



**MILWAUKEE  
PUBLIC SCHOOLS**

**SUPPLEMENTAL AGREEMENT**

**COMMODITY OR SERVICE:** Classroom Instructional Solutions, Furniture and School Supplies

**PERIOD OF CONTRACT:** October 1, 2020 through September 30, 2023

This Supplemental Agreement is entered into by and between the Milwaukee Board of School Directors (“MPS”) and School Specialty, Inc. (“Contractor”).

Whereby, MPS agrees to direct the purchase and Contractor agrees to supply such commodities cited above in accordance with the Association of Educational Purchasing Agencies (AEPA) / Cooperative Educational Service Agency (CESA) Bid #IFB 018-D and Bid #IFB 019-E. This Supplemental Agreement is executed pursuant to those Bids.

In accordance with MPS Administrative Policy 3.10, which is hereby incorporated by reference, the following requirements have been assigned to this Agreement: the HUB requirement on this Contract is 0%; the student engagement requirement for this Contract is 900 hours per 36-month term; and the Career Education requirement for this Contract is 30 hours per 36-month term. Failure to achieve these requirements may result in the application of some or all of the sanctions set forth in Administrative Policy 3.10.

In addition to the terms contained in that Contract, Contractor agrees to provide the following to MPS:

1. 35% off list price for supply items
2. Multiple tiered discounts off list price for furniture incorporated herein as Exhibit A
3. Free shipping on orders of \$49.00 for school and instructional supplies
4. Shipping and freight charges are FOB Destination; freight has been included in the offered discounts. Inside Delivery \$45 and Liftgate \$69

This Supplemental Agreement, along with Bid #IFB 018-D and Bid #IFB 019-E, constitutes the entire agreement between the parties relating to the subject matter of this contract. All prior understandings, agreements, correspondence and discussions of the parties are merged into and made a part of this Agreement. To the extent that the terms of the documents conflict, the terms of this Supplemental Agreement shall control.

Total compensation under this Supplemental Agreement will not exceed \$5,000,000.00.

No amendment or modification of any provision of this Contract shall be effective unless the same shall be in writing and signed by authorized signatories of both parties.

Contract Requisition: R413339

Contract Number: B0001439

Vendor Number: V0110248

SCHOOL SPECIALTY, INC.

MILWAUKEE BOARD OF SCHOOL  
DIRECTORS

By: \_\_\_\_\_

By: \_\_\_\_\_

*Martha Kreitzman*  
*Chief Financial Officer*

Date: \_\_\_\_\_

Date: \_\_\_\_\_

W6316 Design Drive  
Greenville, WI 54942  
(920) 882-5713

By: \_\_\_\_\_

*Keith P. Posley, Ed.D.*  
*Superintendent of Schools*

Tax ID:

Date: \_\_\_\_\_

Budget Code: 000-0-0-000-BL-ECTS

By: \_\_\_\_\_

*Larry Miller, President*  
*Milwaukee Board of School Directors*

Date: \_\_\_\_\_

# Exhibit A

Contract Requisition: R413339  
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## MSRP Discount Schedule AEPA Contract #018-D

Manufacturer	Discount				
	\$0-\$2,500	\$2,501-\$10,000	\$10,001-\$30,000	\$30,001-\$100,000	\$100,000-\$250,000
Artco Bell	28%	30%	33%	36%	39%
Bretford- Basics	31%	33%	36%	39%	42%
Bretford- Store and Charge	0%	0%	4%	8%	13%
Brodart	40%	42%	44%	46%	48%
Ceia	5%	5%	5%	5%	5%
Childcraft	66%	66%	68%	68%	71%
Classroom Select	66%	66%	68%	68%	71%
Community	31%	33%	36%	39%	42%
Copernicus	23%	25%	28%	31%	34%
Diversified Woodcrafts	46%	48%	50%	55%	57%
Draper	0%	0%	4%	8%	13%
Dukane	31%	33%	36%	39%	42%
Eurotech	35%	37%	39%	42%	45%
Fire King	36%	38%	41%	43%	46%
Fleetwood	14%	17%	20%	26%	30%
Global	32%	34%	37%	39%	42%
Global- Offices To Go	38%	40%	43%	45%	48%
Hallowell- KD Lockers, Shelving	31%	33%	36%	39%	42%
Hallowell- Welded Lockers	0%	0%	4%	8%	13%
Haskell	31%	33%	36%	39%	42%
High Point	37%	39%	41%	44%	46%
Hon	33%	35%	38%	40%	43%
Horizon Seating	30%	32%	35%	37%	40%
Interior Concepts	36%	38%	40%	43%	45%
Ironwood	37%	39%	42%	44%	47%
Jasper Seating	31%	33%	36%	39%	42%
KFI Seating	43%	45%	47%	49%	52%
Kodiak Seating	14%	17%	20%	23%	27%
Lafayette Interior Fashions	30%	33%	35%	38%	41%
Marvel- Pronto	52%	53%	55%	57%	59%
Marvel- Vizion, Focus	14%	17%	20%	23%	27%
Marvel- Zapf, MW	35%	37%	39%	42%	45%
Media Technologies	31%	33%	36%	42%	45%

Manufacturer	Discount				
	\$0-\$2,500	\$2,501 - \$10,000	\$10,001 - \$30,000	\$30,001 - \$100,000	\$100,000 - \$250,000
Mien	6%	8%	12%	19%	23%
Mitchell Furniture	30%	33%	35%	40%	44%
Mooreco- Balt	32%	34%	37%	42%	45%
Mooreco- Best Rite	32%	34%	37%	39%	42%
National Public Seating	30%	33%	35%	38%	41%
OFM	49%	50%	52%	54%	56%
Oklahoma Sound	30%	33%	35%	38%	41%
Palmer Hamilton	31%	33%	36%	39%	42%
Palmer Hamilton- Hive	23%	25%	28%	31%	34%
Palmer Hamilton- Nomad	31%	33%	36%	39%	42%
Perpetual	40%	42%	44%	46%	49%
Republic Storage	31%	33%	36%	39%	42%
Royal Seating	66%	66%	68%	68%	71%
Safco	35%	37%	39%	42%	45%
Sandusky Lee	38%	40%	42%	45%	47%
Screenflex	23%	25%	28%	31%	34%
Sico- stages	34%	36%	39%	41%	44%
Sico- tables	27%	29%	32%	35%	38%
Smith System	14%	17%	20%	26%	30%
Tenjam	23%	25%	28%	31%	34%
Tesco	14%	17%	20%	23%	27%
Wisconsin Bench	31%	33%	36%	39%	42%
ZK Teco	30%	30%	30%	30%	30%



12% Discount off Furniture  
35% Discount off Supply items



**Project Design & Installation Services:**  
Our No-Charge Projects by Design services allow you to focus on serving students.

Questions? Contact your School Specialty representative.

SchoolSpecialty.com  
888-388-3224