama: President of the United States	Conklin, Blane, Ph.D.	9781480721463	T-HC	n/a	\$23.96	25.00%	\$17.97
543	Below	McKinlay, Meg	9780763661267	T-HC	n/a	\$15.99	25.00%	\$11.99
544	Belzhar : A Novel	Wolitzer, Meg	9780525423058	T-HC	n/a	\$17.99	25.00%	\$13.49
545	Between Two Worlds	Kirkpatrick, Katherine	9780385740470	T-HC	n/a	\$16.99	25.00%	\$12.74
546	Big Bear's Big Boat	Bunting, Eve	9780618585373	T-HC	n/a	\$12.99	25.00%	\$9.74
547	Big Cats	Walker, Sarah	9781465415615	T-HC	n/a	\$10.99	25.00%	\$8.24
548	Bits & Pieces	Schachner, Judith Byron	9780803737884	T-HC	n/a	\$17.99	25.00%	\$13.49
549	Bullying	Perdew, Laura	9781624034183	T-HC	n/a	\$23.95	25.00%	\$17.96
550	Bumblebee	Wilson, J. V.	9781847800084	T-HC	n/a	\$0.00	25.00%	\$0.00
551	Capoeira	Haney, Johannah	9780761449324	T-HC	n/a	\$29.93	25.00%	\$22.45
552	Caught (Missing Series #5) Celebrating California: 50 States to Celebrate	Haddix, Margaret Peterson	9781416989820	T-HC	n/a	\$16.99	25.00%	\$12.74
553	Cheetahs	Bauer, Marion Dane	9780547983851	T-HC	n/a	\$12.99	25.00%	\$9.74
554	Ciaira	Reade, Clara	9781448874644	T-HC	n/a	\$23.60	25.00%	\$17.70
555	Cinderella	Hill, Z. B.	9781422225134	T-HC	n/a	\$15.79	25.00%	\$11.84
556		Sanderson, Ruth	9781566569477	T-HC	n/a	\$19.94	25.00%	\$14.96

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557	Code Name Pauline: Memoirs of a World War II Special Agent	Cornioley, Pearl	9781613744871	T-HC	n/a	\$19.95	25.00%	\$14.96
558	Code Name Verity	Witherington Wein, Elizabeth	9781423152194	T-HC	n/a	\$16.99	25.00%	\$12.74
559	Colin Fischer	Miller, Ashley Edward	9781595145789	T-HC	n/a	\$17.99	25.00%	\$13.49
560	Colonel Theodore Roosevelt	Adler, David A.	9780823429509	T-HC	n/a	\$18.95	25.00%	\$14.21
561	Coming Clean	Ross, Jeff	9781459803329	T-HC	n/a	\$16.95	25.00%	\$12.71
562	Como reconocer a un monstruo / How to Recognize a Monster	Roldan, Gustavo	9788492595631	T-HC	n/a	\$11.95	25.00%	\$8.96
563	Contaminated	Garner, Em	9781606843543	T-HC	n/a	\$17.99	25.00%	\$13.49
564	Crisantemo	Henkes, Kevin	9788424165291	T-HC	n/a	\$14.99	25.00%	\$11.24
565	Curtain Up	Fiedler, Lisa and Wallace, Anya	9781585369232	T-HC	n/a	\$11.99	25.00%	\$8.99
566	Cyclops Tells All: The Way Eye See It	Loewen, Nancy & Pentney, Ryan	9781479529551	T-HC	n/a	\$0.00	25.00%	\$0.00
567	Dangerous Waters: An Adventure on the Titanic	Mone, Gregory	9781596436732	T-HC	n/a	\$16.99	25.00%	\$12.74
568	Day of Doom (The 39 Clues: Cahills vs. Vespers: Series #6)	Baldacci, David	9780545298445	T-HC	n/a	\$12.99	25.00%	\$9.74
569	Daytime, Nighttime	Low, William	9780805097511	T-HC	n/a	\$16.99	25.00%	\$12.74
570	Diamond Boy	Williams, Michael	9780316320696	T-HC	n/a	\$18.00	25.00%	\$13.50
571	Dirt Bikes, Drones, and Other Ways to Fly	Wesselhoeft, Conrad	9780544232693	T-HC	n/a	\$17.99	25.00%	\$13.49
572	Don Batuta busca músicos para su orquesta	Menendez-Ponte, Maria and Azcona, Marta	9788483433058	T-HC	n/a	\$8.95	25.00%	\$6.71
573	Edible Colors	Bass, Jennifer Vogel	9781626720022	T-HC	n/a	\$12.99	25.00%	\$9.74
574	El gato con botas / Puss in Boots	Gurney, Stella & Kelley, Gerald	9788415235200	T-HC	n/a	\$24.95	25.00%	\$18.71

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575	Enrique's Journey: The True Story of a Boy Determined to Reunite With His Mother	Nazarario, Sonia	9780385743273	T-HC	n/a	\$16.99	25.00%	\$12.74
576	Enrique's Journey: The True Story of a Boy Determined to Reunite With His Mother	Nazarario, Sonia	9780385743273	T-HC	n/a	\$16.99	25.00%	\$12.74
577	Following Papa's Song	Marino, Gianna	9780670013159	T-HC	n/a	\$16.99	25.00%	\$12.74
578	Forward Pass	Schultz Nicholson, Lorna	9781459403734	T-HC	n/a	\$16.95	25.00%	\$12.71
579	Freddy the Frogcaster	Dean, Janice	9781621570844	T-HC	n/a	\$16.99	25.00%	\$12.74
580	From Birds to... Aircraft	Gregory, Josh	9781610804974	T-HC	n/a	\$19.95	25.00%	\$14.96
581	Geography: A Visual Encyclopedia	Woodward, John	9781465412188	T-HC	n/a	\$29.99	25.00%	\$22.49
582	Hamlet: Retold in Modern-day English	Knapman, Timothy	9781609927660	T-HC	n/a	\$14.95	25.00%	\$11.21
583	Hand in Hand: Ten Black Men Who Changed America	Pinkney, Andrea	9781423142577	T-HC	n/a	\$19.99	25.00%	\$14.99
584	Hansel and Gretel	Mcfadden, Deanna & Graegin, Stephanie	9781402783357	T-HC	n/a	\$4.95	25.00%	\$3.71
585	Hark! A Shark!	Worth, Bonnie & Ruiz, Aristides & Mathieu, Joe	9780375870736	T-HC	n/a	\$8.99	25.00%	\$6.74
586	Have Courage, Be Kind: The Tale of Cinderella	Candau, Brittany	9781484723616	T-HC	n/a	\$0.00	25.00%	\$0.00
587	Hello, Moon!	Simon, Francesca	9780545647953	T-HC	n/a	\$16.99	25.00%	\$12.74
588	Henny Penny	Galdone, Paul	9780547902005	T-HC	n/a	\$8.99	25.00%	\$6.74
589	Hollow City	Riggs, Ransom	9781594746123	T-HC	n/a	\$18.99	25.00%	\$14.24
590	Home Front Girl: A Diary of Love, Literature, and Growing Up in Wartime America	Morrison, Joan	9781613744574	T-HC	n/a	\$19.95	25.00%	\$14.96
591	How to Be a Cat	McClure, Nikki	9781419705281	T-HC	n/a	\$16.95	25.00%	\$12.71
592	How to Lose a Lemur	Preston-Gannon, Frann	9781454911319	T-HC	n/a	\$14.95	25.00%	\$11.21
593	I Love You Night and Day	Prasadam-Halls, Smriti	9781619634077	T-HC	n/a	\$7.99	25.00%	\$5.99

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary/Bound Equivalent: ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination: MPS
	I Wonder Why the Sun Rises: And Other Questions About Time and Seasons	Walpole, Brenda	9780753465615	T-HC	n/a	\$0.00	25.00%	\$0.00
594	i'm Not Scared!	Allen, Jonathan	9781907152634	T-HC	n/a	\$16.95	25.00%	\$12.71
595	Insurgent (Divergent Series #2) (Collector's Edition)	Roth, Veronica	9780062234933	T-HC	n/a	\$0.00	25.00%	\$0.00
596	into the Still Blue	Rossi, Veronica	9780062072092	T-HC	n/a	\$17.99	25.00%	\$13.49
597	Island of Thieves	Lacey, Josh	9780547763279	T-HC	n/a	\$15.99	25.00%	\$11.99
598	Jack	dePaola, Tomie	9780399161544	T-HC	n/a	\$17.99	25.00%	\$13.49
599	Jorge el curioso va a una fiesta de disfraces / Curious George Goes to a Costume Party	Rey, H. A.	9780547865744	T-HC	n/a	\$12.99	25.00%	\$9.74
600	Jump into the Sky	Pearsall, Shelley	9780375836992	T-HC	n/a	\$16.99	25.00%	\$12.74
601	Killer Crocodiles	Woolf, Alex	9781445104881	T-HC	n/a	\$0.00	25.00%	\$0.00
602	Knit Together	Dominguez, Angela	9780803740990	T-HC	n/a	\$16.99	25.00%	\$12.74
603	La casa encantada / The Haunted House	Kohara, Kazuno	9788494154928	T-HC	n/a	\$17.95	25.00%	\$13.46
604	La princesa y la cerdita / The Princess and the Pig	Emmett, Jonathan	9788415532033	T-HC	n/a	\$18.99	25.00%	\$14.24
605	Ladybug Girl and the Big Snow	Soman, David	9780803735835	T-HC	n/a	\$17.99	25.00%	\$13.49
606	Lebron James	Wearing, Judy	9781616906696	T-HC	n/a	\$27.13	25.00%	\$20.35
607	Little Owl's Day	Srinivasan, Divya	9780670016501	T-HC	n/a	\$16.99	25.00%	\$12.74
608	Little Red Hot	Kimmel, Eric A.	9781477816387	T-HC	n/a	\$17.99	25.00%	\$13.49
609	Lizzie!	Kumin, Maxine	9781609805180	T-HC	n/a	\$21.95	25.00%	\$16.46
610	Look!	Lewin, Ted	9780823426072	T-HC	n/a	\$14.95	25.00%	\$11.21
611	Looks Like Daylight: Voices of Indigenous Kids	Ellis, Deborah	9781554981205	T-HC	n/a	\$15.95	25.00%	\$11.96
612	Los Mariachis	Ruesga, Rita Rosa	9780545563277	T-HC	n/a	\$9.99	25.00%	\$7.49
613								



Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination: MPS
	Los Tres Lobitos y el Cochino Feroz / The Three Little Wolves and the Big Bad Pig	Trivizas, Eugene & Oxenbury, Helen	9788493842963	T-HC	n/a	\$18.99	25.00%	\$14.24
614	Lots of Bots	Richards, C. J.	9780544339347	T-HC	n/a	\$13.99	25.00%	\$10.49
615	Love Letters to the Dead	Dellaira, Ava	9780374346676	T-HC	n/a	\$17.99	25.00%	\$13.49
616	Love, Lucas	Sedgwick, Chantele	9781632204172	T-HC	n/a	\$16.99	25.00%	\$12.74
617	Maggi and Milo	Brenning, Juli	9780803737952	T-HC	n/a	\$16.99	25.00%	\$12.74
618	Mama Built a Little Nest	Ward, Jennifer	9781442421165	T-HC	n/a	\$17.99	25.00%	\$13.49
619	Mammals	Burnie, David	9780753466100	T-HC	n/a	\$0.00	25.00%	\$0.00
620	Maps and Geography	Jennings, Ken	9781442498488	T-HC	n/a	\$18.99	25.00%	\$14.24
621	Mischief and Malice	Amoss, Berthe	9781939601445	T-HC	n/a	\$18.95	25.00%	\$14.21
622	Mix It Up!	Tullet, Hervé	9781452137353	T-HC	n/a	\$15.99	25.00%	\$11.99
623	Moone Boy: The Blunder Years	O'Dowd, Chris & Murphy, Nick V.	9781250057075	T-HC	n/a	\$14.99	25.00%	\$11.24
624	My Animal Book	Dauvois, Dr. Sophie	9780500650240	T-HC	n/a	\$18.95	25.00%	\$14.21
625	My Life as a Cartoonist	Tashjian, Janet	9780805096095	T-HC	n/a	\$13.99	25.00%	\$10.49
626	My Life as a Stuntboy	Tashjian, Janet	9780805089042	T-HC	n/a	\$13.99	25.00%	\$10.49
627	Natural Disasters: Investigate Earth's Most Destructive Forces with 25 Projects	Reilly, Kathleen M.	9781619301474	T-HC	n/a	\$21.95	25.00%	\$16.46
628	Nelly Gnu and Daddy Too	Dewdney, Anna	9780670012275	T-HC	n/a	\$17.99	25.00%	\$13.49
629	Nick and Tesla's Special Effects Spectacular: A Mystery with Animatronics, Alien Makeup, Camera Gear, and Other Movie Magic You Can Make Yourself!	Pflugfelder, Bob & Hockensmith, Steve	9781594747601	T-HC	n/a	\$12.95	25.00%	\$9.71
630	Obi: Gerbil on a Mission	Delaney, Michael	9780803737273	T-HC	n/a	\$0.00	25.00%	\$0.00
631	Panda-Monium at Peek Zoo	Waldron, Kevin	9780763666583	T-HC	n/a	\$16.99	25.00%	\$12.74
632	Panic	Oliver, Lauren	9780062014559	T-HC	n/a	\$17.99	25.00%	\$13.49
633	Peanut Butter & Cupcake	Border, Terry	9780399167737	T-HC	n/a	\$17.99	25.00%	\$13.49
634								

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination: MPS
635	Peck, Peck, Peck	Cousins, Lucy	9780763666217	T-HC	n/a	\$15.99	25.00%	\$11.99
636	Please Bring Balloons	Ward, Lindsay	9780803738782	T-HC	n/a	\$16.99	25.00%	\$12.74
637	Proxy	London, Alex	9780399257766	T-HC	n/a	\$17.99	25.00%	\$13.49
638	Pure Grit: How American World War II Nurses Survived Battle and Prison Camp in the Pacific	Farrell, Mary Cronk	9781419710285	T-HC	n/a	\$24.95	25.00%	\$18.71
639	Quest for the Wizard's Tower	Gaston, Gerry, Elghanayan, Krystal, Livi, Laura	9780996081221	T-HC	n/a	\$17.95	25.00%	\$13.46
640	Rats Saw God	Thomas, Rob	9781442459762	T-HC	n/a	\$16.99	25.00%	\$12.74
641	Red Thread Sisters	Peacock, Carol Antoinette	9780670013869	T-HC	n/a	\$15.99	25.00%	\$11.99
642	Renaissance Italy	Wilson, Wayne L.	9781624690501	T-HC	n/a	\$29.95	25.00%	\$22.46
643	Robotics: Discover the Science and Technology of the Future with 20 Projects	Ceceri, Kathy	9781936749768	T-HC	n/a	\$21.95	25.00%	\$16.46
644	Roc escribe una historia / Rocket Writes a Story	Hills, Tad	9788426140012	T-HC	n/a	\$20.99	25.00%	\$15.74
645	Rocks & Minerals	Tomecek, Steve	9781426305382	T-HC	n/a	\$16.95	25.00%	\$12.71
646	Rocks and Minerals	Bingham, Caroline	9781465415592	T-HC	n/a	\$10.99	25.00%	\$8.24
647	Rocks and Minerals: Facts at Your Fingertips	Dorling Kindersley	9780756692858	T-HC	n/a	\$7.99	25.00%	\$5.99
648	Sacajawea of the Shoshone	Yim, Natasha	9780984509867	T-HC	n/a	\$18.95	25.00%	\$14.21
649	Santa Is Coming to Brooklyn	Smallman, Steve	9781402290039	T-HC	n/a	\$9.99	25.00%	\$7.49
650	Scary Sharks	de la Bedoyere, Camilla	9781609922801	T-HC	n/a	\$17.99	25.00%	\$13.49
651	Shallow grave	Van Tol, Alex	9781459802032	T-HC	n/a	\$16.95	25.00%	\$12.71
652	Shark Girl and Belly Button	Millard, Casey Riordan	9781936669257	T-HC	n/a	\$17.99	25.00%	\$13.49
653	Simon and the Bear: A Hanukkah Tale	KimmeJ, Eric A.	9781423143550	T-HC	n/a	\$16.99	25.00%	\$12.74
654	Size 0	Paige, D. M.	9781467713726	T-HC	n/a	\$27.93	25.00%	\$20.95

Item	Title	Author	ISBN	Category Products/ Binding Format	Proprietary/Bound Equivalent: ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
655	Smick	Cronin, Doreen	9780670785780	T-HC	n/a	\$16.99	25.00%	\$12.74
656	Soldier Dog	Angus, Sam	9781250018649	T-HC	n/a	\$16.99	25.00%	\$12.74
657	State Showdown	Christopher, Matt	9780316220446	T-HC	n/a	\$15.00	25.00%	\$11.25
658	Stephen Biesty's Cross-Sections Castle	Biesty, Stephen	9781465408808	T-HC	n/a	\$17.99	25.00%	\$13.49
659	Strong Stuff: Herakles And His Labors	Harris, John & Baseman, Gary	9780892367849	T-HC	n/a	\$0.00	25.00%	\$0.00
660	Student World Atlas	Dorling Kindersley	9781465414335	T-HC	n/a	\$14.99	25.00%	\$11.24
661	Super Bowl	Brar, Aneel	9781619130616	T-HC	n/a	\$28.55	25.00%	\$21.41
662	Tea Party Rules	Dyckman, Ame	9780670785018	T-HC	n/a	\$16.99	25.00%	\$12.74
663	Tennessee	Semchuk, Rosann	9781616908157	T-HC	n/a	\$29.99	25.00%	\$22.49
664	Thank You, Octopus	Farrell, Darren	9780803734388	T-HC	n/a	\$16.99	25.00%	\$12.74
665	The Adventures of Beanboy	Harkrader, Lisa	9780547550787	T-HC	n/a	\$12.99	25.00%	\$9.74
666	The Bear's Sea Escape	Chaud, Benjamin	9781452127439	T-HC	n/a	\$17.99	25.00%	\$13.49
667	The Biggest Thing in the World	Steven, Kenneth	9780745964027	T-HC	n/a	\$6.99	25.00%	\$5.24
668	The City of Ember: The Graphic Novel	DuPrau, Jeanne	9780375868214	T-HC	n/a	\$18.99	25.00%	\$14.24
669	The Fires Beneath the Sea	Millet, Lydia	9781931520713	T-HC	n/a	\$0.00	25.00%	\$0.00
670	The Forever Song	Kagawa, Julie	9780373211128	T-HC	n/a	\$16.99	25.00%	\$12.74
671	The Forgotten Warrior (Warriors: Omen of the Stars Series #5)	Hunter, Erin	9780061555220	T-HC	n/a	\$16.99	25.00%	\$12.74
672	The Giant Bear: An Inuit Folktale	Angutingurnik, Jose & Widermann, Eva	9781927095034	T-HC	n/a	\$0.00	25.00%	\$0.00
673	The Green Fairy Book	Lang, Andrew	9781843915393	T-HC	n/a	\$24.99	25.00%	\$18.74
674	The Hunger Games (Hunger Games Series #1)	Collins, Suzanne	9781410419866	T-HC	n/a	\$23.95	25.00%	\$17.96
675	The Mad Apprentice	Wexler, Django	9780803739765	T-HC	n/a	\$16.99	25.00%	\$12.74
676	The Mighty Miss Malone	Curtis, Christopher Paul	9780385734912	T-HC	n/a	\$15.99	25.00%	\$11.99
677	The Nervous System	Niver, Heather Moore	9781433965883	T-HC	n/a	\$26.60	25.00%	\$19.95

Item	Title	Author	ISBN	Category/ Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination, MPS
678	The Only Alex Addressed in All These Mountains	Solheim, James	9781467703468	T-HC	n/a	\$17.95	25.00%	\$13.46
679	The Patua Pinocchio	Collodi, Carlo	9789383145126	T-HC	n/a	\$18.95	25.00%	\$14.21
680	The Port Chicago 50: Disaster, Mutiny, and the Fight for Civil Rights	Sheinkin, Steve	9781596437968	T-HC	n/a	\$19.99	25.00%	\$14.99
681	The Smallest Girl in the Smallest Grade	Roberts, Justin	9780399257438	T-HC	n/a	\$16.99	25.00%	\$12.74
682	The Sound of Life and Everything	Van Dolzer, Krista	9780399167751	T-HC	n/a	\$16.99	25.00%	\$12.74
683	The Stars of Summer	Dairman, Tara	9780399170690	T-HC	n/a	\$16.99	25.00%	\$12.74
684	The Three Little Pigs	Watts, Bernadette	9780735840584	T-HC	n/a	\$16.95	25.00%	\$12.71
685	The Three Triceratops Tuff	Shaskan, Stephen	9781442443976	T-HC	n/a	\$16.99	25.00%	\$12.74
686	The Twelve Dancing Princesses	The Brothers Grimm & Duntze, Dorothee	9780735841215	T-HC	n/a	\$17.95	25.00%	\$13.46
687	The Vine Basket	La Valley, Josanne	9780547848013	T-HC	n/a	\$17.99	25.00%	\$13.49
688	The Watcher: Jane Goodall's Life With the Chimps	Winter, Jeanette	9780375867743	T-HC	n/a	\$17.99	25.00%	\$13.49
689	The Watergate Scandal in United States History	Fremont, David K.	9780766061071	T-HC	n/a	\$27.94	25.00%	\$20.96
690	The Winter of the Robots	Scaletta, Kurtis	9780307931863	T-HC	n/a	\$16.99	25.00%	\$12.74
691	They Call Me a Hero: A Memoir of My Youth	Hernandez, Daniel	9781442462281	T-HC	n/a	\$17.99	25.00%	\$13.49
692	Thomas Jefferson: A Day at Monticello	Chew, Elizabeth V.	9781419705410	T-HC	n/a	\$18.95	25.00%	\$14.21
693	True Son	Krumwiede, Lana	9780763672621	T-HC	n/a	\$15.99	25.00%	\$11.99
694	Unbroken: An Olympian's Journey from Airman to Castaway to Captive	Hillenbrand, Laura	9780385742511	T-HC	n/a	\$19.99	25.00%	\$14.99
695	Water Balloon	Vernick, Audrey	9780547595542	T-HC	n/a	\$16.99	25.00%	\$12.74

Item	Title	Author	ISBN	Category/ Products/ Binding Format	Proprietary Bound Equivalent ISBN Quoted	Publisher's List Price	Category Products/ Binding Discount %	Discounted Unit Price F.O.B. Destination MPS
696	What Was Pearl Harbor?	Demuth, Patricia Brennan	9780448465807	T-HC	n/a	\$15.99	25.00%	\$11.99
697	Which is Round? Which is Bigger?	Mamada, Mineko	9781554539734	T-HC	n/a	\$16.95	25.00%	\$12.71
698	Who Was Laura Ingalls Wilder?	Demuth, Patricia Brennan	9780448467078	T-HC	n/a	\$0.00	25.00%	\$0.00
699	Why'd They Wear That?: Fashion As the Mirror of History	Albee, Sarah & Gunn, Timothy	9781426319198	T-HC	n/a	\$19.99	25.00%	\$14.99
700	Wild Boy and the Black Terror Wolfgang Amadeus Mozart:	Jones, Rob Lloyd	9780763662530	T-HC	n/a	\$16.99	25.00%	\$12.74
701	World-Famous Composer	Cook, Diane	9781422228609	T-HC	n/a	\$10.53	25.00%	\$7.90
702	You Can't Ride a Bicycle to the Moon!	Ziefert, Harriet	9781609054199	T-HC	n/a	\$16.99	25.00%	\$12.74



## APPENDIX E

### VENDOR REQUIREMENTS

Vendor Name: Mackin Educational Resources

All providers must meet the following requirements, unless notated below with the word "OPTIONAL". These requirements listed as minimum requirements must be reflected in the discount % quoted and, therefore, included at no additional charge. Include this section under Tab D.

#### 1. Customer Service

- 1.1. Provider will have a Toll free (800, 888, etc.) or local Milwaukee number.
- 1.2. Provider will have a dedicated customer service representative or limited group of representatives familiar with the account resulting from an award by Milwaukee Public Schools.
- 1.3. Provider will have a representative available for onsite visits as requested by district within seven business days of request for meeting.
- 1.4. Returns:
  - 1.4.1. Provider agrees that less than perfect items will be returned for replacement at the expense of the vendor or refunded at full credit, whichever it is directed to do by the ordering location for that particular order.
  - 1.4.2. Provider agrees that shipping errors (e.g. a product ships that was not ordered) will be at the expense of the Provider.
  - 1.4.3. Provider agrees that items that are improperly processed will be returned for replacement and corrected at the expense of the Provider.
  - 1.4.4. Provider will replace defective and failing pre-bound/proprietary bound materials at no additional charge to MPS within 30 days.
  - 1.4.5. Credits for return of items must be issued to the District Library Media Office ("DLMO"), (located at 5225 W. Vliet St. Milwaukee, WI 53208) within 30 business days. All credits shall be returned in the form of a check to the DLMO, once a month, based on the purchase order(s). No credit memos shall be accepted.
  - 1.4.6. For any purchase or unauthorized purchase generated through MPS PunchOut, credit must be issued on the same credit card as charged. No credit memos will be accepted for any order via MPS PunchOut.
- 1.5. Successful vendor will provide two hard copies of detailed documentation included with the product delivery (for secretary and librarian). The documentation may be either detailed packing slips or invoice copies. This documentation will include line detail with library book title or item description, ISBN, its list price, net MPS unit price, line item total. It will also include an order total for the shipment. If using a copy of an invoice, it must be marked as "COPY" so as not to be confused by the school staff with the actual original invoice. The original invoice will be sent to the MPS address indicated for billing on the purchase order.
- 1.6. No substitutions of titles, product, binding, or format will be acceptable without prior approval by requestor initiating the purchase order.

Will you comply with these requirements listed in Section 1?  Yes  No

#### 2. Delivery

- 2.1. The price quoted must include all delivery charges. Delivery of all items must be F.O.B. to the MPS location receiving the goods with freight paid by the vendor. All deliveries must be made inside the receiving location of the building. Any separate line items for freight, shipping, processing, handling or like charges listed on an invoice will be deleted and NOT PAID.
- 2.2. Provider will have a minimum of 85% for average fill rate within a 30 calendar-day delivery period.
- 2.3. Fill or cancel in 60 days. Delivery is required no later than 60 calendar days after receipt of order. If out-of-stock or out-of-print items cannot be delivered in the 60-day time period, the ordering location must be notified about those specific items within 15 calendar days after receipt of order. The vendor must follow the direction of the ordering location as to whether the backorder should be filled or canceled.
- 2.4. Credit for cancelled or unfilled orders will be issued to the DLMO within 60 days, (located at 5225 W. Vliet St. Milwaukee, WI 53208). All credits shall be returned in the form of a check to the DLMO, once a month, based on the purchase order(s). No credit memos shall be accepted.
- 2.5. ALL orders are to be packed in Dewey order and the packing slip accompanying each shipment shall reflect Dewey orders as well.

Will you comply with these requirements listed in Section 2?  Yes  No

**3. Ordering tools & methods:**

- 3.1. Provider will have online tools in the form of online catalogs to facilitate the ordering process. The DLMO will have access to an admin account that will allow for a bird's eye view of all orders placed by individual schools and allow for the sharing of lists among different schools across categories and core lists (Common Core State Standards-based, curricular based, lexile based, and culturally relevant). This online site will also provide direct district access of all MARC records for all shipments in progress. MARC records will be available from vendor site for a minimum of 2 years. (See 4.2 for exact file nomenclature of MARC records). Only awarded Library Books and Library Materials as part of the resulting contract shall be listed on the online catalog page.
- 3.2. Provider will have online tools available to assist in collection management through the use of collection analysis.
- 3.3. Provider's system will have electronic ordering list compilation ("carts", "wish lists", etc.).
- 3.4. Provider's on-line catalog will have searches possible by all of the following:  
 WI Standards and new Wisconsin Common Core State Standards (adopted June 2010)  
 Review sources  
 Reading level  
 Reading lexile (MetaMetrics, Inc.)  
 Grade, age, or interest level  
 Copyright  
 Title  
 Author  
 Subject  
 Keyword  
 ISBN  
 Series and sets  
 Material type (DDC #, fiction, biography, etc.)  
 Language  
 Publisher  
 Award Winner and Honor Lists
- 3.5. Provider will have an on-line service that indicates availability including Out of Print ("OP") and Out of Stock ("OS").
- 3.6. Vendor shall provide an online title matching feature when library collections are submitted electronically to help prevent the accidental ordering of duplicate titles.
- 3.7. Even though an online "Catalog" is acceptable as a source for product information and pricing, Provider will also have an ordering system capable of accepting purchase orders.
- 3.8. Provider's on-line system will display the list price and net MPS unit price.
- 3.9. Provider agrees that an MPS purchase order (either hard copy, fax, or, in future, via MPS PunchOut) must be received before shipping any product.
- 3.10. Invoices and/or packing slips will clearly indicate items that are OP or OS.
- 3.11. Processing has the ability to use a "Do Not Exceed limit" system which will prevent additional items submitted from being added to an order once the specified net dollar limit is reached. In addition, invoices and/or packing slips will clearly indicate the original items requested that exceeded the "Do Not Exceed limit" and could be ordered at a later date.
- 3.12. Provider will conduct on-site training sessions in the use of their online tools as requested by the DLMO and at no additional cost to MPS. The training is anticipated to be at the start of the contract and annually to facilitate the training of new staff.

Will you comply with these requirements listed in Section 3?  Yes  No

- 3.13. OPTIONAL: Provider may have hard copy catalogs that are updated annually or supplementary catalogs highlighting new and popular educational titles that may be part of a compendium to be used as a supplemental source of product information.

Are you able to provide optional requirement listed in Section 3.13?  Yes  No



#### 4. Library Processing, Cataloging & Automation System

##### 4.1. Cataloging:

4.1.1. Provider will follow MPS District MARC standards based on the 15th Edition of Abridged Dewey DDC and 20th edition of the SEARS List of Subject Headings. MPS has some specific call number and cutter requirements. Cataloging Standards (**Appendix F**).

4.1.1.1. MARC records will comply with standard MARC21 and MicroLIF format. The vendor will supply MARC records that all contain the following: Specific copy information (purchase price and vendor) and barcode symbology Generic Code 39 ("3 of 9") up to 14 characters.

4.1.2. Provider must be capable of providing Spanish subject headings for ordered Spanish and bilingual/Spanish materials.

4.1.3. All electronic services must be compatible with the latest Follett Destiny Library Manager version (now 11.0 or greater).

4.1.4. Provider will maintain customized cataloging profiles for each MPS location in addition to barcode labels provided to Provider by the MPS district.

##### 4.2. Barcode and Automation System:

Provider will provide MARC record information electronically for the purchase order to the individual school site placing the order by CD, email, and online website. Additionally, for the purposes of tracking and quality control, the MARC records will be sent as files to a district e-mailbox using a file nomenclature that includes site name, a distinguishable invoice number, and shipping date. The MARC records files in this item number will match exactly to those stipulated in item 3.1. (See 3.1 for second access point for MARC records retrieval.)

##### 4.3. Physical processing of book (or other library resource):

4.3.1. Provider will supply and attach a spine label and a clear label protector with layout in accordance with Cataloging Standards (**Appendix F**). These labels will be applied on the spine of the item ½-inch from the bottom preferred to be read vertically.

4.3.2. Provider will attach one barcode label, with numerical sequencing provided by MPS, and attach a clear label protector to this barcode label. These labels will be applied on the back cover of the book positioned on top right parallel to spine.

4.3.3. Provider will attach one back-up barcode number strip label to the book title page near the item's copyright information.

4.3.4. Provider will stamp each item with the school name on the front inside cover. MPS will provide a list of the specific names of schools to the selected vendors.

4.4. The Provider will monitor the barcoding so that no duplicate barcodes are generated and agrees to re-barcode, at no cost to the District, any books that bear duplicate barcodes. The supplier further agrees to furnish replacement electronic MARC records in a timely manner with the new barcode information when duplicate barcoding occurs. If the supplier makes an error with MPS-provided barcodes that results in those barcodes as being unusable, the supplier is responsible for reporting the incident to MPS and reimbursing MPS for the cost of those barcodes.

4.5. The selected vendor(s) must maintain a current specification guide/sheet for each site and provide it as requested.

Will you comply with these requirements listed in Section 4?  Yes  No

4.6. OPTIONAL: Subcontracting of Library Processing is acceptable as long as use of subcontractor is approved by MPS. The primary vendor will be responsible for ensuring that any subcontractor(s) meets the requirements contained in this bid. Cost/discount quoted by the primary vendor will include the full cost of the item to MPS.

Indicate whether your response includes the use of a subcontractor for item(s):  Yes  No.

If Yes, list the vendor(s): \_\_\_\_\_

#### 5. Products

5.1. All products/items must include library processing as indicated in Specification 4.

##### 5.2. Print/book Bindings.

5.2.1. Pre-bound/proprietary library bindings must have a lifetime replacement guarantee. MPS in its sole judgment will determine if a vendor's proprietary bound product meets the needs of MPS.

5.2.2. Vendor must provide at a minimum the following bindings: trade hardcover, library/reinforced bindings, paperbacks, and pre-bound/proprietary bindings which have a lifetime replacement guarantee.

- 5.3. Vendor must provide at a minimum the following categories of products: print/book including board books, big books, DVDs, Blu-Ray Discs, Audio Books on CD, Music CDs, MP3 Format CDs, Spoken Word CDs, Interactive Books on CD, and Kits. If selected vendor(s) sells items not detailed in this list, those items must be approved by the MPS' DLMO and WI Common School fund eligible before those items may be sold to MPS.
- 5.4. Vendor must provide materials under the following classifications: Fiction, Non-fiction, Biography, Autobiography, Collective Biography, Easy (Picture Books), Reference, Story Collection, Professional, AV, and Spoken Word (CDs).
- 5.5. Vendor must provide a minimum of 5% of their total products available for sale as Spanish and bilingual/Spanish.

Will you comply with these requirements listed in Section 5?  Yes  No

#### 6. Sales Protocols

- 6.1. Schools may order from any or all of the Providers awarded as a result of this RFP. Schools are encouraged to base the vendor selection for a particular order on prices and product availability.
- 6.2. Providers are prohibited from offering preview materials, links to unauthorized sales/product points and materials that are not listed as part of this blanket contract. Providers must contact the DLMO for approval to offer links to additional product points and materials not listed on the blanket contract.
- 6.3. Informational materials (print and electronic) on special promotions must be distributed to schools via the DLMO.
- 6.4. Schools are discouraged from taking valuable teaching time to meet with vendors (in person or on phone). All sales calls should be referred to the DLMO using contact information provided after award. Providers are only to visit schools where an invitation has been issued and an appointment made by the DLMO.
- 6.5. All schools have the right to refuse a vendor visit. If any Provider is aggressive and violates the protocols set forth in this RFP, the schools have been instructed to contact the DLMO.

Will you comply with these requirements listed in Section 6?  Yes  No

#### 7. Liquidated Damages and Remedies

Provider shall be liable to MPS for liquidated damages in the amount of \$10 per occurrence per item for overcharging MPS for specific items in the Market Basket; for failing to provide MPS with appropriate discounts per category; and for substituting titles, binding or format without prior notice and consent as indicated in item 1.5.

In no event shall liquidated damages exceed 5% of total district spend for the one year preceding the contract violations.

MPS will notify the Provider, in writing, of any claim for liquidated damages at least 30 days prior to billing for such amounts.

Will you comply with these requirements listed in Section 7?  Yes  No

#### 8. Other Requirements

- 8.1. If there are items marked as excluded from the RFP or if MPS determines to exclude items or categories from award, Provider(s) must have an ordering system capable of restricting said items from being ordered by MPS end users.
- 8.2. The Provider must allow MPS the option to short pay invoices in cases where items are invoiced but not received or where items are being returned because they are defective or shipped to MPS in error.
- 8.3. Prices for the specific ISBN items in the Appendix C-Market Basket over the life of the contract are to be guaranteed to be whichever is lower of either the price listed in the "Discounted Unit Price F.O.B. Destination MPS" column or the "Category Products/Binding Discount%" applied to the current Publisher's List Price.

Will you comply with these requirements listed in Section 8?  Yes  No