



*One Team, One Goal: Student Success*

514 Glover Street  
Marietta, GA 30060  
Telephone: (770) 426-3300  
[www.cobbk12.org](http://www.cobbk12.org)

March 17, 2021

Ms. Joanne Viggiano  
Henry Schein, Inc.  
135 Duryea Road E270  
Melville, NY 11747

Dear Ms. Viggiano:

This is to advise you that the award to your company for **IFB B1827, School Health Supplies and Equipment** as shown on the attached page has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **April 1, 2021 through March 31, 2022** with an option to renew. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362** or [jeanette.gray@cobbk12.org](mailto:jeanette.gray@cobbk12.org). The **School Health Services Department** contact is **Melanie Bales, 770-426-3482**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

Jill Vestal, CPPB  
Senior Executive Director, Business Services

jmg

cc: Accounts Payable  
Melanie Bales  
Thomas Marshall  
Debbie Stinchcomb

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**SUPERINTENDENT**

Chris Ragsdale

IFB B1827, School Health Supplies and Equipment  
 Renewal Award Letter  
 Henry Schein, Inc.  
 Vendor-PO Mailing #105687-1  
 Vendor Phone #: 800-851-0400  
 Page 2

Item #	Description	Details
1	Minimum Guarantee Percentage Discount	<b>18% (Based on published price)</b>
3	To obtain accurate pricing for the purchase of goods	Visit website: <a href="https://www.henryschein.com/us-en/Athletics-Schools/Default.aspx?did=Athletics-Schools">https://www.henryschein.com/us-en/Athletics-Schools/Default.aspx?did=Athletics-Schools</a>
4	Exceptions to discount and non-discounted items	Gatorade High School & Youth Pkg, Mueller M- Pack, Maico Products, Hawks Grips, Norma Tec, Chattanooga Genysis Electrotherapy, Epi-Pens, Game Ready Products, Office Supplies, Prescription items (call 800-851-0400)
5	Shipping Charges	No minimum order requirement freight included for all orders over \$200.00. Manufacturer freight charges will apply for all equipment (i.e. ice machines, furniture, etc.) and would be considered dock to dock delivery only. If inside delivery is needed, please call for arrangements and freight quote.
6	Hazardous Material Charge	Hazardous materials are subject to a Department of Transportation hazardous materials handling charge of \$30.00.
7	Restocking Fee	Only for customer error or drop ship item(s) from manufacturer.



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March 17, 2021

Mr. Anthony Bernardini  
Maxi Aids, Inc.  
42 Executive Blvd.  
Farmingdale, NY 11735

Dear Mr. Bernardini:

This is to advise you that the award to your company for **IFB B1827, School Health Supplies and Equipment** as shown on the attached page has been renewed.

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Sincerely,

A handwritten signature in blue ink that reads "Jill Vestal".

Jill Vestal, CPPB  
Senior Executive Director, Business Services

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Chris Ragsdale

IFB B1827, School Health Supplies and Equipment  
 Renewal Award Letter  
 Maxi Aids, Inc.  
 Vendor-PO Mailing #100574  
 Vendor Phone #: 800-522-0299  
 Page 2

Item #	Description	Details
1	Minimum Guarantee Percentage Discount	<b>10%</b>
2	Additional discounts offered	Discounts on BULK purchases
3	To obtain accurate pricing for the purchase of goods	Visit <a href="http://www.maxiaids.com">www.maxiaids.com</a>
4	Exceptions to discount and non-discounted items	There are no discounts on the following items: Perkins Brailier, APH Desktop recorder, Scientific calculators, WCIB canes, Freedom Scientific products, Tash and AbleNet products. Any computer software or hardware.
5	Shipping Charges	\$15 or Less - \$5.90 \$15.01 - \$24.99 - \$7.50 \$25.00 - \$49.99 - \$7.90 \$50.00 - \$99.99 - \$9.90 \$100. - \$149.99 - \$13.90 \$150.00 - \$199.99 - \$14.90 \$200.00 - \$249.99 - \$17.90 \$250.00 - \$299.99 - \$18.90 \$300.00 - \$2,000.00 - \$19.90 \$10.00 each additional \$1,000.00  <b>Extra Shipping Charges:</b> Perkins Brailiers: \$15.00 Floor Lamps: \$15.00 Talking Microwave: \$15.00 CCTV's: See More/Reizen: \$75.00 All Others: \$95.00 Camera Only: \$50.00 There is an additional shipping charge on oversized items.
7	Restocking Fee	Items may be returned within 30 days. Must obtain a return authorization (RA) number if an order is returned due to an incorrect address. Purchaser is responsible for both the original and return shipping charges, plus a 15% restocking fee. Some items are not returnable – check with company before purchasing. 25% restocking fee charge on scooters, wheelchairs, transport chairs, lift seats, rollators, walkers, & bed rails.



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March 17, 2021

Mr. Alexander Gates  
Performance Health Supply, Inc.  
dba Medco Supply, Masune & Surgical Supply Services  
25 Northpointe Parkway, Suite 25  
Amherst, NY 14228

Dear Mr. Gates:

This is to advise you that the award to your company for **IFB B1827, School Health Supplies and Equipment** as shown on the attached page has been renewed.

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Sincerely,

A handwritten signature in blue ink that reads 'Jill Vestal'.

Jill Vestal, CPPB  
Senior Executive Director, Business Services

jmg

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Chris Ragsdale

IFB B1827, School Health Supplies and Equipment  
Renewal Award Letter  
Performance Health Supply, Inc.  
dba Medco Supply, Masune & Surgical Supply Services  
Vendor-PO Mailing #101555-5  
Vendor Phone #: 800-556-3326  
Page 2

Item #	Description	Details
1	Minimum Guarantee Percentage Discount	<b>18%</b>
3	To obtain accurate pricing for the purchase of goods	Cobb County School District can access awarded prices on <a href="http://www.Medco-Athletics.com">http://www.Medco-Athletics.com</a> (account will reflect awarded price upon approval) AND/OR can contact <a href="mailto:MedcoSalesSupport@Medcosupply.com">MedcoSalesSupport@Medcosupply.com</a> and request a quote on a list of items.
4	Exceptions to discount and non-discounted items	Gatorade, Prescription (RX) items, Vectra Genysis, GameReady, Ice Machines, Whirlpools, AED's, and Rehydration items require a quote request ( <a href="mailto:MedcoSalesSupport@MedcoSupply.com">MedcoSalesSupport@MedcoSupply.com</a> ). UMRP (unilateral Minimum Resale Price) items cannot be discounted.
5	Shipping Charges	Orders placed on the Cobb County School District Acct, referencing the EST provided will receive Free FedEx Ground shipping (expected two (2) to four (4) days). Specialty shipping (overnight, Saturday, 2nd day) will be addressed as a case by case basis. Orders are processed in the order they are received. Delivery is determined by FedEx, but is expected within two (2) to four (4) days of receipt and process.
6	Hazardous Material Charge	Hazardous materials charges are \$25.00 per order (multiple hazardous items can be ordered together for a singular charge).
7	Restocking Fee	Medco does not have a restocking fee for items that can be returned, some items (vendor Specific) are non-returnable, or may have a percentage restocking fee. Those instances will be handled on a case by case basis.



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March 17, 2021

Mr. Andrew Wlezen  
School Health Corporation  
865 Muirfield Drive  
Hanover Park, IL 60133

Dear Mr. Wlezen:

This is to advise you that the award to your company for **IFB B1827, School Health Supplies and Equipment** as shown on the attached page has been renewed.

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Sincerely,

A handwritten signature in blue ink that reads 'Jill Vestal'.

Jill Vestal, CPPB  
Senior Executive Director, Business Services

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Chris Ragsdale

IFB B1827, School Health Supplies and Equipment  
 Renewal Award Letter  
 School Health Corporation  
 Vendor-PO Mailing #100266  
 Vendor Phone #: 866-323-5465  
 Page 2

Item #	Description	Details
1	Minimum Guarantee Percentage Discount	<b>13%</b>
2	Additional discounts offered	School Health provides support/training for all health/medical equipment sold. Highly trained certified technicians located in our Calibration, Parts, and Repair department can provide customers with vision and hearing product information as needed as well as product calibrations and repairs. School Health's highly trained sales staff will arrange for product in-services upon customer request. Many School Health products, such as AED's, can be sold with program management services which make training available to product end users. This service is usually included in the sale but if it is a "priced" item then the training purchase receives the contract discount and benefits.
3	To obtain accurate pricing for the purchase of goods	<b>Reference quote #3418010 when ordering and/or requesting quotes.</b>
4	Exceptions to discount and non-discounted items	The following items in the 2018 School Nurse, Sports Health, EnableMart, & all other Catalogs are excluded from a catalog discount: Medical Record Keeping Software & Other software products, Injury Tracking Software, Prescription (Rx) products, Customized Kits, Products denoted by Exclusive Icon, Gatorade Products & Gatorade Performance Series Products, EnableMart Software, Braille Paper, Current "Special Promotion" items already offered at a discounted price. School Health runs sales throughout the year. Our catalogs contain numerous promotions denoted by the Special Offer icon. Also, look for seasonal savings offered in our spring and Back-to-School Flyers. Capital Equipment Products: Call for Discount on the following: Furniture Items & Appliances, Vision & Hearing Screening Equipment, Automated External Defibrillators (AEDs), Braille Embossers
5	Shipping Charges	Free shipping on orders over \$125, a shipping charge of \$12.95 will apply for orders under \$125
7	Restocking Fee	Yes, a restocking fee of 10-20% may be charged on returned goods. The fee(s) will be assessed by the company receiving the merchandise (School Health or a vendor).