FAUQUIER COUNTY SCHOOL BOARD
STANDARD TEXTBOOK CONTRACT # 14-13smc
2012 Family and Consumer Science Adoption: The Culinary Professional, School to Career, Child Development, Working with Young Children, Exploring Life and Career, Preparing for Life and Career

This contract is entered into this 11th day of June 2012, by Goodheart-Willcox Co. hereinafter called the "Contractor" and the Fauquier County School Board hereinafter called "FCSB".

WITNESSETH that the Contractor and FCSB, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF SERVICES: This contract is established in accordance with the requirements as set forth in the Code of Virginia, § § 22.1-238 and 22.1-241-243. The Contractor shall provide the attached list of approved textbooks ordered by FCSB for a period of six (6) years at the unit price(s) noted on the list, which will be fixed for the entire term of the agreement (in addition, see A 1, Attachment A). Prices quoted are FOB Origin/Shipping Point, *inside delivery*, prepaid and charged back and do not include shipping charges (in addition, see A6, Attachment A). The Contractor shall pay all shipping costs above six percent (6%) of the order, or as noted in either A6 or Attachment B; actual shipping charges shall be added to the invoice as a separate item. Delivery: The Contractor shall make deliveries no later than thirty (30) days of receipt of an order, or sooner. Payment terms: Payment will be made within forty-five (45) days of receipt of a correct, accurate invoice. Ancillary Materials: The Contractor shall provide ancillary/complimentary materials at no charge to FCSB during the term of this contract or, as outlined in Attachment B. Additional requirements are set forth as Attachments to the contract document as noted herein.

CONTRACT TERM: The term of this contract shall be from July 1, 2012 through June 30, 2018.

The contract documents shall consist of the following documentation, listed in order of precedence:

(1) This signed form;
(2) The attachments, which consist of:

(a) Attachment A: Additional Requirements
(b) Attachment B: List of Textbooks, ISBN and Unit Price, and Ancillary Materials;

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:	FAUQUIER COUNTY SCHOOL BOARD:
By: Kelly A Jackson	By: Susan R. Monaco
Printed Name: Kelly A. Jackson – Contract Sales Mgr.	Printed Name: Susan R. Monaco, CPPO, CPPB
Date: June 13, 2012	Date: June 13, 2012

FAUQUIER COUNTY SCHOOL BOARD STANDARD TEXTBOOK CONTRACT

ATTACHMENT A, Additional Requirements

A1. The Contractor certifies that the textbook unit price appearing in the contract is the lowest wholesale price at which the book or books are currently bid under contract anywhere in the United States or that the price to be charged has been reduced and is the same price as sold anywhere outside of Virginia. The publisher shall, when applicable, offer FCSB the option of using any special or other edition of a textbook named in the contract and adapted for use in Virginia at a lower price as sold elsewhere in the United States. As applicable, in the event the reduced price is permanent the Contractor further agrees to notify the Virginia Department of Education to update its website with the new price.

A2. The Contractor shall furnish sample copies of all books listed herein to FCSB and all textbooks furnished by the Contractor shall in all respects as to texts, paper, binding, printing, illustrations, copyright date, and in all other particulars be equal to the same copy purchased by FCSB. Changes may be made in the textbook(s) if mutually agreed to by the FCSB and Contractor.

A3. When available, Contractor shall provide hands-on training on FCSB premises, initially for all staff and in subsequent years for new staff. Contractor shall identify and include any and all associated costs for training as an addendum to Attachment B, Textbook Pricing.

A4. The Contractor shall replace any textbooks adopted for use and received from the Contractor, proven to have weak or defective bindings within the adoption period for which they were purchased.

A5. The Contractor shall, for each textbook ordered, furnish an electronic file in the National Instructional Materials Accessibility Standards (NIMAS) format that will be deposited in the National Instructional Materials Access Center (NIMAC) from which accessible versions of the particular textbook may be produced for students with print disabilities. The Contractor shall deliver the NIMAS file of the textbook on or before the date of delivery of the regular text version.

A6. SHIPPING INSTRUCTIONS: FCSB does not have central warehousing with loading docks and unloading equipment; only one or two select schools have loading docks. Therefore, Contractors shall instruct their freight carrier to provide shipments to FCSB locations with vehicles having lift gates and pallet jacks, for unloading of shipments at each location. All deliveries must be inside deliveries; no shipment will be accepted if it's left out on a school sidewalk. FCSB understands that shipping costs based on percentage of order most commonly applies to initial large adoption orders, unless otherwise noted on Attachment B; Contractors agree to ship subsequent smaller textbook orders placed after initial adoption by UPS or the most reliable, affordable method, FOB Destination, and that all freight pricing must be listed in detail on each invoice.

A7. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the Contractor in whole or in part without the written consent of the FCSB. In the event of Contractor change in ownership, the Contractor shall notify FCSB in writing at least thirty days in advance of such change and indicating if the new owner will assume ownership and full compliance with the contract, at which time FCSB will modify the contract to reflect the change in ownership.

A8. FCSB reserves the right to test other textbooks in designated schoolrooms for experimental study during the term of this contract.

A9. With the approval of FCSB and the Contractor, any private school within Fauquier County that so requests may purchase from the FCSB contract with the Contractor. Such private school shall be fully responsible for ordering, purchasing, and receiving shipments of books to be provided from the Contractor pursuant to this section. FCSB shall be immune from any civil liability as a result of a private school purchasing from the FCSB contract.

A10. TAX EXEMPTION: FCSB is exempt from the payment of any federal excise or any Virginia sales tax. All invoices must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Contractor.

A11. APPLICABLE LAW AND COURTS: This contract shall be governed in any respects by the laws of Virginia, and any litigation with respect thereto shall be brought in the Circuit Court of Fauquier County, Virginia. The Contractor shall comply with applicable federal, state and local laws and regulations.

A12. COMPLIANCE WITH FEDERAL, STATE, AND LOCAL LAWS AND FEDERAL IMMIGRATION LAW: During the term of any contract, the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth of Virginia, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

A13. ANTI-TRUST: By entering into a contract, the Contractor conveys, sells, assigns, and transfers to FCSB all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States and Fauquier County, relating to the particular goods or services purchased or acquired by FCSB under said contract.

A14. ANTI-DISCRIMINATION: By signing this contract, the Contractor certifies to FCSB that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and Section 2.2-4311 of the *Virginia Public Procurement Act.* If the contract is with a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, §2.2-4343.1(E)). In every contract over $10,000 the provisions in A and B below apply:

A. During the performance of this contract, the Contractor agrees as follows:

1. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

2. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.

3. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this Section.

B. The Contractor will include the provisions of A. above in every subcontract or purchase order over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

A15. DRUG-FREE WORKPLACE: During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

A16. CONTENT VALIDITY: By signing this contract, Contractor hereby verifies that all materials provided have been thoroughly examined and reviewed by content experts, whose credentials were verified prior to contract signature, for factual and content accuracy, typographical, grammatical, spelling, formatting and written expression errors, and that all such errors have been corrected prior to publication.

A17. CUSTOMER SERVICE: To ensure continual service during the entire term of the contract, the Contractor must provide the name, phone, fax and e-mail address of the inside contact person who has the authority and knowledge to answer contractual questions or issues both during the initial adoption period and for the entire contract term. Should that person leave the Contractor's employ or be replaced by another person, the Contractor must promptly notify the FCSB Textbook Office in writing of the new customer service representative's name, phone, fax and e-mail. If multiple customer service representatives are assigned, the Contractor must note each representative's area of expertise (for example, Ordering vs. Billing and Invoicing). If the Contractor Sales Representative should change during the term of this contract, the Contractor must notify the FCSB Textbook Office in writing of the new Sales Representative's name, phone, fax and e-mail and effective date as our representative.

GOODHEART-WILLCOX PUBLISHER CONTACTS

For Contractual Questions/Issues:	Kelly A. Jackson – Contract Sales Manager Phone 708.623.1911 / Fax 888.409.3900 / E-Mail kjackson@g-w.com
For Customer Service/Orders/Billing:	Barbara Mikuta – Customer Service Manager Phone 708.623.1832 / Fax 888.409.3900 / E-Mail bmikuta@g-w.com
Your G-W Local Contact:	Lauren Pellegrino – Sales Representative Phone 877.327.4212 / Fax 888.409.3900 / E-Mail lpellegrino@g-w.com

Attachment B, Contract # 14-13smc, The Culinary Professional,
School to Career, Child Development

Title	ISBN	Description	Price	Notes	Quantity	Total
The Culinary Professional	978-1-60525-118-9	Textbook ©2010	$ 58.00		90	$ 5,220.00
The Culinary Professional	978-1-60525-707-5	Online Text - 6 Year Subscription	$ 58.00			$ -
The Culinary Professional	978-1-60525-986-4	Textbook + online textbook bundle	$ 84.00			$ -
The Culinary Professional	978-1-60525-119-6	Student Lab Manual	$ 16.98		90	$ 1,528.20
The Culinary Professional	978-1-60525-120-2	Study Guide	$ 13.98		90	$ 1,258.20
The Culinary Professional	978-1-60525-121-9	Annotated Study Guide	$ 33.00	1 Free Per Teacher	6	$ -
The Culinary Professional	978-1-60525-122-6	Instructor's CD	$ 150.00	1 Free Per Teacher	3	$ -
The Culinary Professional	978-1-60525-123-3-	ExamView© Assessment Suite	$ 183.00	1 Free Per Teacher	3	$ -
The Culinary Professional	978-1-60525-124-0	Instructor's Presentation for PowerPoint - Individual License	$ 150.00	1 Free Per Teacher	3	$ -
Total Price						**$ 8,006.40**
School to Career	978-1-60525-528-6	9th Ed. Textbook ©2012	$ 66.00		90	$ 5,940.00
School to Career	978-1-60525-705-1	Online Text - 6 Year Subscription	$ 66.00			
School to Career	978-1-60525-989-5	Textbook + online textbook bundle	$ 90.00			
School to Career	978-1-60525-529-3	Student Workbook	$ 15.00		90	$ 1,350.00
School to Career	978-1-60525-530-9	Teacher's Edition	$ 76.50	1 Free per Teacher	6	$ -
School to Career	978-1-60525-531-6	Teachers Annotated Workbook	$ 34.50	1 Free per Teacher	6	$ -
School to Career	978-1-60525-533-0	Teacher's Resource Guide	$ 75.00	1 Free per Teacher	6	$ -
School to Career	978-1-60525-532-3	Teacher's Resource CD	$ 186.00	1 Free per Teacher	3	$ -
School to Career	978-1-60525-534-7	ExamView© Assessment Suite	$ 183.00	1 Free per Teacher	3	$ -
School to Career	978-1-60525-535-4	Instructor's Presentation for PowerPoint - Individual License	$ 126.00	1 Free per Teacher	3	$ -
Total Price						**$ 7,290.00**
Child Development	978-1-60525-293-3	7th Ed. Textbook ©2011	$ 55.98		90	$ 5,038.20
Child Development	978-1-60525-676-4	Online Text - 6 Year Subscription	$ 55.98			
Child Development	978-1-60525-987-1	Textbook + online textbook bundle	$ 79.98			
Child Development	978-1-60525-295-7	Student Workbook	$ 12.48		90	$ 1,123.20
Child Development	978-1-60525-294-0	Teacher's Edition	$ 73.50	1 Free Per Teacher	4	$ -
Child Development	978-1-60525-296-4	Teacher's Resource Guide	$ 73.50	1 Free Per Teacher	4	$ -
Child Development	978-1-60525-297-1	Teacher's Resource CD	$ 186.00	1 Free Per Teacher	3	$ -
Child Development	978-1-60525-298-8	ExamView © Assessment Suite	$ 183.00	1 Free Per Teacher	3	$ -
Child Development	978-1-60525-299-5	Instructor's Presentation for PowerPoint - Individual License	$ 126.00	1 Free Per Teacher	3	$ -
Total Price						**$ 6,161.40**

Contract Term: 6 years. Pricing for Fauquier County Schools valid until 9/15/12.

G-W orders are shipped via UPS, FedEx, or common carrier. Prices are F. O. B. Tinley Park, Illinois, with shipping charges pre-paid, added to invoice. Shipping charges approximate, based on weight; reduced shipping is offered at no more than 6% of the net total of orders for the life of the contract. All orders should be addressed to: Goodheart-Willcox Customer Service, 18604 West Creek Drive, Tinley Park, Illinois 60477. Orders are also processed by phone at toll-free 800.323.0440, fax to 888.409.3900, or e-mail orders@g-w.com.

Other than as noted for initial adoption order, ancillary/gratis Teacher materials ratio is 1:30, first three items; 1:25, last item. Freight: FOB Origin/Shipping Point, no more than 6% of net total of order.

Attachment B, Contract # 14-13smc, Working with Young Children, Exploring Life and Career, Preparing for Life and Career

Working with Young Children	978-1-60525-436-4	7th Ed. Textbook ©2012	$ 58.50		25	$ 1,462.50
Working with Young Children	978-1-60525-683-2	Online Text - 6 Year Subscription	$ 58.50			
Working with Young Children	978-1-61960-059-1	Textbook + online textbook bundle	$ 85.98			
Working with Young Children	978-1-60525-437-1	Student Workbook	$ 13.50		25	$ 337.50
Working with Young Children	978-1-60525-438-8	The Observation Guide	$ 16.98		1	$ 16.98
Working with Young Children	978-1-60525-439-5	Teacher's Edition	$ 76.50	1 Free per Teacher	1	$ -
Working with Young Children	978-1-60525-440-1	Teacher's Resource Guide	$ 75.00	1 Free per Teacher	1	$ -
Working with Young Children	978-1-60525-441-8	Teacher's Resource CD	$ 186.00	1 Free per Teacher	1	$ -
Working with Young Children	978-1-60525-442-5	ExamView © Assessment Suite	$ 183.00	1 Free per Teacher	1	$ -
Working with Young Children	978-1-60525-443-2	Instructor's Presentation for PowerPoint - Individual License	$ 126.00	1 Free per Teacher	1	$ -
Working with Young Children	978-1-60525-445-6	Mastering CDA Competencies Text	$ 27.00		1	$ 27.00
Working with Young Children	978-1-60525-713-6	Mastering CDA Competencies Answer Key	$ 16.50	1 Free per Teacher	1	$ -
Total Price						**$ 1,843.98**
Age Appropriate Play - The First Four Years	P173D	Set of 3 DVD's	$ 249.87		1	$ 249.87
Total Price						**$ 249.87**
Child Development Theorists DVD	978-1-57175-806-4	1 DVD	$ 79.95		3	$ 239.85
Total Price						**$ 239.85**
Exploring Life and Career	978-1-60525-615-3	Textbook ©2012	$ 54.00		134	$ 7,236.00
Exploring Life and Career	978-1-60525-677-1	Online Text - 6 Year Subscription	$ 54.00			
Exploring Life and Career	978-1-61960-049-2	Textbook + online textbook bundle	$ 78.00			
Exploring Life and Career	978-1-60525-616-0	Workbook	$ 12.00		134	$ 1,608.00
Exploring Life and Career	978-1-60525-617-7	Teacher's Edition	$ 73.50	1 Free per Teacher	5	$ -
Exploring Life and Career	978-1-60525-618-4	Teacher's Resource Guide	$ 75.00	1 Free per Teacher	5	$ -
Exploring Life and Career	978-1-60525-619-1	Teacher's Resource CD	$ 186.00	1 Free per Teacher		
Exploring Life and Career	978-1-60525-620-7	ExamView © Assessment Suite	$ 183.00	1 Free per Teacher		
Exploring Life and Career	978-1-60525-620-8	Instructor's Presentation for PowerPoint - Individual License	$ 126.00	1 Free per Teacher		
Exploring Life and Career		Companion Website	Free			
Total Price						**$ 8,844.00**
Preparing for Life and Career	978-1-60525-625-2	Textbook ©2012	$ 54.96		134	$ 7,364.64
Preparing for Life and Career	978-1-60525-892-8	Online Text - 6 Year Subscription	$ 54.96			
Preparing for Life and Career	978-1-61960-055-3	Textbook + online textbook bundle	$ 78.96			
Preparing for Life and Career	978-1-60525-626-9	Workbook	$ 12.00		134	$ 1,608.00
Preparing for Life and Career	978-1-60525-627-6	Teacher's Edition	$ 73.50	1 Free per Teacher	5	$ -
Preparing for Life and Career	978-1-60525-628-3	Teacher's Resource Guide	$ 75.00	1 Free per Teacher	5	$ -
Preparing for Life and Career	978-1-60525-629-0	Teacher's Resource CD	$ 186.00	1 Free per Teacher		
Preparing for Life and Career	978-1-60525-630-6	ExamView © Assessment Suite	$ 183.00	1 Free per Teacher		
Preparing for Life and Career	978-1-60525-631-3	Instructor's Presentation for PowerPoint - Individual License	in work - Summer 2012	1 Free per Teacher		
Preparing for Life and Career		Companion Website	Free			
Total Price						**$ 8,972.64**

Contract Term: 6 years. Pricing for Fauquier County Schools valid until 9/15/12.

G-W orders are shipped via UPS, FedEx, or common carrier. Prices are F. O. B. Tinley Park, Illinois, with shipping charges pre-paid, added to invoice. Shipping charges approximate, based on weight; reduced shipping is offered at no more than 6% of the net total of orders for the life of the contract. All orders should be addressed to: Goodheart-Willcox Customer Service, 18604 West Creek Drive, Tinley Park, Illinois 60477. Orders are also processed by phone at toll-free 800.323.0440, fax to 888.409.3900, or e-mail orders@g-w.com.

Adoption Totals:

Estimated Shipping	**$ 2,496.48**
Grand Total	**$ 44,104.62**

Other than as noted for initial adoption order, ancillary/gratis Teacher materials ratio is 1:25.

Freight: FOB Origin/Shipping Point, no more than 6% of net total of order.