



Delta Education

...because children learn by doing.®

80 Northwest Blvd, Nashua, NH 03063
PO Box 3000, Nashua, NH 03061-3000
Phone: 800-338-5270 Fax: 866-767-6942

Regional Sales Manager - Maggie Ostler

21 Muir
Irvine, CA 92620
(949) 275-2602

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Prepared On: April 17, 2013

Valid Through: July 16, 2013

DELTA EDUCATION PURCHASE PROPOSAL

Prepared for: Santa Barbara USD

Complete Kits	\$ 125,415.00				
Teacher Toolkits	\$ 14,661.50				
Reading	\$ 14,602.00			Subtotal	\$ 180,506.50
Refill	\$ 25,828.00			12% Shipping & Handling	\$ 21,660.78
Online	\$ -			Living Material Shipping	
				8% Est. Sales Tax	\$ 16,173.38
				Total	\$218,340.66
<u>Customer Savings:</u>					
FREE Professional Development Days	7	\$1,200.00	=	\$8,400.00	
Bonus Reading Materials			=	\$15,479.60	
Total Savings					\$23,879.60

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
1325206	KIT FOSS TREES + WEATHER SCI 3RD ED	Kit	\$ 919.00	14	\$ 12,866.00	
1325300	TEA TOOL KIT FOSS TREES+WTHR 3RD ED	TM	\$ 225.95	10	\$ 2,259.50	
1409930	REFILL KIT FOSS TREES+WEATHER SCI 3RD ED	Refill	\$ 19.00	56	\$ 1,064.00	
1325209	KIT FOSS SOLIDS AND LIQUIDS 3RD ED	Kit	\$ 994.00	18	\$ 17,892.00	
1325303	TEA TOOL KIT FOSS SOL + LIQ 3RD ED	TM	\$ 225.95	10	\$ 2,259.50	
1402674	REFILL KIT FOSS SOL AND LIQ 3RD ED	Refill	\$ 69.00	72	\$ 4,968.00	
1325210	KIT FOSS PEBS SAND + SILT 3RD ED	Kit	\$ 924.00	16	\$ 14,784.00	
1325304	TEA TOOL KIT FOSS PEBS SAND+SILT 3RD ED	TM	\$ 225.95	10	\$ 2,259.50	
1411807	REFILL KIT FOSS PEBS SAND+SILT 3RD ED	Refill	\$ 38.00	64	\$ 2,432.00	

1325214	KIT FOSS MEAS MATTER 3RD ED	Kit	\$ 1,184.00	16	\$	18,944.00
1325308	TEA TOOL KIT FOSS MEAS MATTER 3RD ED	TM	\$ 233.00	10	\$	2,330.00
1402673	REFILL KIT FOSS MEAS MATTER 3RD ED	Refill	\$ 47.00	64	\$	3,008.00
1325215	KIT FOSS SOILS ROCKS + LNDFRMS 3RD ED	Kit	\$ 1,208.00	14	\$	16,912.00
1325309	TEA TOOL KIT FOSS SOILS RCKS+LNDFRMS 3R	TM	\$ 233.00	9	\$	2,097.00
1325279	SCI RES BK FOSS SL RCK+LNDFRM 3RD ED P16	Reading	\$ 169.00	12	\$	2,028.00
1412403	REFILL FOSS SOILS ROCKS+LNDFRMS 3RD ED	Refill	\$ 42.00	56	\$	2,352.00
1325220	KIT FOSS MIX AND SOL 3RD ED	Kit	\$ 1,234.00	13	\$	16,042.00
1325314	TEA TOOL KIT FOSS MIX + SOL 3RD ED	TM	\$ 233.00	8	\$	1,864.00
1325286	SCI RES BK FOSS MIX + SOL 3RD ED PK 16	Reading	\$ 169.00	16	\$	2,704.00
1402672	REFILL KIT FOSS MIX AND SOL 3RD ED	Refill	\$ 202.00	52	\$	10,504.00
742-5037	KIT FOSS WEATHER & WATER CR05	Kit	\$ 1,865.00	15	\$	27,975.00
442-2714	TG FOSS MS WEATHER&WATER CR04	TM	\$ 199.00	8	\$	1,592.00
542-1520	RES BK, FOSS MS WEATHER&WATER PKG/16	Reading	\$ 329.00	30	\$	9,870.00
1292222	REFILL KIT FOSS WEATHER & WATER	Refill	\$ 50.00	30	\$	1,500.00

BONUS

1325267	SCI RES BK FOSS TREES+WTHR 3RD ED P/8	Reading	\$ 49.00	56		N/C
1329933	SCI RES BBK FOSS TREES+WTHR 3RD ED /EA	Reading	\$ 34.95	14		N/C
1325270	SCI RES BK FOSS SOL + LIQ 3RD ED PK 8	Reading	\$ 49.00	72		N/C
1329936	SCI RES BBK FOSS SOL + LIQ 3RD ED EA	Reading	\$ 34.95	18		N/C
1325271	SCI RES BK FOSS PEBS SND+SLT 3RD ED P/8	Reading	\$ 49.00	64		N/C
1329937	SCI RES BBK FOSS PEBS SND+SLT 3RD ED EA	Reading	\$ 34.95	16		N/C
1325277	SCI RES BK FOSS MEAS MATTER 3RD ED PK 16	Reading	\$ 169.00	20		N/C
1325279	SCI RES BK FOSS SL RCK+LNDFRM 3RD ED P16	Reading	\$ 169.00	6		N/C



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Prepared for: Santa Barbara USD

Complete Kits	\$ 99,614.00		
Teacher Materials	\$ 14,933.50		
Refill Kits	\$ 18,710.20		
Reading Components	\$ 18,758.50		
Living Materials	\$ 12,639.74		
		Subtotal	\$ 164,655.94
		12% Shipping & Handling	\$ 19,758.71
		Living Material Shipping	\$ 30.00
		8% Est. Sales Tax	\$ 14,755.57
		Total	\$199,200.23

Customer Savings:

FREE Professional Development Days	\$1,200.00	=	\$0.00
Bonused Reading Materials		=	

Total Savings \$0.00

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
1325207	KIT FOSS ANIMALS 2X2 3RD ED	Kit	\$ 714.00	14	\$ 9,996.00	
1450917	LM CARD GOLDFISH GUPPIES+ELODEA	LM	\$ 28.05	24	\$ 673.20	
1450923	LM CARD POND+RAMSHORN SNAILS	LM	\$ 20.05	24	\$ 481.20	
1450925	LM CARD REDWORMS PKG/150	LM	\$ 24.05	24	\$ 577.20	
1450930	LM CARD EARTHWORMS PKG/12	LM	\$ 13.05	24	\$ 313.20	
270-4063	LM FOSS 25 PILLBGS.25 SOWBGS.1 CARD	LM	\$ 44.05	24	\$ 1,057.20	
1325301	TEA TOOL KIT FOSS ANIMALS 2X2 3RD ED	TM	\$ 225.95	10	\$ 2,259.50	
1325268	SCI RES BK FOSS ANIMALS 2X2 3RD ED P/8	Reading	\$ 49.00	40	\$ 1,960.00	
1329934	SCI RES BBK FOSS ANIMALS 2X2 3RD ED EA	Reading	\$ 34.95	10	\$ 349.50	
1449992	REFILL KIT FOSS ANIMALS 2X2 3RD ED	Refill	\$ 14.95	56	\$ 837.20	

1325232	KIT FOSS PLANTS + ANIMALS 3RD ED	Kit	\$ 704.00	18	\$	12,672.00
270-4063	LM FOSS 25 PILLBGS.25 SOWBGS.1 CARD	LM	\$ 44.05	28	\$	1,233.40
1325325	TEA TOOL KIT FOSS PLNTS+ANMLS 3RD ED	TM	\$ 225.95	10	\$	2,259.50
1325297	SCI RES BK FOSS PLNTS+ANMLS 3RD ED P/8	Reading	\$ 49.00	40	\$	1,960.00
1329935	SCI RES BBK FOSS PLNTS+ANMLS 3RD ED EA	Reading	\$ 34.95	10	\$	349.50
1445366	REFILL KIT FOSS PLANTS+ANIMALS 3RD ED	Refill	\$ 74.00	72	\$	5,328.00
1325233	KIT FOSS INSECTS + PLANTS 3RD ED	Kit	\$ 794.00	16	\$	12,704.00
270-4529	LM FOSS CA INSECTS & PLANTS SET/4	LM	\$ 119.04	26	\$	3,095.04
1325326	TEA TOOL KIT FOSS INSCTS+PLNTS 3RD ED	TM	\$ 225.95	10	\$	2,259.50
1325298	SCI RES BK FOSS INSCTS+PLNTS 3RD ED P/8	Reading	\$ 49.00	40	\$	1,960.00
1329940	SCI RES BBK FOSS INSCTS+PLNTS 3RD ED EA	Reading	\$ 34.95	10	\$	349.50
1435169	REFILL FOSS INSECTS + PLANTS 3RD ED	Refill	\$ 64.00	64	\$	4,096.00
1325219	KIT FOSS STRUCTURES OF LIFE 3RD ED	Kit	\$ 994.00	16	\$	15,904.00
270-4184	LM FOSS STRUC OF LIFE CRAYFISH+ELODEA/E	LM	\$ 57.05	26	\$	1,483.30
1325313	TEA TOOL KIT FOSS STRUCT OF LIFE 3RD ED	TM	\$ 233.00	10	\$	2,330.00
1325285	SCI RES BK FOSS STRUC OF LIFE 3RD ED P/16	Reading	\$ 169.00	20	\$	3,380.00
1428714	REFIL KIT FOSS STRUCTURES OF LIFE 3RD ED	Refill	\$ 22.50	64	\$	1,440.00
1325218	KIT FOSS ENVIRONMENTS 3RD ED	Kit	\$ 1,124.00	14	\$	15,736.00
270-4063	LM FOSS 25 PILLBGS.25 SOWBGS.1 CARD	LM	\$ 44.05	23	\$	1,013.15
270-4085	LM FOSS 200 MEALWORMS 1 CARD	LM	\$ 24.05	23	\$	553.15
270-2259	LM FOSS ANIMALS 2X2 12 SNAILS POND/EA	LM	\$ 15.05	23	\$	346.15
1450931	LM CARD GOLDFISH AND GUPPIES	LM	\$ 23.05	23	\$	530.15
270-2220	ELODEA SPRIGS PKG/6 1 CARD	LM	\$ 7.05	23	\$	162.15
1450932	LM CARD GAMMARUS	LM	\$ 13.05	23	\$	300.15
1325312	TEA TOOL KIT FOSS ENVIRONMENTS 3RD ED	TM	\$ 233.00	9	\$	2,097.00
1325284	SCI RES BK FOSS ENVRNMNTS 3RD ED P/16	Reading	\$ 169.00	18	\$	3,042.00
1444389	REFILL KIT FOSS ENVIRONMENTS 3RD ED	Refill	\$ 59.00	56	\$	3,304.00

1325224	KIT FOSS LIVING SYSTEMS 3RD ED	Kit	\$ 1,114.00	13	\$	14,482.00
270-4129	LM FOSS INSECTS PAINTED LADY LARVA /EA	LM	\$ 15.05	21	\$	316.05
1450925	LM CARD REDWORMS PKG/150	LM	\$ 24.05	21	\$	505.05
1325318	TEA TOOL KIT FOSS LVNG SYSTMS 3RD ED	TM	\$ 233.00	8	\$	1,864.00
1325290	SCI RES BK FOSS LVNG SYSTMS 3RD ED P/16	Reading	\$ 169.00	16	\$	2,704.00
1451376	REFILL KIT FOSS LIVING SYSTEMS 3RD ED	Refill	\$ 54.00	52	\$	2,808.00
1325221	KIT FOSS SUN MOON + PLANETS 3RD ED	Kit	\$ 1,208.00	15	\$	18,120.00
1325315	TEA TOOL KIT FOSS SUN MN+PLNETS 3RD ED	TM	\$ 233.00	8	\$	1,864.00
1325287	SCI RES BK FOSS SUN MN+PLNETS 3RD ED P16	Reading	\$ 169.00	16	\$	2,704.00
1449843	REFILL KIT FOSS SUN MOON+PLANETS 3RD ED	Refill	\$ 14.95	60	\$	897.00



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Complete Kits	\$ 104,545.00			
Teacher Materials	\$ 14,933.50			
Refill Kits	\$ 25,871.00			
Reading Components	\$ 18,758.50			
			Subtotal	\$ 164,108.00
		12%	Shipping & Handling	\$ 19,692.96
			Living Material Shipping	
		8%	Est. Sales Tax	\$ 14,704.08
			Total	\$198,505.04

Customer Savings:

FREE Professional Development Days	\$1,200.00	=	\$0.00
Bonused Reading Materials		=	

Total Savings \$0.00

Part number	Item	Type	Unit Price	Qty	Extended Price	Comments
1325205	KIT FOSS MTRLS IN OUR WORLD 3RD ED	Kit	\$ 803.00	14	\$ 11,242.00	
1325299	TEA TOOL KIT FOSS MTRLS IN OUR WRLD 3RD	TM	\$ 225.95	10	\$ 2,259.50	
1325265	SCI RES BK FOSS MTRLS IN OUR WRLD 3RD ED	Reading	\$ 49.00	40	\$ 1,960.00	
1329932	SCI RES BBK FOSS MTRLS IN OUR WRLD 3RD ED	Reading	\$ 34.95	10	\$ 349.50	
1402675	REFILL KIT FOSS MATL IN OUR WORLD 3RD ED	Refill	\$ 164.00	56	\$ 9,184.00	
1325212	KIT FOSS AIR + WEATHER 3RD ED	Kit	\$ 749.00	18	\$ 13,482.00	
1325306	TEA TOOL KIT FOSS AIR+WEATHER 3RD ED	TM	\$ 225.95	10	\$ 2,259.50	
1325274	SCI RES BK FOSS AIR+WTHR 3RD ED P/8	Reading	\$ 49.00	40	\$ 1,960.00	
1329939	SCI RES BBK FOSS AIR+WTHR 3RD ED EA	Reading	\$ 34.95	10	\$ 349.50	
1409931	REFILL KIT FOSS AIR+WEATHER 3RD ED	Refill	\$ 91.00	72	\$ 6,552.00	

1325211	KIT FOSS BALANCE + MOTION 3RD ED	Kit	\$ 744.00	16	\$	11,904.00
1325305	TEA TOOL KIT FOSS BAL+MOTION 3RD ED	TM	\$ 225.95	10	\$	2,259.50
1325273	SCI RES BK FOSS BAL+MOTION 3RD ED P/8	Reading	\$ 49.00	40	\$	1,960.00
1329938	SCI RES BBK FOSS BAL+MOTION 3RD ED EA	Reading	\$ 34.95	10	\$	349.50
1414616	REFILL KIT FOSS BAL+MOTION 3RD ED	Refill	\$ 45.00	64	\$	2,880.00
1325217	KIT FOSS WATER 3RD ED	Kit	\$ 1,114.00	16	\$	17,824.00
1325311	TEA TOOL KIT FOSS WATER 3RD ED	TM	\$ 233.00	10	\$	2,330.00
1325282	SCI RES BK FOSS WATER 3RD ED P/16	Reading	\$ 169.00	20	\$	3,380.00
1415503	REFILL KIT FOSS WATER 3RD ED	Refill	\$ 46.00	64	\$	2,944.00
1325216	KIT FOSS ENERGY + ELECTROMAG 3RD ED	Kit	\$ 1,514.00	14	\$	21,196.00
1325310	TEA TOOL KIT FOSS ENRGY+ELCTROMAG 3RD	TM	\$ 233.00	9	\$	2,097.00
1325281	SCI RES BK FOSS ENRGY+ELECTRO 3RD ED P1	Reading	\$ 169.00	18	\$	3,042.00
1414617	REFILL KIT FOSS ENERGY+ELECTROMAG 3RD	Refill	\$ 47.00	56	\$	2,632.00
1325223	KIT FOSS WEATHR ON EARTH 3RD ED	Kit	\$ 1,099.00	13	\$	14,287.00
1325317	TEA TOOL KIT FOSS WTHR ON EARTH 3RD ED	TM	\$ 233.00	8	\$	1,864.00
1325289	SCI RES BK FOSS WTHR ON EARTH 3RD ED P1	Reading	\$ 169.00	16	\$	2,704.00
1416872	REFILL KIT FOSS WEATHER ON EARTH 3RD ED	Refill	\$ 26.00	52	\$	1,352.00
1325222	KIT FOSS MTN FORCE + MDLS 3RD ED	Kit	\$ 974.00	15	\$	14,610.00
1325316	TEA TOOL KIT FOSS MTN FRCE+MDLS 3RD ED	TM	\$ 233.00	8	\$	1,864.00
1325288	SCI RES BK FOSS MTN FRCE+MDLS 3RD ED P1	Reading	\$ 169.00	16	\$	2,704.00
1449811	REFILL KIT FOSS MTN FORCE+MDLS 3RD ED	Refill	\$ 5.45	60	\$	327.00