

Villa.

Global Vending Group, Inc.

6000 N. Bailey Ave, Suite 1E
Amherst, NY 14226 US
+1 7166742820
AR@globalvendinggroup.com



GLOBAL VENDING GROUP
vending made easy™

Pro-forma invoice

ADDRESS

William Vitulli
East Stroudsburg Area School District
50 Vine St
EAST STROUDSBURG, PA 18301

SHIP TO
SEE BELOW

PRO-FORMA 16766
INVOICE
DATE 07/17/2023

SALESPERSON ID
KB

REFERENCE NUMBER
14198923040

ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
INCHY (A) BW NEW 2023	INCHY (A) BW NEW 2023 size: 48in W x 33in D x 76in H size on pallet: 48in W x 40in D x 83in H (6) ELEMENTARY SCHOOLS SEE BELOW	6	4,995.00	29,970.00
Tokens	600 Additional Tokens. 100 per school (6)	6	50.00	300.00
Upgrade Tray Option A V4	Upgraded Picture Book Tray - Option A set up: default X2, A, A, A per school (6) SmithField Elementary Principal- Eric Kerstetter Address- 245 River Road East Stroudsburg, PA 1830 Bushkill Elementary Principal- Matthew Sadowsky Address- 113 North School Drive Dingmans Ferry, PA 18328 East Stroudsburg Elementary Principal- David Baker Address- 93 Independence Road East Stroudsburg, PA 1830 J.M.Hill Principal- Jessica Reese Address- 151 East Broad Street East Stroudsburg, PA 1830 Middle Smithfield Elementary Principal- Jennifer Moriarty Address- 5180 Milford Road East Stroudsburg, PA 18302	18	150.00	2,700.00

*bill completed
8/2/23*

Resica Elementary
 Principal- Gail Kulick
 Address- 1 Gravel Ridge Road
 East Stroudsburg, PA 18302

LG	Shipping: Lift Gate - outside delivery to the door only. (inside delivery and placement NOT INCLUDED!)	6	695.00	4,170.00
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SHIPPING DISCLOSURE
 Please review the machine dimensions and 'Ship To' address listed above. Contact GVG Shipping within (5) business days of receiving this invoice with any address changes or location access issues due to machine sizes provided.

\$695 per school (6)

INCHY (B) NOTEBOOK (STANDARD) BW NEW 2023	INCHY (B) NOTEBOOK (STANDARD) BW NEW 2023 size: 48in W x 33in D x 76in H size on pallet: 48in W x 40in D x 83in H	2	4,995.00	9,990.00
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(2) INTERMEDIATE SCHOOLS

SEE BELOW

Tokens	Inchy Tokens 200 Ct	2	50.00	100.00
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100 per school (2)

Upgrade Tray Option AV4	Upgraded Picture Book Tray - Option A	4	150.00	600.00
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set u: default X3, A, A per school (2)

J.T. Lambert Intermediate
 Principal- Ray Lenhart
 Address- 2000 Milford Road
 East Stroudsburg, PA 18301

Lehman Intermediate
 Principal- Debar Padavano
 Address- 257 Timberwolf Drive
 Dingmans Ferry, PA 1832

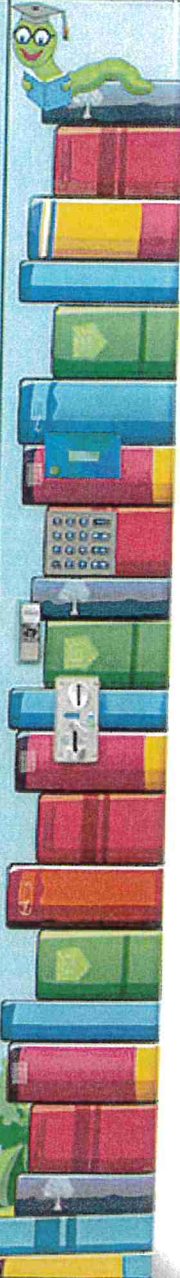
LG	Shipping: Lift Gate - outside delivery to the door only. (inside delivery and placement NOT INCLUDED!)	2	695.00	1,390.00
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SHIPPING DISCLOSURE
 Please review the machine dimensions and 'Ship To' address listed above. Contact GVG Shipping within (5) business days of receiving this invoice with any address changes or location access issues due to machine sizes provided.

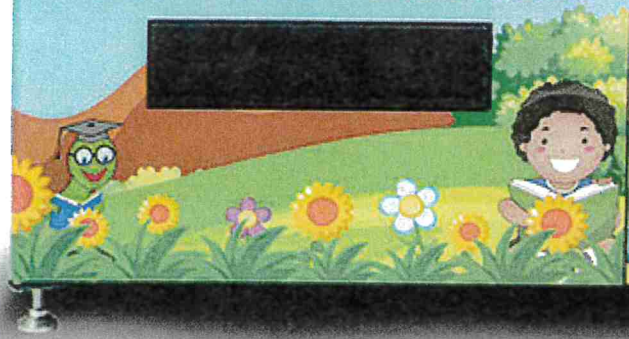
\$695 per school

SUBTOTAL	49,220.00
TAX	0.00
TOTAL	\$49,220.00

BookVending.com

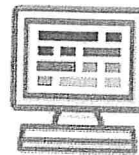


INCHY'S BOOKWORM VENDING MACHINE



VIII.b.

CodeHS, Inc
747 N LaSalle Dr #500
Chicago, IL 60654



CodeHS

East Stroudsburg Area School District
ATTN: Business Office Att: A/P
50 Vine Street
East Stroudsburg, PA 18301

This invoice is **NOT PAID**
INVOICE #25449
INVOICE DATE: 07/01/2023
DUE DATE: 07/31/2023
P.O. Number:

This invoice is for the 2023-2024 school year.

Description	Start Date	End Date	Quantity	Unit Price	Total Price
Pro Section License	07/01/2023	06/30/2024	3 Sections	\$2400.00	\$7200.00
Total Cost					\$7200.00

Company Address:
CodeHS Inc.
747 N LaSalle Dr #500
Chicago, IL 60654
Phone: (415) 889-3376

W-9 available at <https://codehs.com/w9>
Please email POs to hello@codehs.com

Bank Address:
JPMorgan Chase
270 Park Avenue
New York, NY 10017

For ACH:
Routing number: 071000013
Account number: 933023779

For Wire Transfers:
Routing number: 021000021
Account number: 933023779

SWIFT Code:
CHASUS33XXX

Bill.com Payment Network ID:
0143656564094887

*bill completed
8/2/23*

Villc.



Because learning changes everything.

QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

SUBSCRIPTION/DIGITAL CONTACT:

Heather Piperato
heather-piperato@esasd.net
570-424-8430

CONTACT:

Heather Piperato
heather-piperato@esasd.net
570-424-8430

SALES REP INFORMATION:

Lindsay Neath
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Student Materials	\$34,914.90	(\$34,914.90)	\$0.00
Teacher Materials	\$3,610.60	(\$3,610.60)	\$0.00
Professional Development	\$8,731.80	\$0.00	\$8,731.80
PRODUCT TOTAL*	\$47,257.30	(\$38,525.50)	\$8,731.80
ESTIMATED S&H**			\$0.00
ESTIMATED TAX**			TBD
GRAND TOTAL*			\$8,731.80

* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.
**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

*bill submitted
9/2*

QUOTE DATE: 07/26/2023 ACCOUNT NAME: East Stroudsburg Area Sch Dist EXPIRATION DATE: 10/24/2023
QUOTE NUMBER: LNEAT-07212023100922-001 ACCOUNT #: 410936 PAGE #: 1



Because learning changes everything.

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Student Materials					
REVEAL MATH COURSE 1 STUDENT DIGITAL 1 YEAR BUNDLE WITH ALEKS	978-0-07-695964-8	350	\$38.58	\$13,503.00	*Free Materials
REVEAL MATH COURSE 2 STUDENT DIGITAL 1 YEAR BUNDLE WITH ALEKS	978-0-07-695965-5	250	\$38.58	\$9,645.00	*Free Materials
REVEAL MATH COURSE 3 STUDENT DIGITAL 1 YR BUNDLE WITH ALEKS MY.	978-0-07-695966-2	250	\$38.58	\$9,645.00	*Free Materials
REVEAL MATH ACCELERATED STUDENT BUNDLE WITH ALEKS VIA MY.MHEDUCATION 1YR SUBS	978-1-26-432149-0	55	\$38.58	\$2,121.90	*Free Materials
Student Materials Subtotal:				\$34,914.90	\$0.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 07/26/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 10/24/2023

QUOTE NUMBER: LNEAT-07212023100922-001

ACCOUNT #: 410936

PAGE #: 2



Because learning changes everything.

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Teacher Materials					
REVEAL MATH COURSE 1 TEACHER BUNDLE TES AND TEACHER DIGITAL LICENSE 1YR SUBSC	978-0-07-681899-0	5	\$237.78	\$1,188.90	*Free Materials
REVEAL MATH COURSE 2 TEACHER BUNDLE TES AND TEACHER DIGITAL LICENSE 1YR SUBSC	978-0-07-681900-3	4	\$237.78	\$951.12	*Free Materials
REVEAL MATH COURSE 3 TEACHER BUNDLE TES AND TEACHER DIGITAL LICENSE 1YR SUBSC	978-0-07-681904-1	4	\$237.78	\$951.12	*Free Materials
REVEAL MATH ACCELERATED TEACHER EDITION VOLUME 1	978-0-07-899725-9	2	\$96.39	\$192.78	*Free Materials
REVEAL MATH ACCELERATED TEACHER EDITION VOLUME 2	978-0-07-899178-3	2	\$96.39	\$192.78	*Free Materials
REVEAL MATH ACCELERATED TEACHER 1 YEAR SUBSCRIPTION	978-0-07-683676-5	2	\$42.84	\$85.68	*Free Materials
ALEKS 6-12 STANDALONE VIA MY.MHEDUCATION.COM 1 YEAR TEACHER SUBSCRIPTION	978-0-07-696593-9	1	\$48.22	\$48.22	*Free Materials
Teacher Materials Subtotal:				\$3,610.60	\$0.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
 Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 07/26/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 10/24/2023

QUOTE NUMBER: LNEAT-07212023100922-001

ACCOUNT #: 410936

PAGE #: 3



Because learning changes everything.

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Professional Development					
ALEKS ONSITE PD	978-1-26-510212-8	3	\$2,910.60	\$0.00	\$8,731.80
STAFF DEVELOPMENT WORKSHOP	TRN2001	TBD	\$3,500.00	*Free Materials	*Free Materials
Professional Development Subtotal:				\$0.00	\$8,731.80

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 07/26/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 10/24/2023

QUOTE NUMBER: LNEAT-07212023100922-001

ACCOUNT #: 410936

PAGE #: 4



Because learning changes everything!

QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

CONTACT:

Heather Piperato
heather-piperato@esasd.net
570-424-8430

VALUE OF ALL MATERIALS	\$47,257.30
FREE MATERIALS	(\$38,525.50)
PRODUCT TOTAL*	\$8,731.80
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	TBD
GRAND TOTAL	\$8,731.80

SUBSCRIPTION/DIGITAL CONTACT:

Heather Piperato
heather-piperato@esasd.net
570-424-8430

Comments:

[Empty rectangular box for comments]

* Price firm for 90 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.


[Terms Of Service](#)

[Provisions required by Subscriber State law](#)

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting www.mheducation.com (or www.mhecoast2coast.com).

School Purchase Order Number: _____


Name of School Official (Please Print)


Signature of School Official

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 07/26/2023

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 10/24/2023

QUOTE NUMBER: LNEAT-07212023100922-001

ACCOUNT #: 410936

PAGE #:

5

VIII.d.

Date of Proposal: 6/28/2023

Proposal Expiration Date: 8/12/2023



Houghton Mifflin Harcourt

Proposal #008738200

Prepared For

East Stroudsburg Area Sch Dist

Attention:

William Vitulli

william-vitulli@esasd.net

For the Purchase of:

Into Literature Pilot Services

Prepared By

Scott Hamilton

scott.hamilton@hnhco.com

Please submit this proposal with your purchase order.

Purchase orders or duly executed service agreements for Professional Services purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hnhco.com/common/terms-conditions>

*bill submitted
8/2/23*

Coupon Code: PRODPB15

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
William Vitulli
william-vitulli@esasd.net

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Date of Proposal: 6/28/2023

Proposal for East Stroudsburg Area Sch Dist

Expiration Date: 8/12/2023

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Professional Services - Into Literature						
1858739	9780358885283 Into Literature V2 Coaching In-Person 6-Hour Grades 6-12	\$4,200.00	20	\$84,000.00	\$12,600.00	\$71,400.00
1639084	9780544790100 Into Literature V2 Getting Started In-Person (One, 3 HR Session Plus Planning) 6-Hour Grades 6-12 This three-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed. An HMH Coach will provide the introductory Getting Started session to teachers in the morning and offer facilitated planning and Q&A time in the afternoon. Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.	\$4,200.00	1	\$4,200.00	\$ 630.00	\$3,570.00
1851401	9780358841449 Into Literature V2 Leader Success Live Online 1 Hour Grade 6-12 Designed specifically for district and school leaders and instructional coaches to successfully kick off the first 30 days, this session provides an overview of the program's instructional model, assessments, and Ed, the HMH program platform. Leaders will also explore what to look for in a classroom during the first 30 days of instruction and tools to successfully support teachers with their new HMH program	\$ 400.00	1	\$ 400.00	\$ 60.00	\$ 340.00

Total for Professional Services - Into Literature

\$75,310.00

Subtotal Purchase Amount:

\$75,310.00

Shipping & Handling:

\$0.00

Total Cost of Proposal (PO Amount):

\$75,310.00

****Please add proper sales tax to your order****

Coupon Code: PRODPB15

Attention:
William Vitulli
william-vitulli@esasd.net

Send **Orders** to:
orders@hmhco.com
FAX: 800-269-5232

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary

Date of Proposal: 6/28/2023

Proposal for East Stroudsburg Area Sch Dist

Expiration Date: 8/12/2023

Total Cost of Proposal (PO Amount): \$75,310.00

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - Point of Contact for Print materials
 - Point of Contact for Digital materials
 - Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

Ship to:	Sold to:
East Stroudsburg Area Sch Dist	East Stroudsburg Area Sch Dist
50 Vine St	50 Vine St
East Stroudsburg, PA 18301-2150	East Stroudsburg, PA 18301-2150
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase. Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 6/28/2023

Proposal Expiration Date: 8/12/2023



Houghton Mifflin Harcourt

Coupon Code: PRODPB15

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
William Vitulli
william-vitulli@esasd.net

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232



Into Literature Professional Learning Pilot Plan

East Stroudsburg Area School District

Our Recommended Strategy

To revitalize the teaching and learning efforts taking place in E. Stroudsburg Area School District, the plan below has been crafted to provide targeted support in the areas of core content knowledge to support student-driven attainments. Coaching days have been centered with a specific focus area that can be strategically shared during planning/PLC times as part of the observational cycles. In unison explicit coaching cycle days have been included to support Integrity Walks—helping to ensure that every teacher is seen and supported throughout the school year. The plan allocates # instructional coaches for both J.T. Lambert and Lehman Intermediate Schools. The reengagement with the curriculum materials will allow district partners to regularly progress monitor and identify areas of strength and weakness more efficiently. As requested, the plan leverages in-person days to support the work. This three-year plan first focuses on reading comprehension and identifying strategies, then grows to fine-tune the writing elements of the curriculum, and quintessentially solidifies the needs of a culturally responsive classroom.

June	July	August	September	October	November
<p>Personalized Support</p> <p>(2), In-Person Coaching Day #6—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #1</p> <p>Implementation Support</p> <p>Utilization Meeting</p>	<p>Leadership Support</p> <p>(1), Leadership Session: Dashboard review, Data Reports, and Classroom Look Fors.</p> <p>Getting Started</p> <p>(1), In-Person Getting Started sessions for new teachers and those that need a refresher.</p> <p>Implementation Support</p> <p>BOY Success Planning Call</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #1—<i>Planning & Prioritizing Instruction with Into Literature</i>. Focus: Intentional and Focused Lesson Planning</p> <p>Personalized Support</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #2—<i>ELA Content Knowledge</i>. Focus: Actionable Strategies for Literary Priority Concepts and Skills</p> <p>Personalized Support</p> <p>(2), In-Person Coaching Day #3—<i>ELA Content Knowledge</i>. Focus: Building Text Analysis Skills with Annotations and Close Reading.</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #4—<i>ELA Content Knowledge</i>. Focus: Fostering Students use of Academic Language During Discussions</p> <p>Implementation Support</p> <p>(2), In-Person Coaching Day #5—<i>ELA Content Knowledge</i>. Focus: Preparing Students to Effectively use Evidence to Support Their Claims and Arguments.</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #10—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #3</p> <p>Implementation Support</p> <p>EOY Gains Meeting</p>
<p>Personalized Support</p> <p>(2), In-Person Coaching Day #7—<i>Assessment & Progress Monitoring</i>. Focus: Using Formative Assessments to Facilitate Reflection & Monitor Understanding</p> <p>Implementation Support</p> <p>MOY Gains Meeting</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #8—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #2.</p> <p>Implementation Support</p> <p>MOY Gains Meeting</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #9—<i>Assessment & Progress Monitoring</i>. Focus: Analyzing Assessment Data to Inform Instruction and Measure Student Growth</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #10—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #3</p> <p>Implementation Support</p> <p>EOY Gains Meeting</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #10—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #3</p> <p>Implementation Support</p> <p>EOY Gains Meeting</p>	<p>Personalized Support</p> <p>(2), In-Person Coaching Day #10—<i>Observation and Debrief Cycles</i>. Focus: Targeted Observation Cycle #3</p> <p>Implementation Support</p> <p>EOY Gains Meeting</p>

HMH Pilot Agreement

Program Title HMH Into Literature, 2021

Grade Level(s): 6-8

The successful implementation of a pilot involves a shared commitment between Houghton Mifflin Harcourt Publishing Company (“HMH”) and East Stroudsburg Area School District (the “School/District”). This involves careful planning of all elements of program deployment, professional development, and assessment of results. This document is designed to guide and formalize the discussion of a planned pilot (the “Pilot”) of HMH instructional materials or software programs (the “Pilot Materials”), to structure the timelines for key activities associated with program success, and to serve as a pilot agreement (the “Pilot Agreement”).

For this Pilot, HMH agrees to the following (scheduling of which shall be determined by the parties at mutually convenient times and subject to change by either party upon reasonable notice):

- Organize an initial meeting with key stakeholders to determine Pilot requirements: complete Pilot process, number of teachers, number of students, grade level, length of Pilot and clear metrics for evaluation;
- Explain the essential elements of a model Pilot implementation plan based on the above information;
- Provide an initial Pilot implementation training for all School/District Pilot teachers;
- Clarify material distribution process for set up and following Pilot;
- Conduct a Pilot Planning Call with School/District principals/leadership to explain the Pilot Materials and the hallmarks of faithful implementation;
- Provide scheduled check in meetings with all School/District Pilot teachers to train, answer questions, and problem-solve;
- Provide technology support to the School/District Pilot teachers during the Pilot;
- Provide regular communication via email and check-in calls to all School/District Pilot teachers;
- Conduct a mid-Pilot review with all School/District key personnel;
- Regularly review progress with School/District principals/leadership at intervals to be determined during initial meeting;
- Meet with School/District principals/leadership to finalize decision-making.

To participate in this Pilot, the School/District agrees to the following:

- The School/District will undergo a technology discussion with the HMH Pilot Manager or Account Executive to ensure compatibility with School/District devices, bandwidth, etc., and HMH digital assets;
- The School/District will ensure Pilot teachers will use the Pilot Materials with fidelity and will follow intended pacing, as agreed upon between HMH and School/District and modeled in professional development sessions within appropriate School/District classroom parameters. The suggested pacing should allow extra time for newness of curriculum;
- The School/District will ensure Piloting classrooms will implement the Pilot Materials as the core vehicle of instruction (when applicable) and according to the intended instructional design;

PILOT TEAM



- The School/District will ensure Pilot teachers will attend all scheduled professional development training provided by HMH, as agreed upon with the School/District in advance, and recorded on a Pilot Action Plan, to be provided under separate cover;
- School/District Pilot teachers will receive in-person visits **and/or** virtual support from HMH personnel. In-person visits **and/or** virtual support will be planned/scheduled in advance and will **not** disturb or disrupt the learning environment;
- The School/District will share Pilot feedback with HMH throughout the process;
- The School/District will respond to reasonable requests for support of professional development sessions that will include items such as adequate facilities, receiving/shipping of materials, audio visual equipment, etc.;
- The School/District agrees that this Pilot Agreement is for a pre-determined length of time and does not imply any future commitments of the part of either party;
- By participating in this Pilot, the School/District agrees to be bound by the HMH Standard PreK-12 Terms of Purchase applicable to Pilots which can be found at <https://www.hmhco.com/terms-of-purchase/pilots>.

Participating School/District Pilot teachers will each receive the agreed upon Pilot Materials and online access as outlined in the Pilot order proposal, to be provided under separate cover.

Agreed upon teacher and student numbers:

Grade Level	Teacher Numbers	Student Numbers
6	4	120
7	4	120
8	4	120

The Pilot evaluation period will officially begin with the Pilot implementation training session on _____ and will conclude on _____.

HMH will conduct Pilots during one academic year only.

This Pilot Agreement is made and entered into by:
School/District (Authorized Representative)

Date: 9/12/23
Printed Name: Ann Vorvick Title: Asst. Superintendent

HOUGHTON MIFFLIN HARCOURT PUBLISHING COMPANY

Date: _____

Printed Name: _____ Title: _____

Please complete and return via DocuSign to Pilot Manager or Account Executive

August

VIII.e.



QUOTE SUMMARY FOR

East Stroudsburg Area Sch Dist

East Stroudsburg, PA

Devyn Kolcun

(570) 424-8500

devyn-kolcun@esasd.net

Quote # 00050789

Issued on July 5, 2023

Expires on October 3, 2023

PREPARED BY

Angie Eckerle

Account Manager

(800) 248-2568 ext. 2807

angie.eckerle@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

Call Submitted
8/2/23

July 5, 2023

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Devyn:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Angie Eckerle
Account Manager

QUOTE SUMMARY



East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	COST
<i>The Superkids Foundational Skills Kit</i>	Kindergarten	\$6,350.00
<i>The Superkids Foundational Skills Kit</i>	Grade 1	\$7,000.00
<i>The Superkids Foundational Skills Kit</i>	Grade 2	\$7,700.00
	SUBTOTAL COST	\$21,050.00
	SHIPPING/PROCESSING (10%)	\$2,105.00
AMOUNT TO BE INVOICED		\$23,155.00

Includes materials, shipping, and processing. May not include applicable local and state taxes.

ITEM LIST



The Superkids Foundational Skills Kit: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128725	Superkids Foundational Skills Kit 2020 Grade K Student Materials 24-Pack <i>Contents include: 24 sets of 18 Skills Books and 24 sets of 23 Take-Home Decodable Books. Comes with 1 year of access to the Foundational Skills Kit Online Package.</i>	\$635.00	10	\$6,350.00
SUBTOTAL COST				\$6,350.00

The Superkids Foundational Skills Kit: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128794	Superkids Foundational Skills Kit 2020 Grade 1 Student Materials 24-Pack <i>Contents include: 24 sets of 2 Skills Books and 24 sets of 34 Take-Home Decodable Books. Comes with 1 year of access to the Foundational Skills Kit Online Package.</i>	\$700.00	10	\$7,000.00
SUBTOTAL COST				\$7,000.00

The Superkids Foundational Skills Kit: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453132975	Superkids Foundational Skills Kit 2020 Grade 2 Student Materials 24-Pack <i>Contents include: 24 sets of 2 Skills Books and 24 sets of 32 Take-Home Decodable Books. Comes with 1 year of access to the Foundational Skills Kit Online Package.</i>	\$700.00	11	\$7,700.00
SUBTOTAL COST				\$7,700.00

ORDER INFORMATION



AMOUNT TO BE INVOICED (including shipping)*

\$23,155.00

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice – P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

Institution Type: District School

DIGITAL PRODUCT INFORMATION Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: Tabitha Bradley Email: tabitha-bradley@esasd.net

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Devyn Kolcun Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Devyn Kolcun Contact Email: _____

Street Address: _____ City: _____ State: _____ Zip: _____

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: **Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.**

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 10% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.
Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764
Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

VIII-f



#10159

East Stroudsburg Area School District

Quote Expires: August 11, 2023

3,800 students

Hall Pass Standard Plan	
2023-2024 School Year \$3.59/student	\$13,642.00
Support Package	
Dedicated Project Manager, Implementation, PD Training Session, and Continuous Support.	\$0.00

Ready to Purchase or Add Additional Products?
 Visit this link to Submit a Purchase Order or payment online. Plus, explore additional products.

<https://quotes.smartpass.app/10159>

Subtotal \$13,642.00

25% Volume Discount - \$3,410.50

Grand total (USD) \$10,231.50

Total Discount of \$3,410.50

Terms of Service: By submitting a payment or purchase order, and through your ongoing use of the SmartPass services, you agree to the SmartPass Terms of Service available at smartpass.app/terms and Privacy Policy available at smartpass.app/privacy. The Terms of Service and Privacy Policy are hereby incorporated by reference and SmartPass reserves the right to update its Terms of Service and/or Privacy Policy at any time, in its sole and absolute discretion. SmartPass may provide notification of any changes to its Terms of Service or Privacy Policy either via an announcement on its website or applications or through email notification to users.

If you need a W-9, you can view it at smartpass.app/w9

Multi-year subscriptions are contingent on advanced payment in full.

Remit to
 SmartPass Inc.
 PO Box 473
 Eagleville, PA 19408

Contact
billing@smartpass.app

VIII.g.



Houghton Mifflin Harcourt

Proposal #008780438

Prepared For

East Stroudsburg Area Sch Dist

Attention:

William Vitulli

william-vitulli@esasd.net

For the Purchase of:

Read 180 on Ed

2-Year Subscription

Prepared By

Scott Hamilton

scott.hamilton@hmc.com

Please submit this proposal with your purchase order.

Purchase orders or duly executed service agreements for Professional Services purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hmhco.com/common/terms-conditions>

Coupon Code: PRODPB20

Attention:
William Vitulli
william-vitulli@esasd.net

Send **Orders** to:
orders@hmc.com
FAX: 800-269-5232

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary

Date of Proposal: 7/27/2023

Proposal for East Stroudsburg Area Sch Dist

Expiration Date: 9/10/2023

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Stage B						
Student Licenses						
1835539 9780358740575	Read 180 Digital Access Student Subscription 2 Year	\$338.00	448	\$151,424.00	\$30,284.80	\$121,139.20
Includes: Read 180 Student License 2 Year Implementation Success						
Total for Student Licenses		\$121,139.20				
Teacher Licenses						
1835547 9780358740650	Read 180 Digital Access Teacher Subscription 2 Year	\$599.00	12	\$7,188.00	\$7,188.00	
Includes: Read 180 Teacher License 2 Year Access to Teacher's Corner						
Total for Teacher Licenses		\$0.00				
A la Carte Items Available for Purchase						
Classroom Materials						
1840342 9780358767305	Read 180 Stage B Real Book Workshops 1-3 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1840343 9780358767312	Read 180 Stage B Real Book Workshops 4-6 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1840344 9780358767329	Read 180 Stage B Real Book Workshops 7-9 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1843973 9780358794882	Read 180 Real Book Code Teaching Guide Bundle	\$475.00	6	\$2,850.00	\$570.00	\$2,280.00
3016630 9780545900843	READ 180 Universal Stage B Independent Reading Library with System 44	\$2,500.00	2	\$5,000.00		\$5,000.00
1798805 9780358363002	HMH Word Building Kit	\$49.95	2	\$99.90	\$19.98	\$79.92
Student Materials						
1840250 9780358766384	Read 180 Stage B Real Book Workshops 1-3 Student Edition Bundle 2 Year Print	\$60.00	250	\$15,000.00	\$3,000.00	\$12,000.00
Includes: Read 180 Stage B Real Book Workshop 1-3 Student Edition Read 180 Stage B Getting Started Book 1 Student Edition With the purchase of R180 print subscription duration years 2-8, the customer print subscription refill process will allow customers to order any of workshops in groups of three (Workshops 1-3, 4-6, 7-9)						
1843212 9780358789970	Read 180 Code Books 1-4 Student Edition Bundle for Stage B, 2 Year Print Subscription	\$60.00	103	\$6,180.00	\$1,236.00	\$4,944.00
Includes: Read 180 Code Books 1-4 Student Edition Read 180 Stage B Getting Started Book 1 Student Edition						
1840298 9780358766865	Read 180 Stage B Real Book Workshops 7-9 Student Edition Bundle 2 Year Print	\$60.00	95	\$5,700.00	\$1,140.00	\$4,560.00
Includes: Read 180 Stage B Real Book Workshop 7-9 Student Edition Read 180 Stage B Getting Started Book 1 Student Edition With the purchase of R180 print subscription duration years 2-8, the customer print subscription refill process will allow customers to order any of workshops in groups of three (Workshops 1-3, 4-6, 7-9)						
Total for A la Carte Items Available for Purchase		\$34,551.92				
Total for Stage B		\$155,691.12				

Stage C
Student Licenses

1835539 9780358740575	Read 180 Digital Access Student Subscription 2 Year	\$338.00	140	\$47,320.00	\$9,464.00	\$37,856.00
Includes: Read 180 Student License 2 Year Implementation Success						
Total for Student Licenses		\$37,856.00				
Teacher Licenses						

Coupon Code: PRODPB20

Attention:
William Vitulli
william-vitulli@esasd.net

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary

Date of Proposal: 7/27/2023

Proposal for East Stroudsburg Area Sch Dist

Expiration Date: 9/10/2023

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
1835547 9780358740650	Read 180 Digital Access Teacher Subscription 2 Year	\$599.00	6	\$3,594.00	\$3,594.00	
	Includes: Read 180 Teacher License 2 Year Access to Teacher's Corner					
Total for Teacher Licenses		\$0.00				
A la Carte Items Available for Purchase						
Classroom Materials						
1840346 9780358767343	Read 180 Stage C Real Book Workshops 1-3 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1840347 9780358767350	Read 180 Stage C Real Book Workshops 4-6 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1840348 9780358767367	Read 180 Stage C Real Book Workshops 7-9 Teaching Guide Bundle	\$395.00	6	\$2,370.00	\$474.00	\$1,896.00
1843973 9780358794882	Read 180 Real Book Code Teaching Guide Bundle	\$475.00	6	\$2,850.00	\$570.00	\$2,280.00
Student Materials						
1843360 9780358790051	Read 180 Code Books 1-4 Student Edition Bundle for Stage C, 2 Year Print Subscription	\$60.00	62	\$3,720.00	\$744.00	\$2,976.00
	Includes: Read 180 Code Books 1-4 Student Edition Read 180 Stage C Getting Started Book 1 Student Edition					
1840306 9780358766940	Read 180 Stage C Real Book Workshops 7-9 Student Edition Bundle 2 Year Print	\$60.00	78	\$4,680.00	\$936.00	\$3,744.00
	Includes: Read 180 Stage C Real Book Workshop 7-9 Student Edition Read 180 Stage C Getting Started Book 1 Student Edition With the purchase of R180 print subscription duration years 2-8, the customer print subscription refill process will allow customers to order any of workshops in groups of three (Workshops 1-3, 4-6, 7-9)					
Total for A la Carte Items Available for Purchase		\$14,688.00				
Total for Stage C		\$52,544.00				

Professional Services - Read 180

YEAR 1 - 2023/24

1583614 9780544329935	Read 180 on Ed Getting Started In-Person (Two, 3 HR Sessions) 6-Hour Grades 3-12 This three-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed. An HMH Coach will provide the introductory Getting Started session to one teacher group in the morning and a different group in the afternoon. Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.	\$4,200.00	1	\$4,200.00	\$840.00	\$3,360.00
1852471 9780358841821	Read 180 Leader Success Live Online 1 Hour Grades 3-12 Designed specifically for district and school leaders and instructional coaches to successfully kick off the first 30 days, this session provides an overview of the program's instructional model, assessments, and Ed, the HMH program platform. Leaders will also explore what to look for in a classroom during the first 30 days of instruction and tools to successfully support teachers with their new HMH program.	\$400.00	1	\$400.00	\$80.00	\$320.00
1858775 9780358885641	Read 180 on Ed Coaching In-Person 6-Hour Grades 3-12	\$4,200.00	18	\$75,600.00	\$15,120.00	\$60,480.00
Total for YEAR 1 - 2023/24		\$64,160.00				

Coupon Code: PRODPB20

Attention:
William Vitulli
william-vitulli@esasd.net

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary

Date of Proposal: 7/27/2023

Proposal for
East Stroudsburg Area Sch Dist

Expiration Date: 9/10/2023

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<u>Total for Professional Services - Read 180</u>		\$64,160.00				

<i>Subtotal Purchase Amount:</i>	\$272,395.12
<i>Shipping & Handling:</i>	\$14,821.31
<i>Sales Tax:</i>	\$0.00
<i>Total Cost of Proposal (PO Amount):</i>	\$287,216.43

Coupon Code: PRODPB20

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
William Vitulli
william-vitulli@esasd.net

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Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

**Proposal for
East Stroudsburg Area Sch Dist**

Total Cost of Proposal (PO Amount): \$287,216.43

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - o Point of Contact for Print materials
 - o Point of Contact for Digital materials
 - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

Ship to:

East Stroudsburg Area Schl Dist
50 Vine St
East Stroudsburg, PA 18301-2150

Sold to:

East Stroudsburg Area Schl Dist
50 Vine St
East Stroudsburg, PA 18301-2150

- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
- Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase.

Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 7/27/2023

Proposal Expiration Date: 9/10/2023



Houghton Mifflin Harcourt

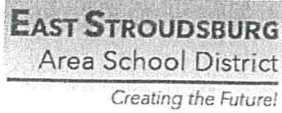
Coupon Code: PRODPB20

Attention:
William Vitulli
william-vitulli@esasd.net

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary



William Vitulli <william-vitulli@esasd.net>

Read 180 Proposal

Hamilton, Scott <Scott.Hamilton@hnhco.com>

To: William Vitulli <william-vitulli@esasd.net>

Mon, Jul 31, 2023 at 12:52 PM

Dr. Vitulli,

Thank you for time. For your convenience, I have re-attached the two year READ 180 on Ed proposal along with some potential funding sources we have seen other districts tap into;

- Title I Alignment - HMH Read 180
- Title III Alignment - HMH Read 180
- Title IV-B Funding Alignment - HMH Read 180
- IDEA Funding Alignment - HMH Read 180

In short, the proposal includes a total of 588 students. All classroom materials and licensing for both student/teacher are included for a term of two years, plus professional services. The following graph provides # of students per stage by department/initiative.

Item Description	Special Ed	Expansion
Stage B	198	250
Stage C	140	0
Total	338	250

The following provides a snapshot of costs by department/initiative. This combined proposal reduces overall costs by \$77,630.78.

Item	Special Ed	Expansion	Combined Total
Sub-Total	\$ 151,780.66	\$ 120,614.46	\$ 272,395.12
Shipping & Handling	\$ 8,258.55	\$ 6,562.76	\$ 14,821.31
Total	\$ 160,039.21	\$ 127,177.22	\$ 287,216.43

Please review and do not hesitate to reach out to me if you have any questions. Thank you and have a terrific day!

backpack pages
w/ drop ship info

VIII-h.

ZB Zaner-Bloser



to coaches
office
for
distribution

QUOTE SUMMARY FOR

East Stroudsburg Area Sch Dist

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

updated
quote
with delivery
to each
school



Quote # 00049233

Issued on August 2, 2023

Expires on September 29, 2023

PREPARED BY

Angie Eckerle

Account Manager

(800) 248-2568 ext. 2807

angie.eckerle@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

August 2, 2023

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Dr Bradley:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Angie Eckerle
Account Manager

QUOTE SUMMARY



East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	COST
<i>The Superkids Reading Program</i>	Grade 2	\$5,922.50
	SUBTOTAL COST	\$5,922.50
	SHIPPING/PROCESSING (10%)	\$592.25
AMOUNT TO BE INVOICED		\$6,514.75

Includes materials, shipping, and processing. May not include applicable local and state taxes.

ITEM LIST**ZB Zaner-Bloser****The Superkids Reading Program: Grade 2**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365211	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Backpack Pages	\$5.75	515	\$2,961.25
9781614365242	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Backpack Pages	\$5.75	515	\$2,961.25
			SUBTOTAL COST	\$5,922.50

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$6,514.75

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

Institution Type: District School

DIGITAL PRODUCT INFORMATION Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: _____ Email: _____

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 Vine Street City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS - IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Materials Ship To Schools Directly Contact Email: _____

Street Address: _____ City: _____ State: _____ Zip: _____

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 10% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.

Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

School	Address	Ship to	Customer #
Bushkill Elem	113 North School Drive, Dingmand Ferry 18328	Matthew Sadowsky	199440
East Stroudsburg Elem	93 Independence Road, East Stroudsburg 18301	David Barker	10065722
JM Hill Elem	151 E Broad Street, East Stroudsburg 18301	Jessica Reese	923414
Middle Smithfield Elem	5180 Milford Road, East Stroudsburg, PA 18302	Jennifer Moriarty	89543
Resica Elem	1 Gravel Ridge Road, East Stroudsburg, PA 18302	Gail Kulick	4440
SmithField Elem	245 River Road, East Stroudsburg, PA 18301	Eric Kerstetter	174008
East Stroudsburg District	50 Vine St, East Stroudsburg PA 18301	Dr Tabitha Bradley	89547
			Totals

9781614365211	9781614365211
SK Grade 2 S1	SK Grade 2 S1
Backpack	Backpack
72	72
100	100
99	99
69	69
86	86
43	43
46	46
515	515

VIII-1.



QUOTE SUMMARY FOR

Bushkill Elementary School
Dingmans Fry, PA
Tabitha Bradley
(570) 588-4400
tabitha-bradley@esasd.net



Quote # 00051978
Issued on July 28, 2023
Expires on August 31, 2023

PREPARED BY
Kim McQuaide
Sales Consultant - Supplemental
(800) 248-2568 ext. 2568
kim.mcquaide@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

July 28, 2023

Bushkill Elementary School • Dingmans Fry, PA

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

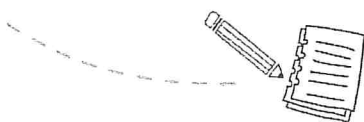
When you teach with *Zaner-Bloser Handwriting*, you're teaching all students to shine, with proven, research-based instruction that has helped generations of students to excel. Our efficient, effective method can be implemented through direct instruction and across disciplines in just 15 minutes per day.

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We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY



Bushkill Elementary School • Dingmans Fry, PA

PROGRAM	GRADE	SAVINGS	COST
<i>Zaner-Bloser Handwriting</i>	Grade 3	\$100.45	\$1,013.70
<i>Zaner-Bloser Handwriting</i>	Grade 4	\$100.45	\$1,013.70
<i>Zaner-Bloser Handwriting</i>	Grade 5	\$100.45	\$1,013.70

TOTAL SAVINGS	\$301.35
----------------------	-----------------

SUBTOTAL COST	\$3,041.10
SHIPPING/PROCESSING (10%)	\$304.11

AMOUNT TO BE INVOICED **\$3,345.21**

Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124512	Handwriting 2020 Grade 3 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	Complimentary
SUBTOTAL COST				\$1,013.70

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124529	Handwriting 2020 Grade 4 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	\$100.45
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	Complimentary
SUBTOTAL COST				\$1,013.70

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124536	Handwriting 2020 Grade 5 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	Complimentary
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$1,013.70

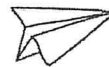
ZB Zaner-Bloser

INSPIRING aha MOMENTS

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Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

SALES CONSULTANT - READING

Mary Betz

mary.betz@zaner-bloser.com

Toll Free: 800.248.2568

ACCOUNT MANAGER - SUPPLEMENTAL

Angie Eckerle

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568

ZB Zaner-Bloser

A Highlights Company



QUOTE SUMMARY FOR

East Stroudsburg Elem School

East Stroudsburg, PA

Tabitha Bradley

(570) 421-1905

tabitha-bradley@esasd.net

Quote # 00051981

Issued on July 28, 2023

Expires on August 31, 2023

PREPARED BY

Kim McQuaide

Sales Consultant - Supplemental

(800) 248-2568 ext. 2568

kim.mcquaide@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

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July 28, 2023

East Stroudsburg Elem School • East Stroudsburg, PA

Dear Tabitha Bradley:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

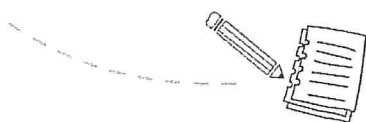
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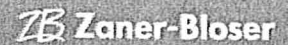
We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY



East Stroudsburg Elem School • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>Zaner-Bloser Handwriting</i>	Grade 3	\$100.45	\$1,505.45
<i>Zaner-Bloser Handwriting</i>	Grade 4	\$170.70	\$1,806.80
<i>Zaner-Bloser Handwriting</i>	Grade 5	\$100.45	\$1,816.65

TOTAL SAVINGS	\$371.60
----------------------	-----------------

SUBTOTAL COST **\$5,128.90**

SHIPPING/PROCESSING (10%) **\$512.89**

AMOUNT TO BE INVOICED **\$5,641.79**

Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	4	\$1,405.00
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	Complimentary
SUBTOTAL COST				\$1,505.45

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453119327	Handwriting 2020 Grade 4 Student Edition	\$14.05	5	Complimentary
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	4	\$1,405.00
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	2	\$200.90
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	Complimentary
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	2	\$200.90
SUBTOTAL COST				\$1,806.80

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124536	Handwriting 2020 Grade 5 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	4	\$1,405.00
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	2	\$200.90
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	Complimentary
SUBTOTAL COST				\$1,816.65

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$5,641.79

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

Institution Type: District School

DIGITAL PRODUCT INFORMATION Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: _____ Email: _____

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg Area Sd

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Elem School

Contact Name: East Stroudsburg Elem School Contact Email: _____

Street Address: 93 INDEPENDENCE ROAD City: East Stroudsburg State: PA Zip: 18301

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

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Signature: _____ Title: _____ Date: _____

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Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764
Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

ZB Zaner-Bloser

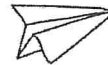
INSPIRING

aha MOMENTS

THANK YOU for
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At Zaner-Bloser, we support your efforts to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—that reward students and help them realize the power of learning.



Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

SALES CONSULTANT - READING

Mary Betz

mary.betz@zaner-bloser.com

Toll Free: 800.248.2568

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Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568


ZB Zaner-Bloser

A Highlights Company



QUOTE SUMMARY FOR

J M Hill Elementary School
East Stroudsburg, PA
Tabitha Bradley
(570) 424-8073
tabitha-bradley@esasd.net



Quote # 00051982
Issued on July 28, 2023
Expires on August 31, 2023

PREPARED BY
Kim McQuaide
Sales Consultant - Supplemental
(800) 248-2568 ext. 2568
kim.mcquaide@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

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July 28, 2023

J M Hill Elementary School • East Stroudsburg, PA

Dear Tabitha Bradley:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

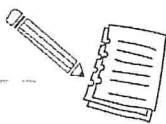
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Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY

ZB Zaner-Bloser

J M Hill Elementary School • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
Zaner-Bloser Handwriting	Grade 3	\$100.45	\$1,154.20
Zaner-Bloser Handwriting	Grade 4	\$100.45	\$1,254.65
Zaner-Bloser Handwriting	Grade 5		\$1,154.20

TOTAL SAVINGS	\$200.90
----------------------	-----------------

SUBTOTAL COST	\$3,563.05
SHIPPING/PROCESSING (10%)	\$356.31

AMOUNT TO BE INVOICED	\$3,919.36
------------------------------	-------------------

Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	3	\$1,053.75
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	Complimentary
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$1,154.20

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	3	\$1,053.75
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	Complimentary
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	2	\$200.90
SUBTOTAL COST				\$1,254.65

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	3	\$1,053.75
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$1,154.20

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$3,919.36

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

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Invoice - P.O. # _____ Check # _____
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Authorized Signature: _____ Phone: _____

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BILL TO School/District Name: East Stroudsburg Area Sd

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

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Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: J M Hill Elementary School

Contact Name: _____ Contact Email: _____

Street Address: _____ City: _____ State: _____ Zip: _____

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Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

ZB Zaner-Bloser

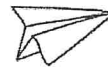
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Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

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Mary Betz

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Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568

ZB Zaner-Bloser

A Highlights Company



QUOTE SUMMARY FOR

Middle Smithfield Elem School

East Stroudsburg, PA

Tabitha Bradley

(570) 223-8082

tabitha-bradley@esasd.net

Quote # 00051984

Issued on July 28, 2023

Expires on August 31, 2023

PREPARED BY

Kim McQuaide

Sales Consultant - Supplemental

(800) 248-2568 ext. 2568

kim.mcquaide@zaner-bloser.com

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July 28, 2023

Middle Smithfield Elem School • East Stroudsburg, PA

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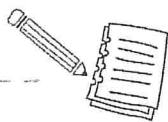
When you teach with *Zaner-Bloser Handwriting*, you're teaching all students to shine, with proven, research-based instruction that has helped generations of students to excel. Our efficient, effective method can be implemented through direct instruction and across disciplines in just 15 minutes per day.

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We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY



Middle Smithfield Elem School • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>Zaner-Bloser Handwriting</i>	Grade 3	\$114.50	\$1,013.70
<i>Zaner-Bloser Handwriting</i>	Grade 4	\$114.50	\$1,254.65
<i>Zaner-Bloser Handwriting</i>	Grade 5	\$100.45	\$1,114.15

TOTAL SAVINGS	\$329.45
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SUBTOTAL COST	\$3,382.50
SHIPPING/PROCESSING (10%)	\$338.25

AMOUNT TO BE INVOICED	\$3,720.75
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Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453119310	Handwriting 2020 Grade 3 Student Edition	\$14.05	1	<i>Complimentary</i>
9781453124512	Handwriting 2020 Grade 3 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	<i>Complimentary</i>
SUBTOTAL COST				\$1,013.70

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453119327	Handwriting 2020 Grade 4 Student Edition	\$14.05	1	<i>Complimentary</i>
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	3	\$1,053.75
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	<i>Complimentary</i>
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	2	\$200.90
SUBTOTAL COST				\$1,254.65

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124536	Handwriting 2020 Grade 5 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	2	\$200.90
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	<i>Complimentary</i>
SUBTOTAL COST				\$1,114.15

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$3,720.75

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

Institution Type: District School

DIGITAL PRODUCT INFORMATION Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: _____ Email: _____

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C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg Area Sd

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18302

DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: Middle Smithfield Elem School

Contact Name: Middle Smithfield Elementary School Contact Email: _____

Street Address: 5180 MILFORD ROAD City: East Stroudsburg State: PA Zip: 18302

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 10% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.
Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764
Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

ZB Zaner-Bloser

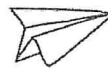
INSPIRING

aha MOMENTS

THANK YOU for
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At Zaner-Bloser, we support your efforts to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—that reward students and help them realize the power of learning.



Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

SALES CONSULTANT - READING

Mary Betz

mary.betz@zaner-bloser.com

Toll Free: 800.248.2568

ACCOUNT MANAGER - SUPPLEMENTAL

Angie Eckerle

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568

ZB Zaner-Bloser

A Highlights Company



QUOTE SUMMARY FOR

Resica Elementary School

East Stroudsburg, PA

Tabitha Bradley

(570) 223-6911

tabitha-bradley@esasd.net

Quote # 00051987

Issued on July 28, 2023

Expires on August 31, 2023

PREPARED BY

Kim McQuaide

Sales Consultant - Supplemental

(800) 248-2568 ext. 2568

kim.mcquaide@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

July 28, 2023

Resica Elementary School • East Stroudsburg, PA

Dear Tabitha Bradley:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

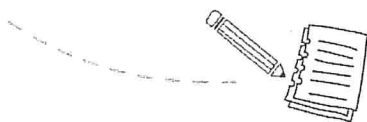
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We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY



Resica Elementary School • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>Zaner-Bloser Handwriting</i>	Grade 3	\$156.65	\$802.95
<i>Zaner-Bloser Handwriting</i>	Grade 4		\$1,013.70
<i>Zaner-Bloser Handwriting</i>	Grade 5	\$200.90	\$1,053.75
TOTAL SAVINGS		\$357.55	
SUBTOTAL COST			\$2,870.40
SHIPPING/PROCESSING (10%)			\$287.04
AMOUNT TO BE INVOICED			\$3,157.44

Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453119310	Handwriting 2020 Grade 3 Student Edition	\$14.05	4	Complimentary
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	Complimentary
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$802.95

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124529	Handwriting 2020 Grade 4 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$1,013.70

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	3	\$1,053.75
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	2	Complimentary
SUBTOTAL COST				\$1,053.75

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$3,157.44

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

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BILL TO School/District Name: East Stroudsburg Area Sd

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18302

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Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: Resica Elementary School

Contact Name: _____ Contact Email: _____

Street Address: 1 GRAVEL RIDGE ROAD City: East Stroudsburg State: PA Zip: 18302

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 10% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.

Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

ZB Zaner-Bloser

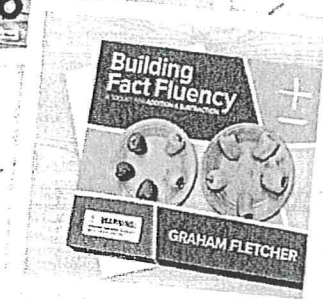
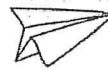
INSPIRING

aha MOMENTS

THANK YOU for considering Zaner-Bloser.

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At Zaner-Bloser, we support your efforts to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—that reward students and help them realize the power of learning.



Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

SALES CONSULTANT - READING

Mary Betz

mary.betz@zaner-bloser.com

Toll Free: 800.248.2568

ACCOUNT MANAGER - SUPPLEMENTAL

Angie Eckerle

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568

ZB Zaner-Bloser

A Highlights Company



QUOTE SUMMARY FOR

Smithfield Elementary School

East Stroudsburg, PA

Tabitha Bradley

(570) 421-2841

tabitha-bradley@esasd.net



Quote # 00051989

Issued on July 28, 2023

Expires on August 31, 2023

PREPARED BY

Kim McQuaide

Sales Consultant - Supplemental

(800) 248-2568 ext. 2568

kim.mcquaide@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

July 28, 2023

Smithfield Elementary School • East Stroudsburg, PA

Dear Tabitha Bradley:

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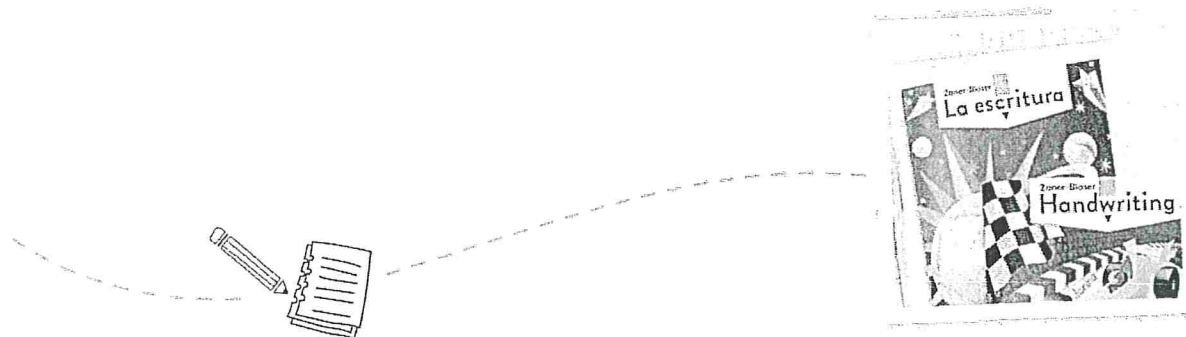
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Thank you,

Kim McQuaide
Sales Consultant - Supplemental



QUOTE SUMMARY



Smithfield Elementary School • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>Zaner-Bloser Handwriting</i>	Grade 3	\$200.90	\$802.95
<i>Zaner-Bloser Handwriting</i>	Grade 4	\$100.45	\$1,013.70
<i>Zaner-Bloser Handwriting</i>	Grade 5	\$100.45	\$1,114.15

TOTAL SAVINGS	\$401.80
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SUBTOTAL COST **\$2,930.80**

SHIPPING/PROCESSING (10%) **\$293.08**

AMOUNT TO BE INVOICED **\$3,223.88**

Includes materials, shipping, and processing. May not include applicable local and state taxes.

Zaner-Bloser Handwriting: Grade 3

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124604	Handwriting 2020 Grade 3 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	1	\$100.45
9781453119396	Handwriting 2020 Grade 3 Teacher Edition	\$100.45	2	Complimentary
SUBTOTAL COST				\$802.95

Zaner-Bloser Handwriting: Grade 4

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124529	Handwriting 2020 Grade 4 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124611	Handwriting 2020 Grade 4 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	Complimentary
9781453119402	Handwriting 2020 Grade 4 Teacher Edition	\$100.45	1	\$100.45
SUBTOTAL COST				\$1,013.70

Zaner-Bloser Handwriting: Grade 5

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453124536	Handwriting 2020 Grade 5 Small Classroom Package <i>Contents include: 15 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$210.75	1	\$210.75
9781453124628	Handwriting 2020 Grade 5 Large Classroom Package <i>Contents include: 25 copies of the Student Edition, 1 copy of the Practice Masters, 1 copy of the Handwriting Activity Cards for grades 3-5, 1 copy of the Teacher's Edition, and myZBPortal.com 1 year access.</i>	\$351.25	2	\$702.50
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	2	\$200.90
9781453119419	Handwriting 2020 Grade 5 Teacher Edition	\$100.45	1	Complimentary
SUBTOTAL COST				\$1,114.15

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$3,223.88

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

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SCHOOL INFORMATION

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BILL TO School/District Name: East Stroudsburg Area Sd

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS — IMPORTANT

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Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: Smithfield Elementary School

Contact Name: _____ Contact Email: _____

Street Address: 245 RIVER ROAD City: East Stroudsburg State: PA Zip: 18301

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

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Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

ZB Zaner-Bloser

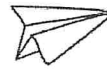
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Z0338 09.22

SALES CONSULTANT - SUPPLEMENTAL

Kim McQuaide

kim.mcquaide@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2568

SALES CONSULTANT - READING

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Toll Free: 800.248.2568

ACCOUNT MANAGER - SUPPLEMENTAL

Angie Eckerle

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Toll Free: 800.248.2568 ext. 2807

ACCOUNT MANAGER - READING

Toll Free: 800.248.2568

ZB Zaner-Bloser

A Highlights Company

VIII. J.



QUOTE SUMMARY FOR

East Stroudsburg Area Sch Dist

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00052203

Issued on August 2, 2023

Expires on October 31, 2023

PREPARED BY

Angie Eckerle

Account Manager

(800) 248-2568 ext. 2807

angie.eckerle@zaner-bloser.com

Jim Hill

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

August 2, 2023

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha:

Thank you for all you do to inspire "aha" moments—moments of discovery, accomplishment, pride, surprise, and delight—in your classrooms and for considering Zaner-Bloser as your partner in helping students build foundational skills.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,

Angie Eckerle
Account Manager

QUOTE SUMMARY



East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	COST
<i>The Superkids Phonemic Awareness</i>	Grade 2	\$210.00
<i>The Superkids Reading Program</i>	Grade 2	\$10,292.00
<i>The Superkids Reading Program</i>	Multigrade	\$216.00
	SUBTOTAL COST	\$10,718.00
	SHIPPING/PROCESSING (10%)	\$1,071.80
AMOUNT TO BE INVOICED		\$11,789.80

Includes materials, shipping, and processing. May not include applicable local and state taxes.

ITEM LIST



The Superkids Phonemic Awareness Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136898	Superkids 2022 Grade 2 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Phoneme Articulation Cards, 1 Teacher's Guide</i>	\$105.00	2	\$210.00
SUBTOTAL COST				\$210.00

The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365792	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Reader Non-Consumable	\$18.00	50	\$900.00
9781614368823	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Super Magazines, Issues 1-4	\$24.00	50	\$1,200.00
9781614368991	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$15.00	50	\$750.00
9781614368632	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Warm Up Unit - Unit 8 Teacher Materials <i>Contents include: 11 Teacher's Guides, Program Guide, Backpack Page masters, Assessment Book, Letter Formation Guide</i>	\$350.00	2	\$700.00
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$15.00	50	\$750.00
9781614365808	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Reader Non-Consumable	\$18.00	50	\$900.00
9781614368830	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Super Magazine Set Issues 5-8	\$24.00	50	\$1,200.00
9781614368649	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Unit 9-16 Teacher Materials <i>Contents include: 10 Teacher's Guides, Assessment Book, Backpack Page masters</i>	\$350.00	2	\$700.00
9781614368779	Superkids 2017 Grade 2 Book Club Set <i>Contents include: 10 copies of 16 titles, 10 copies of 16 journals, 4 Teacher's Guides</i>	\$1,110.00	2	\$2,220.00
9781614365037	Superkids 2017 Grade 2 Big Book of Decoding	\$250.00	2	\$500.00
9781614368670	Superkids 2017 Grade 2 Classroom Resource Kit <i>Contents include: Superkids Skill-Building Book, Sound-Spelling Cards, Words to Know Cards, Superkids Second-Grade Poster</i>	\$205.00	2	\$410.00
9781598336344	Superkids Second- Grade Ice Cream Paper, 500 Sheets	\$31.00	2	\$62.00
SUBTOTAL COST				\$10,292.00

The Superkids Reading Program: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339475	Superkids Bendable Figures in Bus Tin	\$108.00	2	\$216.00
SUBTOTAL COST				\$216.00

ORDER INFORMATION

ZB Zaner-Bloser

AMOUNT TO BE INVOICED (including shipping)*

\$11,789.80

* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

IMPORTANT Please fill out this page completely. Missing information may result in delayed order processing.

Invoice – P.O. # _____

Check # _____

Make Checks Payable to: Zaner-Bloser

Authorized Signature: _____

Phone: _____

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

SCHOOL INFORMATION

For use in school year: 20____ to 20____ First day of school: _____ Summer phone number: _____

Institution Type: District School

DIGITAL PRODUCT INFORMATION Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: Tabitha Bradley Email: tabitha-bradley@esasd.net

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. _____

BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tabitha Bradley Contact Email: _____

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tina Falbo Contact Email: _____

Street Address: 151 E Broad St City: East Stroudsburg State: PA Zip: _____

RETURNS Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 10% or \$5.00, whichever is greater.

Signature: _____ Title: _____ Date: _____

Contact our Customer Experience Department to place your order.

Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764
Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087

VIII-K.



QUOTE SUMMARY FOR

East Stroudsburg Area Sch Dist

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00052201

Issued on August 2, 2023

Expires on October 31, 2023

Breakbill

PREPARED BY

Angie Eckerle

Account Manager

(800) 248-2568 ext. 2807

angie.eckerle@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

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QUOTE SUMMARY



East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	COST
<i>The Superkids Phonemic Awareness</i>	Kindergarten	\$105.00
<i>The Superkids Phonemic Awareness</i>	Grade 2	\$105.00
<i>The Superkids Reading Program</i>	Kindergarten	\$4,010.00
<i>The Superkids Reading Program</i>	Grade 2	\$5,146.00
<i>The Superkids Reading Program</i>	Multigrade	\$247.00
SUBTOTAL COST		\$9,613.00
SHIPPING/PROCESSING (10%)		\$961.30
AMOUNT TO BE INVOICED		\$10,574.30

Includes materials, shipping, and processing. May not include applicable local and state taxes.

ITEM LIST



The Superkids Phonemic Awareness Program: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136874	Superkids 2022 Grade K The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Phoneme Articulation Cards, 1 Teacher's Guide</i>	\$105.00	1	\$105.00
SUBTOTAL COST				\$105.00

The Superkids Phonemic Awareness Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136898	Superkids 2022 Grade 2 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Phoneme Articulation Cards, 1 Teacher's Guide</i>	\$105.00	1	\$105.00
SUBTOTAL COST				\$105.00

The Superkids Reading Program: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$15.00	25	\$375.00
9781614368595	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Units 1-13 Teacher Materials <i>Contents include: 15 Teacher's Guides, Building Blocks of Reading, Program Guide, Assessment Book, Letter Formation Guide, Practice Pages masters</i>	\$350.00	1	\$350.00
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$15.00	25	\$375.00
9781614368601	Superkids 2017 Grade K, Semester 2, Superkids' Club, Units 14-24 Teacher Materials <i>Contents include: 7 Teacher's Guides, Assessment Book, Practice Pages masters</i>	\$350.00	1	\$350.00
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents include: 5 libraries with 5 copies of 10 titles each</i>	\$1,700.00	1	\$1,700.00
9781614365013	Superkids 2017 Grade K Big Book of Blending	\$250.00	1	\$250.00
9781614369691	Superkids 2017 Grade K Classroom Resource Kit with Superkids Figures <i>Contents include: Superkids Skill-Building Book, Alphabet Cards, Tactile Cards, Picture Cards, Teacher and Student Letter Cards, Superkids Chart and Super Scene with Clings, Superkids Posters, Superkids Bendable Figures, 250 sheets of Ice Cream Paper</i>	\$610.00	1	\$610.00
SUBTOTAL COST				\$4,010.00

The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365792	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Reader Non-Consumable	\$18.00	25	\$450.00
9781614368823	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Super Magazines, Issues 1-4	\$24.00	25	\$600.00
9781614368991	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$15.00	25	\$375.00

ITEM LIST

ZB Zaner-Bloser

The Superkids Reading Program: Grade 2

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9781614368632	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Warm Up Unit - Unit 8 Teacher Materials <i>Contents include: 11 Teacher's Guides, Program Guide, Backpack Page masters, Assessment Book, Letter Formation Guide</i>	\$350.00	1	\$350.00
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$15.00	25	\$375.00
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SUBTOTAL COST				\$5,146.00

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SUBTOTAL COST				\$247.00

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ZB Zaner-Bloser

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Phone: _____

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Do Not Deliver Dates: _____ No Delivery Date Restrictions

SHIP TO Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Sue Ludwig Contact Email: _____

Street Address: Bushkill Falls Road City: Dingmans Ferry State: PA Zip: _____

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Signature: _____ Title: _____ Date: _____

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Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764
Email: CustomerExperience@zaner-bloser.com • Phone: 800.421.3018 • Fax: 800.992.6087