

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: 540-422-8353

Fax: 540-422-8355

NOTICE OF CONTRACT AWARD

DATE: November 16, 2021

COMMODITY NAME: Library Supplies

CONTRACT NUMBER: MALiA LVA-SUP-21-004
(Catalog Discount Code #C7A084)

CONTRACT PERIOD: July 1, 2021 through June 30, 2024

RENEWAL OPTIONS: Two (2) additional one (1) year renewal options.

CONTRACTOR: **DEMCO Inc.**

PO Box 7488

Madison, WI 53707-7488

Contact: VA Sales Representative and Lead Contract Admin

Kristopher L Snow

Phone: 866-558-9068

Fax: 888-320-0288

contracts@demco.com

Customer Serv: Phone: 800-962-4463

Fax: 877-800-5917

custserv@demco.com

TERMS: Net 30 days

DELIVERY: 7 to 10 days ARO of in-stock items
Furniture & Equipment 4 to 6 weeks ARO

FOR FURTHER INFORMATION CONTACT: Rachel Cuervo, CPCP
P-Card Administrator/Buyer
Phone: 540-422-8353
Rachel.Cuervo@fauquiercounty.gov

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders or P-Card per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Delivery: If the shipping location does not have a loading dock, the following accessorial shipping services may be required:
Liftgate truck \$70
Inside Delivery \$40
Call Ahead Appointment Delivery \$10.00
Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Ordering, Pricing & Additional Contract Information: **Catalog Discount Code #C7A084.**
<http://malialibrary.org/wp-content/uploads/2021/06/Demco-Supplies-Contract-2021-2024.pdf>



LIBRARY OF VIRGINIA

Sandra Gioia Treadway
Librarian of Virginia

STANDARD CONTRACT LVA-SUP-21-004

This Contract entered by Demco, Inc., 4810 Forest Run Road, Madison, WI 53704 hereinafter called the "Contractor" and Commonwealth of Virginia through the Library of Virginia, 800 East Broad Street, Richmond, Virginia 23219 hereinafter called the "Library".

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

SCOPE OF CONTRACT: The Contractor shall provide goods/services to the Purchasing Agency as set forth in the Contract Documents.

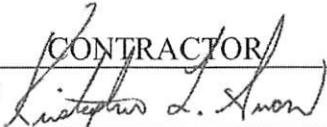
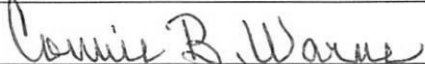
PERIOD OF PERFORMANCE: July 1, 2021 through June 30, 2024 with two one-year optional renewals.

The contract documents shall consist of the following and will be incorporated herein:

1. This signed form,
2. The following portions of the Request for Proposals dated March 16, 2021, and
 - a. The Statement of Needs
 - b. The General Terms and Conditions
 - c. The Special Terms and Conditions
 - d. Attachment B
 - e. Attachment C
3. The Contractor's Proposal dated April 7, 2021 and negotiation points June 3, 2021
- 4.

STATUS OF PERSONNEL: MALiA has been designated as the Library administrator for this Agreement.

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

CONTRACTOR		LIBRARY	
Signature:		Signature:	
Title:	Contracts Facilitator	Title:	Deputy
Date:	June 7 th , 2021	Date:	6/10/2021

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment.

800 East Broad Street
Richmond, Virginia 23219

www.lva.virginia.gov

804.692.3500 phone
804.692.3976 tty

ATTACHMENT C

OFFEROR DISCOUNT PRICING SHEET

Offerors shall return a completed copy of this attachment with their proposals.

The written statement of the offeror's proposed discount structure must be firm for the entire period of the contract.

I. CONSUMABLES

- Specify the discount rate(s) from the manufacturer's list price that the vendor will provide for consumables up to \$10,000 per item. Complete 1a if the discount rate applies to all vendor consumables. Complete 1b if the discount rate will vary based on type or category of consumable.

a). Discount rate for all consumables up to \$10,000 per item: 15%

b). Discount rate by type or category of consumable up to \$10,000 per item:

RATE	TYPE OR CATEGORY OF CONSUMABLE
<u>15%</u>	<u>Supplies</u>
<u>5%</u>	<u>Learning Materials</u>
<u>7%</u>	<u>Equipment</u>

- Describe any conditions/restrictions that apply to the consumable discount rates listed above.

See the attached list of items excluded from discounts
\$75 Minimum order (after discount is required for all contract terms to apply)

II. FURNITURE

- Specify the discount rate(s) from the manufacturer's list price that the vendor will provide for furniture up to \$10,000 per item. Complete 1a if the discount rate applies to all vendor furniture. Complete 1b if the discount rate will vary based on type or category of furniture.

a). Discount rate for all furniture up to \$10,000 per item: 7%

b). Discount rate by type or category of furniture up to \$10,000 per item:

RATE	TYPE OR CATEGORY OF CONSUMABLE
<u>Volume based pricing is available for project business on a case by case basis.</u>	<u></u>
<u></u>	<u></u>
<u></u>	<u></u>

- Describe any conditions/restrictions that apply to the furniture discount rates listed above.

\$75 Minimum order (after discount) is required for all contract terms to apply. Shipping & Processing will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment items. Demco, Inc. will furnish good faith estimates of shipping charges as related to products order

III. EQUIPMENT

1. Specify the discount rate(s) from the manufacturer's list price that the vendor will provide for equipment up to \$10,000 per item. Complete 1a if the discount rate applies to all vendor equipment. Complete 1b if the discount rate will vary based on type or category of equipment.

a). Discount rate for all equipment up to \$10,000 per item: 7%

b). Discount rate by type or category of equipment up to \$10,000 per item:

RATE	TYPE OR CATEGORY OF CONSUMABLE
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2. Describe any conditions/restrictions that apply to the equipment discount rates listed above.

\$75 Minimum order (after discount) is required for all contract terms to apply. Shipping & Processing will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment items. Demco, Inc. will furnish good faith estimates of shipping charges as related to products order



Discount Pricing Agreement

Library of Virginia

Mid Atlantic Library Alliance

RFP LVA-SUP-21-004

Catalog Discount Code #C7A084



YOUR CONTRACT TERMS

Demco is pleased to offer you discounts for LVA-SUP-21-004. Please use discount code C7A084 on all your orders.

Your discounts are based on prices listed on our website at demco.com and will remain the same throughout the terms of this agreement.

DISCOUNT 	\$75 Minimum order (after discount) required for all contract terms to apply Demco Full Line Annual Catalog <ul style="list-style-type: none">• 15% off Supplies• 7% off Learning Materials• 7% off Equipment & Furniture
SHIPPING 	<ul style="list-style-type: none">• Demco will pay regular FedEx Ground Service shipping costs on all stock orders over the minimum order requirement.• Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.• Express parcel shipping is not included.
EXCLUSIONS 	<ul style="list-style-type: none">• Security products• Demco Software products• littleBits™ products• Demco exclusive products including but not limited to: Dr. Seuss™, Pete the Cat®, Eric Carle™ and Mo Willems
EXPIRES	06/30/2024

*For large quantity orders, or purchases over \$2,000, please contact the Demco Inside Sales Team toll free 800.462.8709 or email quote@demco.com. You may be eligible for special bid pricing.

Discounts under this agreement cannot be used with bids, sale catalogs or other promotions. In the event a sale price is lower than your discounted price, you will be given the best price.

Thank you for your consideration. On behalf of Demco, we look forward to exceeding your expectations!

Kristopher L Snow
Contracts Facilitator

Phone: 888.211.3072
Fax: 888.320.0288
Email: contracts@demco.com

HOW TO PLACE AN ORDER

Web: demco.com
Phone: 800.356.1200
Email: order@demco.com
Fax: 800.245.1329



DELIVERY

In stock items are delivered within 7–10 working days after receipt of order. Furniture and equipment may take 4–6 weeks to arrive, depending on vendor lead times.

PAYMENT TERMS

Net 30 days

REMITTANCE ADDRESS

billing@demco.com
Demco
P.O. Box 8048
Madison, WI 53708-8048

MAILING ADDRESS

Demco
4810 Forest Run Rd
P.O. Box 7488
Madison, WI 53707-7488

RETURNS & EXCHANGES

You may return or exchange a qualifying item* within 6 months of your invoice date. **Furniture, special orders, custom products and international orders cannot be returned or exchanged unless you receive them damaged or defective.** Anything that has been engraved or imprinted is not returnable.

Not sure if an item qualifies for a return or exchange? A Demco Customer Service representative can help you. Call **800.962.4463** or email custserv@demco.com.

Note: Terms and conditions may change at any time.

product (SKU) number	Product Description
12128650	Tattle-Tape Bookcheck Staff Wrkstation DE/REsensitizer 942
12128670	Tattle-Tape(TM) 942 12 Month Service Agreement
12195570	Tattle Tape DCD-2 Security Strips CD/CD ROMs/DVDs 50/Pkg
12206860	Take Care Of Books Bookmarks 6-1/2"x2" 50 Ea/4 Des 200/Pkg
12206870	8 Great Ways For Book Care Bookmarks 6-1/2"Hx2"W 200/Pkg
12207640	Cat in the Hat Carpet 5'4"W x 3'10"D
12207650	Cat in the Hat Carpet 7'8"W x 5'4"D
12207660	Cat in the Hat Carpet 10'9"W x 7'8"D
12207670	Cat in the Hat Carpet 13'2"W x 10'9"D
12207680	Dr Seuss Characters Carpet 5'4"W x 3'10"D Oval
12207690	Dr Seuss Characters Carpet 7'8"W x 5'4"D Oval
12207700	Dr Seuss Characters Carpet 10'9"W x 7'8"D Oval
12207740	Read W/Cat In The Hat Friends Poster 23"H x 17"W UV Coated
12207750	Cat In The Hat READ Bookmarks 6-1/2"H x 3"W 200/Pkg
12207760	Cat & Friends Bookmarks 6-1/2"H x 2"W 50 Ea 4 Designs
12208140	Buried Cable Pre-site Visit Charge
12208150	Cat In The Hat READ Poster 32"H x 24"W Coated
12208160	The Library is Fun Cat in the Hat Banner 17"H x 39"W
12213510	One Fish Two Fish Bookmarks 6-1/2x2 50Ea 4 Designs 200/Pkg
12215810	Cat In The Hat Buttons 12/Pkg 1-1/2" Dia 3 Each 4 Designs
12228690	Cat In The Hat Recyclable Tote Bag 13"H x 12"W x 8"D
12404000	RF Security Tags 8.2MHz 50x50 Plain 2"Hx 2"W 2000/Roll
12404020	RF Security Tags 9.5MHz 50x50 Plain 2"Hx 2"W 2000/Roll
12404050	RF Security Tags 9.5MHz 50x50 Date Due 2"Hx2"W 2000/RL
12404070	RF Security Tags 9.5MHz 40x40 Plain 1-1/2"Hx1-5/8"W 2000/RL
12404120	RF Date Due Detuning Tabs 1-1/2"H x 1"W 1,000/Roll
13000340	Dr. Seuss Cat in the Hat Reading Stickers 120/Pkg
13042250	Dewey (Cartoon) Poster Set 20"Hx10"W 12/Set
13101090	Dr. Seuss Cat In The Hat Read Every Day Bookmark 36/Pkg
13601260	READ Cat In The Hat Drawstring Bag 17"H x 14"W x 3"D 25/Pkg
13601270	Reading Is My Thing Economy Bag 17"H x 14"W x 3"D 100/Pkg
13602540	Reading Is My Thing Reading Record 11"H x 8-1/2"W 25/Pkg
13603550	Books Are My Thing Die-cut Bkmk 5-3/4x2-1/4 200/Pkg 2 Des
13603570	Reading Is Our Thing Poster 23"H x 17"W
13635920	Dr Seuss Poem Bookmark 6"H x 2"W 200/Pkg
13635940	Dr Seuss Poem Poster 17" x 23"
13635950	Dr Seuss Keep Calm and Read On Poster 17" x 23"
13637010	Wireless Patron Counter 3-1/2" x 1-7/10" x 1"
13638780	Wireless Manager Software
13659820	Pete The Cat Carpet 5'4"W x 3'10"D Oval
13659830	Pete The Cat Carpet 7'8"W x 5'4"D Oval
13659840	Pete The Cat Carpet 10'9"W x 7'8"D Oval
13659850	Pete The Cat Carpet 13'2"W x 10'9"D Oval
13663130	Kwikboost Charging Locker
13667950	Dr. Seuss Celebrate Bookmarks 2" x 6" 200/Pkg
13667980	Dr. Seuss Celebrate Poster 23"H x 17"W
13667990	Dr. Seuss Happy Birthday Bookmarks 2" x 6" 200/Pkg
13708590	I Heart The Cat in the Hat Bookmark 2" x 6" 200/Pkg
13708600	Dr. Seuss Color Block READ Bookmarks 2" x 6" 200/Pkg
13708680	I Heart The Cat in Hat Economy Bag 17"H x 14"W x 3"D 100/Pkg
13726820	littleBits Steam Student Set
13747180	3D Filament Black 853' Spool

13747190	3D Filament Green 853' Spool
13747200	Dremel 3D Printer Educational Kit
13747210	Build Sheet
13747220	3D Filament Silver 853' Spool
13747230	3D Filament Blue 853' Spool
13747240	3D Tape Blue 6-7/8" x 11"
13747250	3D Filament Gold 853' Spool
13747260	3D Printer Base Model
13747270	3D Filament White 853' Spool
13747280	3D Filament Red 853' Spool
13747290	3D Filament Orange 853' Spool
13747300	3D Filament Translucent 853' Spool
13747310	3D Filament Purple 853' Spool
13747320	Build Platform
13747330	Rigamajig Basic Builder Kit
13747340	Rigamajig Simple Machines Add-On Kit
13749740	Dr. Seuss You Have Brains Poster 23"H x 17"W
13749750	Dr. Seuss You Have Brains Bkmark 2"x6" 1 Design 200/Pkg
13749760	Dr. Seuss One Fish Two Fish Poster 23"H x 17"W
13749770	Dr. Seuss One Fish Two Fish Bkmrk 2"x6" 1 Design 200/Pkg
13750960	Elephant and Piggie Carpet 5'4"W x 3'10"D Oval
13750970	Elephant and Piggie Carpet 7'8"W x 5'4"D Oval
13750980	Elephant and Piggie Carpet 10'9"W x 7'8"D Oval
13750990	Elephant and Piggie Carpet 13'2"W x 10'9"D Oval
13751000	Mo Willems Character Carpet 7'8"W x 5'4"D Rectangle
13751010	Mo Willems Character Carpet 10'9"W x 7'8"D Rectangle
13751020	Mo Willems Character Carpet 13'2"W x 10'9"D Rectangle
13751640	StickTogether Core Collection 4/Set
13752720	Bibliotheca Tattle-Tape Gate Baseplate, 1 Aisle
13752730	Bibliotheca Tattle-Tape Gate Baseplate, 2 Aisle
13752740	Bibliotheca Tattle-Tape Gate Base Plate Extension Kit
13752750	Bibliotheca Tattle-Tape Gate Direct Mount, 1 Aisle
13752760	Bibliotheca Tattle-Tape Gate Direct Mount, 2 Aisle
13752770	Bibliotheca Tattle-Tape Gate Direct Mount, 3 Aisle
13752780	Bibliotheca Tattle-Tape Gate Direct Mount, 4 Aisle
13752790	Bibliotheca Tattle-Tape Gate Direct Mount, 5 Aisle
13752800	Bibliotheca Tattle-Tape Gate Direct Mount, Ext Kit
13752810	Bibliotheca Tattle-Tape Gate Buried Cable, 1 Aisle
13752820	Bibliotheca Tattle-Tape Gate Buried Cable, 2 Aisle
13752830	Bibliotheca Tattle-Tape Gate Buried Cable, 3 Aisle
13752840	Bibliotheca Tattle-Tape Gate Buried Cable, 4 Aisle
13752850	Bibliotheca Tattle-Tape Gate Buried Cable, 5 Aisle
13752860	Bibliotheca Tattle-Tape Gate Buried Cable, Ext Kit
13752870	Bibliotheca Tattle-Tape Gate Clear Direct Mount, 1 Aisle
13752880	Bibliotheca Tattle-Tape Gate Clear Direct Mount, 2 Aisle
13752890	Bibliotheca Tattle-Tape Gate Clear Direct Mount, 3 Aisle
13752900	Bibliotheca Tattle-Tape Gate Clear Direct Mount, 4 Aisle
13752910	Bibliotheca Tattle-Tape Gate Clear Direct Mount, 5 Aisle
13752920	Bibliotheca Tattle-Tape Gate Clear Direct Mount, Ext Kit
13752930	Bibliotheca Tattle-Tape Gate Clear Baseplate Ext Kit
13752940	Bibliotheca Tattle-Tape Gate Clear Buried Cable, 1 Aisle
13752950	Bibliotheca Tattle-Tape Gate Clear Buried Cable, 2 Aisle
13752960	Bibliotheca Tattle-Tape Gate Clear Buried Cable, 3 Aisle

13752970	Bibliotheca Tattle-Tape Gate Clear Buried Cable, 4 Aisle
13752980	Bibliotheca Tattle-Tape Gate Clear Buried Cable, 5 Aisle
13752990	Bibliotheca Tattle-Tape Gate Clear Buried Cable, Ext Kit
13753200	Dash Robot
13753250	Dash & Dot Wonder Workshop Ball Launcher
13757770	StickTogether Masterpiece Collection Set of 4
13763300	StickTogether Seasonal Bundle
13763670	Deluxe Maker Collection w/ Challenge Guide 3 Boxes/Set
13765600	Sphero Mini White
13765610	Sphero Mini Green
13765630	Sphero SPRK+ Education
13765660	Sphero Terrain Park
13765670	Sphero Turbo Cover
13765680	Sphero Nubby Cover
13765790	Cue Robot
13765820	Wonder Workshop Club Pack
13770720	Dremel Digilab 3D Printer
13780520	Dremel Digilab LC40 Laser 40W Laser Cutter w/o Filter
13780530	FS-01 BOFA AD350 Filtration BOFA AD350 Filtration System
13780620	3D Filament Pink 853' Spool
13781770	Sphero BOLT
13781780	Sphero BOLT Education Pack 15/pkg.
13791210	StickTogether Animal Collection 4/Set
13791220	StickTogether Creativity Collection 4/Set
13793890	Drop Ship Fee
13801780	Ozobot Evo Classroom Kit 12 Ozobot Evo w/Charging Case
13801790	Ozobot Evo Classroom Kit 18 Ozobot Evo w/Charging Case
13803890	Demco Economy Foldable Desk Barrier 24"H x 44"W
13803900	Demco Economy Foldable Desk Barrier 32"H x 44"W
14929500	Thermal Receipt Printer Refill 3"W x 410' Roll 7/16" Core
15300980	Tattle-Tape B1 Security Strips Book Spines 100/Pkg
15300990	Tattle-Tape B2 Double-sided Sec Strip Paperback 100/Pkg
15352330	Tattle-Tape R2 Between-Page Security Strips 7,500/Roll
15352350	Tattle-Tape B1 Single-sided Security Strp Hardcover 1000/Bx
15352360	Tattle-Tape B2 Double-sided Security Strip PaperBk 1000/Bx
15352370	Tattle-Tape R2 Between-Page Security Strips 2,500/Roll
15352380	Tattle-Tape SB-3 Security Strips Audiocassettes 200/Pkg
15352430	Tattle-Tape EM DCD-2 CD / Single-sided DVD Overlay 200/Box
15352490	Bibliotheca Tattle-Tape Desensitizer
15353060	Bayonets For Tattle Tape Security Strip Insertion 10/Pk
16201010	Book Repair Workshop Kit 5 Kits/Ctn
17114390	Bibliotheca Tattle-Tape Resensitizer
20492950	3M 764 Resensitizer 12 Month Service Agreement