

WHAT YOU SHOULD KNOW
 about the contract between the
Commonwealth of Virginia
 and the
Channing Bete Company
Effective May 1, 2013 – April 30, 2014
VA Contract # 71510

1 | PROGRAM BENEFITS:

- ◆ Increased “purchasing power” for state-level agencies, local health departments, local community service boards in Virginia.
- ◆ Complete flexibility as to timing of orders and item selection.

2 | PRICING:

- ◆ Price List “A” products are defined as any with an item number ending in “A”:

PRICE LIST A	<u>Quantity (may be an assortment of titles)</u>	<u>Not Imprinted</u>	<u>Imprinted</u>
	500-999 units	\$.71 ea.	\$.86 ea.
	1,000-4,999 units	\$.59 ea.	\$.67 ea.
	5,000-9,999 units	\$.51 ea.	\$.55 ea.
	10,000-19,999 units	\$.49 ea.	\$.54 ea.
	20,000-100,000 units	\$.45 ea.	\$.48 ea.
<i>Personalization is free for 5,000 units of a single title with the same imprint within an installment order.</i> Minimum order size of Price List A materials is 500 units. Pocket Minders® come folded and shrink wrapped in packs of 25 units per bundle. For personalized Pocket Minder® orders of less than 5,000 units, there is a \$131 surcharge in addition to the price per copy.			

- ◆ Price List “B” products are defined as any with an item number ending in “B”:

PRICE LIST B	<u>Quantity (may be an assortment of titles)</u>	<u>Not Imprinted</u>	<u>Imprinted</u>
	500-999 units	\$1.34 ea.	\$1.53 ea.
	1,000-4,999 units	\$1.20 ea.	\$1.29 ea.
	5,000+ units	\$.92 ea.	\$.99 ea.
	<i>Personalization is free for 5,000 units of a single title with the same imprint within an installment order.</i> Minimum order size of Price List B materials is 500 units.		

- ◆ Price List “K” products are defined as any with an item number ending in “K”:

PRICE LIST K	<u>Quantity (may be an assortment of titles)</u>	<u>Not Imprinted</u>	<u>Imprinted</u>
	200-499 units	\$1.98 ea.	\$2.20 ea.
	500-999 units	\$1.84 ea.	\$2.11 ea.
	1,000-4,999 units	\$1.67 ea.	\$1.84 ea.
	5,000+ units	\$1.38 ea.	\$1.50 ea.
<i>Personalization is free for 10,000 units of a single title with the same imprint within an installment order.</i> Minimum order size of Price List K materials is 200 units.			

Important: You must include “VA” Contract # 71510” with your order to receive this special discounted pricing. Discounts do not apply to orders placed via the Channing Bete Company website.



◆ Price List “H”: Launch & Learn® CDs

PRICE LIST H	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
	1-99 units	\$4.19 ea.	N/A
100-499 units	\$4.01 ea.	\$4.68 ea.	
500-999 units	\$3.62 ea.	\$3.83 ea.	
1,000-2,499 units	\$3.21 ea.	\$3.38 ea.	
2,500-4,999 units	\$2.90 ea.	\$3.02 ea.	
5,000-9,999 units	\$2.55 ea.	\$2.62 ea.	
10,000-19,999 units	\$2.28 ea.	\$2.35 ea.	
20,000-49,999 units	\$2.10 ea.	\$2.15 ea.	

Personalization of Launch & Learn CDs is imprinting of CD sleeve.

◆ Price List “L”: Launch & Learn® DVDs

PRICE LIST L	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
	20*-99 units	\$5.24 ea.	N/A
100-499 units	\$5.03 ea.	\$5.87 ea.	
500-999 units	\$4.56 ea.	\$4.82 ea.	
1,000-2,499 units	\$4.03 ea.	\$4.24 ea.	
2,500-4,999 units	\$3.61 ea.	\$3.75 ea.	
5,000-9,999 units	\$3.19 ea.	\$3.29 ea.	
10,000-19,999 units	\$2.88 ea.	\$2.98 ea.	
20,000-49,999 units	\$2.63 ea.	\$2.69 ea.	

*Minimum purchase 20 units.

◆ Price List “P”: Growth Charts

PRICE LIST P	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
	1-99 units	\$3.74 ea.	N/A
100-499 units	\$3.21 ea.	\$4.00 ea.	
500-999 units	\$2.63 ea.	\$2.98 ea.	
1,000-2,499 units	\$2.26 ea.	\$2.45 ea.	
2,500-4,999 units	\$1.91 ea.	\$2.06 ea.	
5,000-9,999 units	\$1.50 ea.	\$1.60 ea.	
10,000-19,999 units	\$1.31 ea.	\$1.39 ea.	
20,000-49,999 units	\$1.19 ea.	\$1.27 ea.	
50,000-99,999 units	\$1.11 ea.	\$1.18 ea.	

◆ Price List “R”: Group Presentation Kits:

PRICE LIST R	Quantity (may be an assortment of titles)	Price
	1 unit	\$356.00
2-3 units	\$300.00	
4-9 units	\$265.00	
10-49 units	\$239.00	
50-99 units	\$215.00	

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◆ Price List “F”: Posters:

PRICE LIST F	Quantity (may be an assortment of titles)	Not Imprinted	
		1-24 units	\$5.84 ea.
	25-99 units	\$5.65 ea.	
	100-499 units	\$4.30 ea.	
	500-999 units	\$3.43 ea.	
	1,000-2,499 units	\$3.07 ea.	
	2,500-4,999 units	\$2.58 ea.	
	5,000-9,999 units	\$2.18 ea.	
	10,000-19,999 units	\$1.81 ea.	
	20,000-49,999 units	\$1.55 ea.	
	50,000-99,999 units	\$1.43 ea.	

◆ Price List “G” products are defined as any with an item number ending in “G”:

PRICE LIST G	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
		1-99 units	\$.99 ea.
	100-499 units	\$.74 ea.	\$1.20 ea.
	500-999 units	\$.57 ea.	\$.78 ea.
	1,000-2,499 units	\$.50 ea.	\$.63 ea.
	2,500-4,999 units	\$.47 ea.	\$.55 ea.
	5,000-9,999 units	\$.39 ea.	\$.45 ea.
	10,000-19,999 units	\$.33 ea.	\$.38 ea.
	20,000-49,999 units	\$.29 ea.	\$.33 ea.
	50,000-99,999 units	\$.26 ea.	\$.29 ea.

Personalization is free for 5,000 units of a single title with the same imprint within an installment order.

◆ Price List “N”, Sticker sheets, 25 sheets per package:

PRICE LIST N	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
		1-4 packages	\$17.84 ea.
	5-20 packages	\$16.43 ea.	N/A
	21-40 packages	\$15.22 ea.	N/A
	41-100 packages	\$14.11 ea.	\$15.96 ea.
	101-200 packages	\$13.23 ea.	\$15.08 ea.
	201-400 packages	\$12.52 ea.	\$14.37 ea.
	401-800 packages	\$11.77 ea.	\$13.62 ea.
	801-2,000 packages	\$10.83 ea.	\$12.68 ea.

◆ Crayons: four crayons per box; item number 91439:

CRAYONS	Quantity	Price/Box
		1-999 boxes
	1,000-4,999 boxes	\$.59
	5,000-9,999 boxes	\$.48
	10,000-49,999 boxes	\$.41
	50,000-99,999 boxes	\$.39

◆ Envelope Totes: Stock Editions:

ENVELOPE TOTES	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
		1-99 units	\$2.45 ea.
	100-999 units	\$2.09 ea.	\$2.09 ea.
	1,000-9,999 units	\$1.70 ea.	\$1.70 ea.
	10,000-19,999 units	\$1.58 ea.	\$1.58 ea.
	20,000-49,999 units	\$1.53 ea.	\$1.53 ea.
	50,000-99,999 units	\$1.43 ea.	\$1.43 ea.

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◆ Price List “S”: Smart Guides

PRICE LIST S	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
	1-99 units	\$3.99 ea.	N/A
	100-499 units	\$3.97 ea.	\$4.26 ea.
	500-999 units	\$3.86 ea.	\$4.15 ea.
	1,000-2,499 units	\$3.71 ea.	\$4.00 ea.
	2,500-4,999 units	\$3.54 ea.	\$3.83 ea.
	5,000-9,999 units	\$2.98 ea.	\$3.27 ea.
	10,000-19,999 units	\$2.46 ea.	\$2.75 ea.
	20,000-49,999 units	\$2.09 ea.	\$2.38 ea.
	50,000-99,999 units	\$1.86 ea.	\$2.15 ea.

Personalization is free for 8,500 units or more of a single title with the same imprint within an order.

◆ Price List “T”: Keeping Tabs with Magnets and Informational Magazines

PRICE LIST T	Quantity (may be an assortment of titles)	Not Imprinted	Imprinted
	1-99 units	\$2.93 ea.	N/A
	100-499 units	\$2.62 ea.	\$2.98 ea.
	500-999 units	\$2.26 ea.	\$2.62 ea.
	1,000-2,499 units	\$1.84 ea.	\$2.05 ea.
	2,500-4,999 units	\$1.46 ea.	\$1.67 ea.
	5,000-9,999 units	\$1.15 ea.	\$1.27 ea.
	10,000-19,999 units	\$1.04 ea.	\$1.14 ea.
	20,000-49,999 units	\$0.97 ea.	\$1.04 ea.
	50,000-99,999 units	\$0.88 ea.	\$0.93 ea.

3 | **IMPRINTING:**

- ◆ Booklets can be imprinted with same imprint in black ink on front and/or back covers. (Two different imprints are allowed at no additional charge.)
- ◆ There will be a one-time \$50 charge for the development of each additional imprint. (There is no additional imprint set-up charge for the Spanish counterpart of any English booklet ordered within an installment.)

4 | **SPECIAL MODIFICATIONS:**

- ◆ Customized products and adaptations to existing stock product may be ordered under this contract.
- ◆ Pricing subject to quotation will include all creative and appropriate special charges, as well as per-unit charges as shown above.

5 | **SHIPPING/HANDLING AND BILLING:**

- ◆ Customer will confirm titles and shipping instructions at least 30 days prior to each shipment.
- ◆ Shipping and handling on each order under \$3,000 will be billed at 9% of the total order. Orders of \$3,000 or more, shipping and handling is F.O.B. South Deerfield with actual freight added to the invoice. Inside delivery, if required, is also added to the invoice.
- ◆ Shipping to multiple locations is available on request when order is placed. There is a drop-ship charge of \$15.00 per location. This service must be requested by the customer when the installment order is placed.
- ◆ Shipping charges and any drop-shipping charges will be added as a separate item to each installment’s invoice.
- ◆ Customer will be billed upon shipment of each installment order. Terms: Net 30 days.

Important: You must include “VA” Contract # 71510” with your order to receive this special discounted pricing. Discounts do not apply to orders placed via the Channing Bete Company website.



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HOW TO ORDER:

Mail your order to:
Channing Bete Company Inc.
One Community Place
South Deerfield, MA 01373-0200

or

Fax your order to:
1-800-329-2939

Or use eVA:
www.eva.state.va.us

Important to include with your order:

- ◆ Reference VA Contract # 71510 to receive this special discount pricing
- ◆ Purchase Order number
- ◆ Item #, title, and quantity of each item
- ◆ Imprint instructions (if appropriate)
- ◆ Shipping charges (for estimate, call 1-800-628-7733)
- ◆ Billing and shipping information

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For questions or additional information, contact your Channing Bete Company representative:

Saralyn Wasserman
Regional Director of Strategic Development
571-235-0897
or
Evelyn Cleary, Senior Account Manager
888-834-6627, ext. 6509

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