

VII.a.



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) 424-8500

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

**SALES REP INFORMATION:**

Lindsay Neath  
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Earth and Space	\$36,907.66	(\$1,237.08)	\$35,670.60
Life Science	\$36,649.62	(\$666.12)	\$35,983.50
Physical Science	\$36,336.72	(\$666.12)	\$35,670.60
<b>PRODUCT TOTAL*</b>	<b>\$109,894.02</b>	<b>(\$2,569.32)</b>	<b>\$107,324.70</b>
<b>ESTIMATED S&amp;H**</b>			\$0.00
<b>ESTIMATED TAX**</b>			TBD
<b>GRAND TOTAL*</b>			<b>\$107,324.70</b>

\* Price firm for 45 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: 1-800-853-8691

QUOTE DATE: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04262022-002

ACCOUNT #: 410936

PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Earth and Space</b>					
EARTH & SPACE ISCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903277-6	570	\$62.58	\$0.00	\$35,670.60
EARTH & SPACE ISCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-689747-2	13	\$95.16	\$1,237.08	*Free Materials
<b>Earth and Space Subtotal:</b>				<b>\$1,237.08</b>	<b>\$35,670.80</b>

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Email: [orders\\_mhe@mheeducation.com](mailto:orders_mhe@mheeducation.com) | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 04/26/2022  
QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT NAME: East Stroudsburg Area Sch Dist  
ACCOUNT #: 410936

EXPIRATION DATE: 06/09/2022  
PAGE #: 2



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Life Science</b>					
LIFE SCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903281-2	575	\$62.58	\$0.00	\$35,983.50
LIFE SCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-683748-9	7	\$95.16	\$666.12	*Free Materials
<b>Life Science Subtotal:</b>				<b>\$666.12</b>	<b>\$35,983.50</b>

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Email: [orders\\_mhe@mheducation.com](mailto:orders_mhe@mheducation.com) | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

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ACCOUNT NAME: East Stroudsburg Area Sch Dist  
ACCOUNT #: 410936

EXPIRATION DATE: 06/09/2022  
PAGE #: 3



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Physical Science</b>					
PHYSICAL SCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903286-7	570	\$62.58	\$0.00	\$35,670.60
PHYSICAL SCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-883749-8	7	\$95.16	\$666.12	*Free Materials
<b>Physical Science Subtotal:</b>				<b>\$666.12</b>	<b>\$35,670.60</b>

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](mailto:orders_mhe@mheducation.com) | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 04/25/2022  
QUOTE NUMBER: LNEAT-04262022-002

ACCOUNT NAME: East Stroudsburg Area Sch Dist  
ACCOUNT #: 410936

EXPIRATION DATE: 06/09/2022  
PAGE #: 4



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**QUOTE PREPARED FOR:**

East Stroudsburg Area Sch Dist  
50 VINE ST  
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ACCOUNT NUMBER: 410936

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

VALUE OF ALL MATERIALS	\$109,894.02
FREE MATERIALS	(\$2,589.32)
PRODUCT TOTAL*	\$107,324.70
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	TBD
GRAND TOTAL	\$107,324.70

Comments:

[Empty box for comments]

\* Price firm for 45 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.

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School Purchase Order Number: \_\_\_\_\_

\_\_\_\_\_  
Name of School Official (Please Print)

\_\_\_\_\_  
Signature of School Official

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ACCOUNT #: 410936

PAGE #: 5

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**QUOTE PREPARED FOR:**

East Stroudsburg Area Sch Dist  
50 VINE ST  
EAST STROUDSBURG, PA 18301-2160  
ACCOUNT NUMBER: 410938

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@easas.net  
(670) 424-8500

**CONTACT:**

Heather Piperato  
heather-piperato@easas.net  
(570) 424-8500

**SALES REP INFORMATION:**

Lindsay Neath  
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Study Syno	\$161,785.32	\$0.00	\$161,785.32
<b>PRODUCT TOTAL*</b>	\$161,785.32	\$0.00	\$161,785.32
<b>ESTIMATED S&amp;H**</b>			\$8,089.27
<b>ESTIMATED TAX**</b>			TBD
<b>GRAND TOTAL*</b>			\$169,874.59

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QUOTE DATE: 04/25/2022  
QUOTE NUMBER: LNEAT-04252022-003

ACCOUNT NAME: East Stroudsburg Area Sch Dist  
ACCOUNT #: 410938

EXPIRATION DATE: 06/09/2022  
PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
STUDYSYNC ELA GRADE 6 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904127-2	670	\$91.56	\$0.00	\$52,189.20
STUDYSYNC ELA GRADE 7 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904131-9	675	\$91.56	\$0.00	\$52,647.00
STUDYSYNC ELA GRADE 8 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904132-6	670	\$91.56	\$0.00	\$52,189.20
STUDYSYNC ELA ONLINE TEACHER 4 YEAR SUBSCRIPTION	978-0-07-900390-4	44	\$108.18	\$0.00	\$4,759.92

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Email: [orders\\_mhe@mheducation.com](mailto:orders_mhe@mheducation.com) | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

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ACCOUNT NAME: East Stroudsburg Area Sch Dist  
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EXPIRATION DATE: 06/09/2022  
PAGE #: 2



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**QUOTE PREPARED FOR:**

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

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

VALUE OF ALL MATERIALS	\$161,785.32
FREE MATERIALS	\$0.00
PRODUCT TOTAL*	\$161,785.32
ESTIMATED SHIPPING & HANDLING**	\$8,089.27
ESTIMATED TAX**	TBD
GRAND TOTAL	\$169,874.59

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
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Comments:

[Empty comment box]

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School Purchase Order Number: \_\_\_\_\_

\_\_\_\_\_  
Name of School Official (Please Print)

\_\_\_\_\_  
Signature of School Official

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ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04262022-003

ACCOUNT #: 410936

PAGE #: 3





# Houghton Mifflin Harcourt

Proposal #008246955

Prepared For

## East Stroudsburg Area Sch Dist

50 Vine St  
E Stroudsburg PA 18301

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

For the Purchase of:

## Into Reading Grades 3-5 with PA Waggle 6 Year Subscription CP#1

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: PRODPB10

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

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

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Send Orders to:  
k12orders@hmc.com  
FAX: 800-269-5232  
HMH Orders  
9400 Southpark Center Loop  
Orlando, FL 32819-8647

Proposal for  
**East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b>Grade 3</b>						
<b>Student Digital Licenses</b>						
1810878	9780358574712 Into Reading Student License Digital 6 Year Grades K-6	\$96.00	433	\$41,568.00	\$4,156.80	\$37,411.20
Package Includes: Digital Student Resources 6 Year Grades K-6 Implementation Success						
<b>Total for Student Digital Licenses</b>		<b>\$37,411.20</b>				
<b>Teacher Digital Licenses</b>						
1809711	9780358565925 Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	50	\$22,500.00	\$22,500.00	
Package Includes: Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>				
<b>A la Carte Items Available for Purchase</b>						
<b>Teacher Materials</b>						
1805121	9780358526377 Into Reading Teacher Guide Set Grade 3	\$150.00	34	\$5,100.00	\$510.00	\$4,590.00
1714680	9781328469816 2020 Into Reading Writing Workshop Teacher's Guide Grade 3	\$42.00	34	\$1,428.00	\$142.80	\$1,285.20
1805126	9780358526421 Into Reading Teaching Pal Set Grade 3	\$38.00	34	\$1,292.00	\$129.20	\$1,162.80
1736150	9781328639127 Into Reading Trade Classroom Library Single Copy Set Grade 3	\$24.84	40	\$993.60	\$99.20	\$894.40
1721086	9781328522931 Into Reading Tabletop Minilessons Reading Grade 3	\$31.00	46	\$1,426.00	\$142.60	\$1,283.40
1716737	9781328491633 Into Reading Tabletop Minilessons English Language Development Grade 3	\$31.00	34	\$1,054.00	\$105.40	\$948.60
1736280	9780358001539 Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 3	\$1,000.00	40	\$40,000.00	\$4,000.00	\$36,000.00
1797340	9780358482057 Into Reading Program Guide Grades 3-5	\$30.00	34	\$1,020.00	\$102.00	\$918.00
<b>Student Materials</b>						
1805106	9780358526216 Into Reading Student myBook Softcover Set 6 Year Print Grade 3	\$54.00	433	\$23,382.00	\$2,338.20	\$21,043.80
1805141	9780358526575 Into Reading Know It Show It 6 Year Print Grade 3	\$55.35	433	\$23,986.55	\$2,398.82	\$21,587.73
1775870	9780358294269 Into Reading Read and Respond Journal 6 Year Print Grade 3	\$65.36	66	\$4,760.96	\$476.44	\$4,284.52
<b>Total for A la Carte Items Available for Purchase</b>		<b>\$93,978.45</b>				

**Total for Grade 3** **\$131,389.65**

**Grade 4**

<b>Student Digital Licenses</b>						
1810878	9780358574712 Into Reading Student License Digital 6 Year Grades K-6	\$96.00	461	\$44,268.00	\$4,426.80	\$39,830.40
Package Includes: Digital Student Resources 6 Year Grades K-6 Implementation Success						
<b>Total for Student Digital Licenses</b>		<b>\$39,830.40</b>				
<b>Teacher Digital Licenses</b>						
1809711	9780358565925 Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	62	\$23,400.00	\$23,400.00	
Package Includes: Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>				
<b>A la Carte Items Available for Purchase</b>						
<b>Teacher Materials</b>						
1805122	9780358526384 Into Reading Teacher Guide Set Grade 4	\$150.00	37	\$5,550.00	\$555.00	\$4,995.00
1714681	9781328469823 2020 Into Reading Writing Workshop Teacher's Guide Grade 4	\$42.00	37	\$1,554.00	\$155.40	\$1,398.60
1805127	9780358526438 Into Reading Teaching Pal Set Grade 4	\$38.00	37	\$1,406.00	\$140.60	\$1,265.40

Coupon Code: PRODPB10

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

Attention:  
 Tabitha Bradley  
 tabitha-bradley@esasd.net  
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Send **Orders** to:  
 k12orders@hmc.com  
 FAX: 800-269-5232  
 HMH Orders  
 9400 Southpark Center Loop  
 Orlando, FL 32819-8847

## Proposal for East Stroudsburg Area Sch Dist

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
1736161 9781328639134	Into Reading Trade Classroom Library Single Copy Set Grade 4	\$24.84	43	\$1,088.12	\$108.64	\$981.48
1721087 9781328522948	Into Reading Tabletop Minilessons Reading Grade 4	\$31.00	49	\$1,519.00	\$151.90	\$1,367.10
1716738 9781328491840	Into Reading Tabletop Minilessons English Language Development Grade 4	\$31.00	37	\$1,147.00	\$114.70	\$1,032.30
1736281 9780358001546	Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 4	\$1,000.00	43	\$43,000.00	\$4,300.00	\$38,700.00
1797340 9780358462057	Into Reading Program Guide Grades 3-5 <b>Student Materials</b>	\$30.00	37	\$1,110.00	\$111.00	\$999.00
1805106 9780358526223	Into Reading Student myBook Softcover Set 6 Year Print Grade 4	\$54.00	461	\$24,894.00	\$2,489.40	\$22,404.60
1805142 9780358526582	Into Reading Know It Show It 6 Year Print Grade 4	\$55.35	461	\$25,516.35	\$2,553.84	\$22,962.41
1775871 9780358294276	Into Reading Read and Respond Journal 6 Year Print Grade 4	\$55.36	92	\$5,093.12	\$609.68	\$4,583.44
<b>Total for A la Carte Items Available for Purchase</b>				<b>\$100,669.33</b>		

**Total for Grade 4** **\$140,499.73**

### Grade 5

#### Student Digital Licenses

1810878 9780358574712	Into Reading Student License Digital 6 Year Grades K-6	\$96.00	480	\$46,080.00	\$4,608.00	\$41,472.00
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Package Includes:

Digital Student Resources 6 Year Grades K-6  
Implementation Success

**Total for Student Digital Licenses** **\$41,472.00**

#### Teacher Digital Licenses

1809711 9780358565925	Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	51	\$22,950.00	\$22,950.00	
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Package Includes:

Digital Teacher Resources 6 Year Grades K-6  
Access to Teacher's Corner

**Total for Teacher Digital Licenses** **\$0.00**

#### A la Carte Items Available for Purchase

##### Teacher Materials

1805123 9780358526391	Into Reading Teacher Guide Set Grade 5	\$150.00	35	\$5,250.00	\$525.00	\$4,725.00
1714682 9781328469830	2020 Into Reading Writing Workshop Teacher's Guide Grade 5	\$42.00	35	\$1,470.00	\$147.00	\$1,323.00
1805128 9780358526446	Into Reading Teaching Pal Set Grade 5	\$38.00	36	\$1,330.00	\$133.00	\$1,197.00
1736163 9781328639141	Into Reading Trade Classroom Library Single Copy Set Grade 5	\$24.84	41	\$1,018.44	\$101.88	\$916.76
1721088 9781328522955	Into Reading Tabletop Minilessons Reading Grade 5	\$31.00	47	\$1,467.00	\$146.70	\$1,311.30
1716739 9781328491867	Into Reading Tabletop Minilessons English Language Development Grade 5	\$31.00	35	\$1,085.00	\$108.50	\$976.50
1736282 9780358001553	Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 5	\$1,000.00	41	\$41,000.00	\$4,100.00	\$36,900.00
1797340 9780358462057	Into Reading Program Guide Grades 3-5 <b>Student Materials</b>	\$30.00	35	\$1,050.00	\$105.00	\$945.00

1805107 9780358526230	Into Reading Student myBook Softcover Set 6 Year Print Grade 5	\$54.00	480	\$25,920.00	\$2,592.00	\$23,328.00
1805143 9780358526589	Into Reading Know It Show It 6 Year Print Grade 5	\$55.36	480	\$26,572.80	\$2,659.20	\$23,913.60
1775872 9780358294283	Into Reading Read and Respond Journal 6 Year Print Grade 5	\$55.36	96	\$5,314.56	\$631.84	\$4,782.72
<b>Total for A la Carte Items Available for Purchase</b>				<b>\$100,318.88</b>		

**Total for Grade 5** **\$141,790.88**

### PA Waggle ELA

#### Student Licenses

1804664 9780358822409	Pennsylvania Waggle ELA Student License Digital 6 Year Grades K-6	\$77.00	1,308	\$100,716.00	\$10,071.60	\$90,644.40
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Coupon Code: PRODPB10

Send **Check Payments** to:  
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FAX: 800-289-5232  
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9400 Southpark Center Loop  
Orlando, FL 32819-8647

Proposal for  
**East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b>Total for Student Licenses</b>		<b>\$90,644.40</b>				
<b>Teacher Licenses</b>						
1808308	9780358567173 2021 Pennsylvania Waggle ELA Teacher License Digital 8 Year Grades K-8	\$551.00	163	\$84,303.00	\$84,303.00	
<b>Total for Teacher Licenses</b>		<b>\$0.00</b>				

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**Total for PA Waggle ELA** **\$90,644.40**

**Professional Services- Into Reading K-6**

**Implementation Success Plan**

1810628	9780358574088	Into Reading Getting Started Live Online 2-Hours Grades K-6 Version 2	\$800.00	3	\$2,400.00	\$2,400.00
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The Getting Started live online session is streamlined to focus on preparing teachers for their first weeks of instruction. Participants engage in a variety of interactive experiences to learn about the organization and resources of Into Reading. The goal is to build confidence and prepare teachers for a strong start with Into Reading.

1810629	9780358574095	Into Reading Follow-Up Live Online 1-Hour Grades K-6 Version 2	\$400.00	5	\$2,000.00	\$2,000.00
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Follow-Up sessions build upon the Getting Started to help teachers take full advantage of Into Reading's components, assessments, differentiation, and digital tools to meet the needs of their students. An HMH Services team member will work with you to choose from key Into Reading classroom-focused topics to create a personalized Follow-Up 1 hour live online session(s).

**Total for Implementation Success Plan** **\$0.00**

**Coaching**

1810820	9780358573690	Into Reading Blended Coaching Membership Grades K-6	\$18,500.00	3	\$58,500.00	\$5,850.00	\$52,650.00
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Blended Coaching brings the coaching experience into a small group context and opens up communication among teachers and/or instructional coaches. It is a collaborative conversation, focused on deepening understanding of student work, student learning targets, instructional practices, goal setting, and action steps.

The blended coaching annual membership powered by HMH Coaching Studio provides within the term of the membership 4 in-person coaching days, 8 30-minute live online sessions, and HMH Coaching Studio licenses, designed for up to 20 teachers. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.

**Total for Coaching** **\$52,650.00**

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**Total for Professional Services- Into Reading K-6** **\$52,650.00**

**Professional Services - Waggle ELA Non CCSS**

**Implementation Success**

1788302	9780358242451	Waggle ELA Getting Started Live Online 2-Hours Grades K-8	\$800.00	1	\$800.00	\$800.00
---------	---------------	---	----------	---	----------	----------

Getting Started live online provides the hows and whys of Waggle through exploration and collaborative experiences. Teachers will spend time digging into the program to gain a real-world application of Waggle and how best to use it in their classroom. The goal is to build deeper understanding and confidence to begin implementing Waggle.

**Total for Implementation Success** **\$0.00**

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**Total for Professional Services - Waggle ELA Non CCSS** **\$0.00**

Coupon Code: PRODPB10

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

Attention:  
 Tabitha Bradley  
 tabitha-bradley@esasd.net

**HMH Confidential and Proprietary**

Send **Orders** to:  
 k12orders@hnhco.com  
 FAX: 800-269-5232  
 HMH Orders  
 9400 Southpark Center Loop  
 Orlando, FL 32819-8647

Proposal for  
East Stroudsburg Area Sch Dist

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
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<i>Total Savings:</i>	\$215,046.84
<i>Subtotal Purchase Amount:</i>	\$556,974.66
<i>Shipping &amp; Handling:</i>	\$35,562.50
<b><i>Total Cost of Proposal (PO Amount):</i></b>	<b>\$592,537.16</b>

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

Coupon Code: PRODPB10

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14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

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9400 Southpark Center Loop  
Orlando, FL 32819-8647

Proposal for  
East Stroudsburg Area Sch Dist

**Total Cost of Proposal (PO Amount): \$592,537.16**

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.
 

<b>Ship to:</b>	<b>Sold to:</b>
East Stroudsburg Area Schl Dist	East Stroudsburg Area Schl 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.
- 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: 4/6/2022

Proposal Expiration Date: 5/21/2022



**Houghton Mifflin Harcourt**

Coupon Code: PRODPB10

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

Attention:  
Tabitha Bradley  
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**HMH Confidential and Proprietary**

Send **Orders** to:  
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9400 Southpark Center Loop  
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## STANDARD PURCHASE AGREEMENT

This Purchase Agreement is by and between Houghton Mifflin Harcourt Publishing Company ("HMH") and East Stroudsburg Area School District ("School/District").

**1. Definitions.** As used herein, the following terms have the meaning set forth below:

**A. Agreement.** This Purchase Agreement, with all appendices, attachments, and exhibits, shall be the only terms and conditions applicable to the purchase of Products and/or subscriptions

**B. Product(s).** Books and/or subscriptions to software, support services, professional development products, materials and services that may acquire pursuant to this Agreement from HMH for its own use (as listed in the attached proposal Appendix A and incorporated by reference herein).

HMH and the School/District agree that any subscription to software made under this agreement, if any, is for the term(s) listed in Appendix A and its Exhibits. If the School/District wishes to extend any subscription or license term(s), a purchase order, change order, or amendment is to be negotiated for additional fees.

HMH and the School/District agree that any software subscribed to under the Agreement, if any, is to be hosted by or through HMH. Any HMH software product the School/District wishes to self-host would be considered a new transaction outside the scope of this Agreement and separate fees are to be negotiated. Self-hosted versions of many of HMH's software products are not available for sale.

No additional purchases of any of the Products (other than in the quantities as listed in Appendix A) are covered by the Agreement. All such additional purchases by the School/District shall be at HMH's then standard applicable price(s).

**2. Purchase Authorization.** School/District represents and warrants that it has complied with any and all of its own requirements necessary to authorize the execution of all Purchase Agreements with HMH and that the signing party(ies) is/are authorized to sign on behalf of and contractually bind the School/District without condition other than the terms of this Agreement.

**3. Purchase/Price/Delivery/Payment.**

a. This Agreement is entered into by and between School/District and HMH. School/District agrees to license and/or purchase Products identified on the attached proposal Appendix A, incorporated by reference in this Agreement, in the aggregate amount of **Five Hundred Ninety-Two, Five Hundred and Thirty Seven Dollars and Sixteen Cents (\$592,537.16)**. School/District is solely responsible for all purchase decisions, including ensuring the compatibility and suitability of all products and subscriptions. The School/District's billing address is:

East Stroudsburg Area School District  
50 Vine St  
East Stroudsburg, PA 18301-2150

b. The School/District hereunder shall pay all applicable local sales and use taxes and/or duties due on purchases. Proof of sales tax exempt status must be on file with HMH for any order to be treated as a sales tax exempt transaction. If applicable, the School/District's Tax Exemption Certificate Number: \_\_\_\_\_  
Confirming copy of evidence of such status is attached hereto.

c. Payment terms under this Agreement are set out in Appendix B of this agreement. Invoices unpaid after Thirty (30) days from the payment dates in Appendix B shall accrue interest at a rate of 1.5% per month until paid. HMH shall have the right to suspend any service or product rights under until such time as all outstanding and overdue invoices are paid in full. HMH reserves the right to seek reimbursement for the costs of collection and attorneys fees in connection with overdue and unpaid invoices.

d. All payments to HMH should be sent to the following:

Mailed to:



**Houghton  
Mifflin  
Harcourt**

Houghton Mifflin Harcourt Publishing  
Company 14046 Collections Center Drive  
Chicago, IL 60693

For overnight mail, use the same address and  
add the following information: Attention: Lockbox  
Manager Phone: (800) 376-2703

**Bank Wire Transfers to:**

Bank of America  
100 Federal Street  
Boston, MA 02110  
Account Name: Houghton Mifflin  
Harcourt Publishing Company Account  
Number: 004602286354  
ABA Routing #: 026009593  
SWIFT Code: BOFAUS3N

**ACH/EFT Transfers to:**

Bank of America  
100 Federal Street  
Boston, MA 02110  
Account Name: Houghton Mifflin  
Harcourt Publishing Company Account  
Number: 004602286354  
ABA Routing #: 011000138

Any questions regarding remittance options,  
please contact HMH accounts receivable at  
accounts.receivable@hmhco.com or 800-521-  
3185.

**4. Limited Warranty; Disclaimers.**

Warranties for all Products purchased under this Agreement shall be provided "as is". HMH makes no other warranties with respect to the Products, either express or implied. HMH provides no representations or warranties that the School/District hardware or software environments and their configuration are compatible or suitable for the operation of HMH Products in the School/District setting. HMH specifically and expressly disclaims any and all other warranties, including but not limited to the implied warranties of merchantability or fitness for a particular purpose or that any services provided hereunder shall be uninterrupted or error-free.

**5. HMH Intellectual Property Rights; Confidentiality.** The intellectual property contained in the HMH Products is considered

"Confidential and/or Proprietary Information" to HMH and are protected by copyright and other intellectual property rights. School/District, as an end user, is authorized to use HMH Products subject to the applicable trademark, copyright and other intellectual property, federal and state laws of the U.S.

**6. Indemnification.** To the extent allowed by law and subject to the right of School/District to raise the deferral of sovereign governmental or qualified immunity against 3<sup>rd</sup> party claims. School/District agrees to indemnify, defend and hold harmless HMH, its parent companies, subsidiaries, affiliates, directors, officers and employees from any third party claims, causes of action, damages, costs, liabilities or expenses that arise from a breach of this Agreement or from improper or unauthorized use, distribution and operation of the HMH Products.

**7. Limitation of Liability.** HMH SHALL NOT BE LIABLE TO SCHOOL/DISTRICT FOR ANY UNAUTHORIZED USE OF THE DIGITAL PRODUCTS, OTHER PRODUCTS OR ANY SERVICES FOR ANY PURPOSES OTHER THAN AS DESCRIBED IN THIS AGREEMENT. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, INDIRECT OR SPECIAL DAMAGES INCLUDING, WITHOUT LIMITATION, LOST PROFITS OR REVENUE. IN NO EVENT SHALL HMH'S TOTAL AGGREGATE LIABILITY IN CONTRACT, TORT OR OTHERWISE ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT EXCEED THE FEES PAID OR PAYABLE BY SCHOOL/DISTRICT DURING THE MOST RECENT TWELVE (12) MONTH PERIOD DURING THE TERM OF THIS AGREEMENT.

**8. Term of Agreement.** The terms in the attached proposal in Appendix A and Appendix B will govern the term of this Agreement and the scope of the license and use of Products.

**9. Assignment.** School/District shall not assign or otherwise transfer its rights or delegate its obligations hereunder without HMH's prior written consent. Any attempted assignment, transfer, or delegation without such consent shall be void. HMH may freely assign this





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Harcourt**

Agreement, including any of the obligations and rights to payment set forth herein. Neither party shall have any right of set off in connection with rights and obligations associated with this Agreement.

**10. Termination of Agreement.** (a) HMM may terminate this Agreement with respect to another party or parties for uncured material breach by the other party or parties (in which case the Agreement will remain in effect with respect to HMM and the non-breaching parties through the remainder of the Term). In addition, any District may terminate this Agreement with respect to itself for uncured material breach by HMM of HMM's obligations hereunder to that District (in which case the Agreement will remain in effect with respect to HMM and any other parties not seeking termination of their rights and duties hereunder). To terminate the Agreement with respect to a breaching party, the non-breaching party shall provide written notice of breach to the breaching party, specifying in detail the breach itself and the grounds for such breach. The breaching party shall have sixty (60) days from receipt of the notification to cure said breach. Failure to make payments on invoices due shall constitute material breach of this Agreement. In the event the breach is not cured, the non-breaching party shall give the breaching party formal notification of termination of this Agreement. Upon said notice the due date of all invoices shall be accelerated such that they become due and payable as of the date of termination. The provisions of Sections 5 through 16, shall survive termination of this Agreement.

(b) In addition, any District may terminate this Agreement after the first anniversary of the Effective Date, to take effect at the end of its then-current fiscal operating year, if the District does not receive budget approval from its governing authority in sufficient amounts to pay the next fiscal year's fees set forth in the District's Payment Plan. In the event of termination under this subsection, the District shall notify HMM promptly in writing upon denial of its budget request for such fees.

(c) In the event of an early termination or non-renewal of this Agreement prior to the end of the Term of this Agreement, HMM shall retain all fees previously paid HMM hereunder, the license

to the Products shall terminate effective as of the date of non-renewal or early termination with respect to the terminated District, and each terminated District shall promptly cease using the Products and return or destroy all files thereof to HMM. Upon HMM request, an officer of the District will provide written certification of the District's compliance with the foregoing provisions. HMM shall have no liability to a District or any third party in connection with any termination or suspension for breach of this Agreement.

In addition, each District shall pay HMM for all services delivered by HMM, but unpaid to HMM prior to the termination date. In the event of early termination, the District agrees not to replace the programs or software purchased under this agreement with one of similar functionally and/or software for the term of any unpaid portion of the original payment schedule not to exceed five (5) years.

**11. Force Majeure.** Except for School/District's payment obligations under this Agreement, no party shall be responsible for failure or delay of performance if caused by: an act of war, hostility, or sabotage; act of God; electrical, internet, or telecommunication outage that is not caused by the obligated party; government restrictions (including the denial or cancellation of any export or other license); other event outside the reasonable control of the obligated party. Each party will use reasonable efforts to mitigate the effect of a force majeure event. If such event continues for more than 90 days, a party may cancel unperformed services upon written notice. This section does not excuse either party's obligation to take reasonable steps to follow its normal disaster recovery procedures.

**12. Governing Law.** This Agreement shall be construed and enforced in accordance with the Commonwealth of Massachusetts without regard to its conflicts of laws provisions. Any action or proceeding brought by either party against the other arising out of or relating to this Agreement shall be brought only in a local, state or federal court of competent jurisdiction in Massachusetts.



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Mifflin  
Harcourt**

**13. Notices.** All notices and other communications required or permitted under this Agreement shall be served in person, by US Mail, or Federal Express or equivalent carrier at the following address:

If to HMH:

Houghton Mifflin Harcourt  
Attn: VP and General Counsel  
125 High Street  
Boston, MA 02110

If to School/District:

East Stroudsburg Area School District  
50 Vine St  
East Stroudsburg, PA 18301-2150

**14. Miscellaneous.** If any provision of this Agreement is held by a court of competent jurisdiction to be invalid or unenforceable, the remaining portions of this Agreement shall remain in force and in effect and be construed so as to best effectuate the intention of the parties upon execution. The paragraph headings contained herein are for reference only. The waiver of one default shall not waive subsequent defaults of the same or different kind.

**15. Export.** Export laws and regulations of the United States and any other relevant local export laws and regulations apply to the services. The School/District agrees that such export control laws govern its use of the Services (including technical data) and any Services deliverables provided under this Agreement, and the School/District agrees to comply with all such export laws and regulations (including "deemed export" and "deemed re-export" regulations). The School/District agrees that no data, information, software programs and/or materials resulting from Services (or direct product thereof) will be exported, directly or indirectly, in violation of these laws, or will be used for any purpose prohibited by these laws.

**16. Entire Agreement.** This Agreement, including other agreements and documents incorporated herein by reference, constitute the

entire understanding and agreement between HMH and School/District with respect to the subject matter hereof and supersedes all prior agreements, representations, understandings, negotiations and communications between the parties pertaining thereto. Any modifications or amendments to this Agreement must be in writing signed by a duly authorized agent or representative of HMH and School/District. Specifically, any contrary, inconsistent, or additional terms incorporated in any other documents will be of no force or effect whatsoever.

IN WITNESS WHEREOF, the parties hereto have caused this contract to be signed and intend to be legally bound thereby.

School/District:

Signature: \_\_\_\_\_

Print Name: Tabitha Bradley

Title: Director of Elementary Education

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

Houghton Mifflin Harcourt Publishing Company

Signature: \_\_\_\_\_

Print Name: Stanley Waringo

Title: Finance Manager

Effective Date: 4/29/2022



**Schedule 1**

**Price Summary**

The following table summarizes products and services MMH is providing under this Purchase Agreement.

Schedule 1 to Enterprise Solutions Agreement		
Appendix	Description	Purchase Price
Appendix A – Exhibit 1	- Into Reading Grades 3-5 with PA Waggle, 6 Year Subscription	\$592,537.16
	Total	\$592,537.16



## Schedule 2

### Price Summary

Payments shall be made in accordance with the terms and conditions of the Agreement. Payments shall be due & payable as follows:

\$592,537.16 by July 31, 2022

The pricing and extended payment terms outlined in this Agreement are based on receiving payment in the form of a check, ACH or Wire transfer.

Vll.d.

**ZB Zaner-Bloser**

Successful  
& joyful  
**LEARNING**

## **QUOTE SUMMARY FOR**

**East Stroudsburg Area Sch Dist**

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00038284

Issued on May 4, 2022

Expires on August 2, 2022

### **PREPARED BY**

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@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](mailto:CustomerExperience@zaner-bloser.com). If you have questions, please call our Customer Experience department at 800.421.3018.

May 4, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

Expertise and effectiveness are key to teacher success in the classroom. Zaner-Bloser Professional Development offers collaborative, job-embedded, and classroom-focused professional learning to support educators' ongoing growth.

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,  
Mary Wexler  
Sales Consultant - Reading

# QUOTE SUMMARY

ZB Zaner-Bloser

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	COST
<i>Professional Development</i>	Multigrade	\$54,080.00
	SUBTOTAL COST	\$54,080.00
	SHIPPING/PROCESSING	<i>Complimentary</i>
<b>AMOUNT TO BE INVOICED</b>		<b>\$54,080.00</b>

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

Professional Development: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD11051	<p>Superkids Leaders Training (2022-2023)</p> <p><i>Course description: This training is designed to provide literacy leaders at the school and district level with a deeper knowledge and understanding of the Superkids program and effective ways to support their teachers in implementing the program to its fullest potential. This session is recommended for schools after the first year of implementation.</i></p>	\$3,800.00	2	\$6,080.00
PD11053	<p>Superkids Grade-Level Meeting (2022-2023)</p> <p><i>Course description: These meetings are designed to gather Superkids teachers together with a knowledgeable Superkids coach to share successes and address identified areas of need (for example, Daily Routines, planning, or pacing) in order to strengthen classroom practices across a grade-level.</i></p>	\$2,900.00	6	\$13,920.00
PD11053	<p>Superkids Grade-Level Meeting (2023-2024)</p> <p><i>Course description: These meetings are designed to gather Superkids teachers together with a knowledgeable Superkids coach to share successes and address identified areas of need (for example, Daily Routines, planning, or pacing) in order to strengthen classroom practices across a grade-level.</i></p>	\$2,900.00	12	\$27,840.00
PD11055	<p>Superkids Implementation Training (2023-2024)</p> <p><i>This half-day training session is provided for teachers new to Superkids. Participants engage in lessons and learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel leave prepared to implement Superkids and use all program materials.</i></p>	\$2,900.00	2	\$4,640.00
PD75	<p>Superkids Leaders Training Webinar (2022-2023)</p> <p><i>Course description: Participants engage in interactive discussions to learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel new to Superkids will gain the knowledge and understanding to implement the program at their grade-level, using all the program materials. The webinar also serves as an ideal refresher of program materials and instructional methodology.</i></p>	\$1,000.00	2	\$1,600.00
<b>SUBTOTAL COST</b>				<b>\$54,080.00</b>

\*A 20% discount has been applied to this quote as part of a multi-year professional development plan.



# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$54,080.00**

\* 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: \_\_\_\_\_

### 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 Sch Dist

Contact Name: Tadhg 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: \_\_\_\_\_ 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 Toeppen 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 9% or \$5.00, whichever is greater.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact our Customer Experience Department to place your order.**

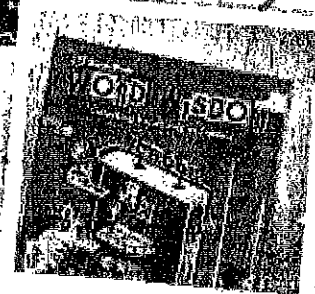
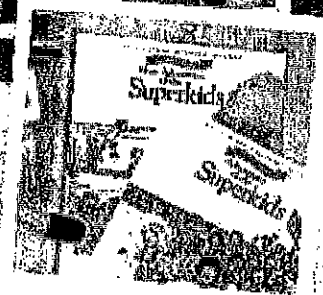
Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com) • Phone: 800.421.3018 • Fax: 800.992.6087

# WE ARE LITERACY

**THANK YOU** for  
considering Zaner-Bloser  
as your literacy partner.

We appreciate the crucial work you do  
to teach students to read and write.  
Our literacy resources and professional  
development services are designed to  
empower teachers to make the best  
instructional choices and to nurture  
successful and joyful learning.



ZB017 03.19

**SALES CONSULTANT - SUPPLEMENTAL**

**Rita Cook**

rita.cook@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2517

**SALES CONSULTANT - READING**

**Mary Wexler**

mary.wexler@zaner-bloser.com

Toll Free: 800.248.2568 ext. 7760

**ACCOUNT MANAGER - SUPPLEMENTAL**

**Angie Eckerle**

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

**ACCOUNT MANAGER - READING**

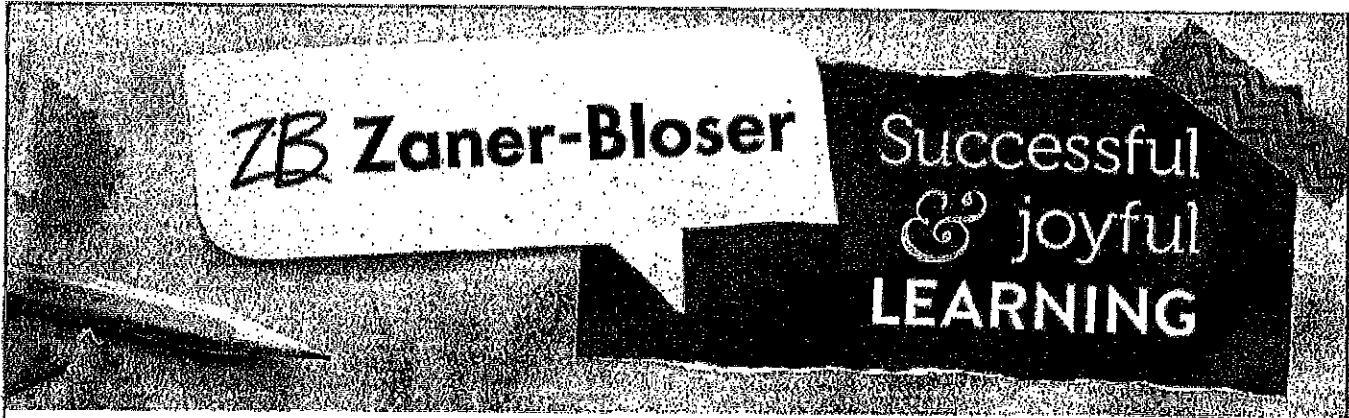
**Kelsey Norman**

kelsey.norman@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2611

**ZB Zaner-Bloser**

A Highlights Company



**QUOTE SUMMARY FOR**

**East Stroudsburg Area Sch Dist**

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00038211

Issued on May 6, 2022

Expires on August 3, 2022

**PREPARED BY**

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@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](mailto:CustomerExperience@zaner-bloser.com). If you have questions, please call our Customer Experience department at 800.421.3018.

May 6, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

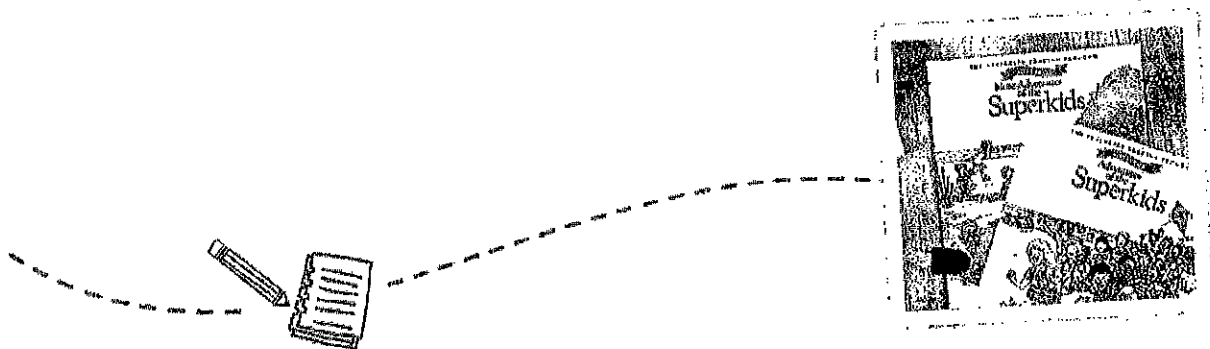
Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

*The Superkids Reading Program* is a comprehensive English language arts curriculum using evidence-based literacy practices and supported by a dedicated literacy team. This proven-effective program follows a unique, systematic, and explicit instructional path through engaging, increasingly complex text. The result? Every student a successful reader by grade 3.

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,  
Mary Wexler  
Sales Consultant - Reading



# QUOTE SUMMARY

ZB Zaner-Bloser

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>The Superkids Foundational Skills Kit</i>	Kindergarten		\$24,422.00
<i>The Superkids Foundational Skills Kit</i>	Grade 1		\$29,177.00
<i>The Superkids Foundational Skills Kit</i>	Grade 2		\$29,177.00
<i>The Superkids Foundational Skills Kit</i>	Multigrade	\$2,900.00	\$0.00
<i>The Superkids Phonemic Awareness</i>	Kindergarten		\$1,881.00
<i>The Superkids Phonemic Awareness</i>	Grade 1		\$1,881.00
<i>The Superkids Phonemic Awareness</i>	Grade 2		\$3,366.00
<i>The Superkids Reading Program</i>	Kindergarten	\$12,540.00	\$77,293.00
<i>The Superkids Reading Program</i>	Grade 1	\$12,540.00	\$119,927.00
<i>The Superkids Reading Program</i>	Grade 2	\$9,900.00	\$71,377.50
<i>The Superkids Reading Program</i>	Multigrade		\$10,973.00
<i>Professional Development</i>	Multigrade	\$95,700.00	\$0.00

<b>TOTAL SAVINGS</b>	<b>\$133,580.00</b>
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SUBTOTAL COST **\$369,474.50**

SHIPPING/PROCESSING (7%) **\$25,863.22**

**AMOUNT TO BE INVOICED**

**\$395,337.72**

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

## The Superkids Foundational Skills Kit: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128688	Superkids Foundational Skills Kit 2020 Grade K Large Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Assessment Books, Letter Formation Guide, Alphabet Cards, Picture Cards, Teacher Letter Cards, Tactile Cards, Superkids Posters (set of 12), Ice Cream Paper (half-ream), 1 set of 23 Decodable Books, 1 set of 23 Take-Home Decodable Books), 24 sets of 18 Skills Books, 24 sets of 23 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,300.00	12	\$15,600.00
9781453128695	Superkids Foundational Skills Kit 2020 Grade K Small Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Assessment Books, Letter Formation Guide, Alphabet Cards, Picture Cards, Teacher Letter Cards, Tactile Cards, Superkids Posters (set of 12), Ice Cream Paper (half-ream), 1 set of 23 Decodable Books, 1 set of 23 Take-Home Decodable Books), 6 sets of 18 Skills Books, 6 sets of 23 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$950.00	7	\$6,650.00
9781453128732	Superkids Foundational Skills Kit 2020 Grade K Units 1-24 Decodable Books 6-Pack (Color) <i>Contents include: 6 sets of 23 Decodable Books (color)</i>	\$362.00	6	\$2,172.00
<b>SUBTOTAL COST</b>				<b>\$24,422.00</b>

## The Superkids Foundational Skills Kit: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128756	Superkids Foundational Skills Kit 2020 Grade 1 Large Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 1 Poster, 1 set of 34 Decodable Books, 1 set of 34 Take-Home Decodable Books), 24 sets of 2 Skills Books, 24 sets of 34 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,575.00	12	\$18,900.00
9781453128763	Superkids Foundational Skills Kit 2020 Grade 1 Small Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 1 Poster, 1 set of 34 Decodable Books, 1 set of 34 Take-Home Decodable Books), 6 sets of 2 Skills Books, 6 sets of 34 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,025.00	7	\$7,175.00
9781453128800	Superkids Foundational Skills Kit 2020 Grade 1 Units 1-16 Decodable Books 6-Pack (Color) <i>Contents include: 6 sets of 34 Decodable Books (Color)</i>	\$517.00	6	\$3,102.00
<b>SUBTOTAL COST</b>				<b>\$29,177.00</b>

**The Superkids Foundational Skills Kit: Grade 2**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453132937	Superkids Foundational Skills Kit 2020 Grade 2 Large Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 2 Poster, 1 set of 32 Decodable Books, 1 set of 32 Take-Home Decodable Books), 24 sets of 2 Skills Books, 24 sets of 32 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,575.00	12	\$18,900.00
9781453132944	Superkids Foundational Skills Kit 2020 Grade 2 Small Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 2 Poster, 1 set of 32 Decodable Books, 1 set of 32 Take-Home Decodable Books), 6 sets of 2 Skills Books, 6 sets of 32 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,025.00	7	\$7,175.00
9781453132982	Superkids Foundational Skills Kit 2020 Grade 2 Units 1-16 Decodable Books 6-Pack (Color) <i>Contents include: 6 sets of 32 Decodable Books</i>	\$517.00	6	\$3,102.00
<b>SUBTOTAL COST</b>				<b>\$29,177.00</b>

**The Superkids Foundational Skills Kit: Multigrade**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD14501	Superkids Foundational Skills Kit 2020 Complimentary Implementation Training	\$2,900.00	1	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>

**The Superkids Phonemic Awareness: 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 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	19	\$1,881.00
<b>SUBTOTAL COST</b>				<b>\$1,881.00</b>

**The Superkids Phonemic Awareness: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136881	Superkids 2022 Grade 1 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	19	\$1,881.00
<b>SUBTOTAL COST</b>				<b>\$1,881.00</b>

**The Superkids Phonemic Awareness: 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 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	34	\$3,366.00
<b>SUBTOTAL COST</b>				<b>\$3,366.00</b>

**The Superkids Reading Program: Kindergarten**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365082	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Practice Pages	\$4.00	488	\$1,952.00
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$14.50	488	\$7,076.00
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>	\$330.00	19	Complimentary
9781614365105	Superkids 2017 Grade K, Semester 2, Superkids' Club, Practice Pages	\$4.00	488	\$1,952.00
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	488	\$7,076.00
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>	\$330.00	19	Complimentary
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents include: 5 libraries with 5 copies of 10 titles each</i>	\$1,650.00	6	\$9,900.00
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents include: 5 libraries with 5 copies of 10 titles each</i>	\$1,650.00	19	\$31,350.00
9781614365013	Superkids 2017 Grade K Big Book of Blending	\$235.00	19	\$4,465.00
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>	\$575.00	19	\$10,925.00
9781614361749	Superkids Grade K Student White Boards, Package of 20	\$53.00	49	\$2,597.00
<b>SUBTOTAL COST</b>				<b>\$77,293.00</b>

**The Superkids Reading Program: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365136	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Practice Pages	\$4.00	488	\$1,952.00
9781614365778	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Reader Non-Consumable	\$17.50	422	\$7,385.00
9781614368809	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Super-Duper Mini Magazines Set, 9-Issues	\$23.50	422	\$9,917.00
9781614368984	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	488	\$7,076.00
9781614368618	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Review Unit - Unit 8 Teacher Materials <i>Contents include: 9 Teacher's Guides, Program Guide, Assessment Book, Practice Page masters, Backpack Page masters, Letter Formation Guide</i>	\$330.00	19	Complimentary
9781614365174	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Practice Pages	\$4.00	488	\$1,952.00



**The Superkids Reading Program: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365334	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Word Work Book	\$14.50	488	\$7,076.00
9781614365785	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Reader Non-Consumable	\$17.50	422	\$7,385.00
9781614368816	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Super-Duper Mini Magazines Set, 8-Issues	\$23.50	422	\$9,917.00
9781614368625	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Units 9-16 Teacher Materials <i>Contents Include: 8 Teacher's Guides, Assessment Book, Practice Pages masters, Backpack Page masters</i>	\$330.00	19	Complimentary
9781614368915	Superkids 2017 Grade 1 Library Bundle <i>Contents include: 6 libraries with 8 copies of each</i>	\$2,165.00	6	\$12,990.00
9781614368915	Superkids 2017 Grade 1 Library Bundle <i>Contents include: 6 libraries with 8 copies of each</i>	\$2,165.00	19	\$41,135.00
9781614365020	Superkids 2017 Grade 1 Blg Book of Decoding	\$235.00	19	\$4,465.00
9781614368663	Superkids 2017 Grade 1 Classroom Resource Kit <i>Contents include: Superkids Skill-Building Book, Alphabet Cards, Memory Word Flash Cards, Sound-Spelling Cards, Words to Know Cards, Teacher Letter Cards, Teacher Digraph and Trigraph Cards, Superkids First-Grade Poster</i>	\$320.00	19	\$6,080.00
9781614361756	Superkids Grade 1 Student White Boards, Package of 20	\$53.00	49	\$2,597.00
<b>SUBTOTAL COST</b>				<b>\$119,927.00</b>

**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	\$17.50	336	\$5,880.00
9781614368823	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Super Magazines, Issues 1-4	\$23.50	336	\$7,896.00
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>	\$14.50	402	\$5,829.00
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>	\$330.00	15	Complimentary
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$14.50	402	\$5,829.00
9781614365808	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Reader Non-Consumable	\$17.50	336	\$5,880.00
9781614368830	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Super Magazine Set Issues 5-8	\$23.50	336	\$7,896.00
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>	\$330.00	15	Complimentary
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>	\$1,050.00	6	\$6,300.00

## The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
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>	\$1,050.00	15	\$15,750.00
9781614368786	Superkids 2017 Grade 2 Book Talk Journals Set of All 16 Titles, 10 Copies of Each Title <i>Contents Include: 10 copies of 16 journals</i>	\$118.50	25	\$2,962.50
9781614365037	Superkids 2017 Grade 2 Big Book of Decoding	\$235.00	15	\$3,525.00
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>	\$192.00	15	\$2,880.00
9781598336344	Superkids Second- Grade Ice Cream Paper, 500 Sheets	\$30.00	25	\$750.00
<b>SUBTOTAL COST</b>				<b>\$71,377.50</b>

## The Superkids Reading Program: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	28	\$840.00
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	28	\$840.00
9781598339475	Superkids Bendable Figures in Bus Tin	\$100.00	19	\$1,900.00
9781598339475	Superkids Bendable Figures in Bus Tin	\$100.00	21	\$2,100.00
9781614369974	Superkids 2017 Grades K-2 Support Kit <i>Contents Include: Tactile Cards, Picture Cards, Student White Boards 5-Pack, Guide to Letter Formation, Skill Building Book, Teacher Letter Cards - individual letter set, Teacher Letter Cards - Digraph &amp; Trigraph set, Student Letter Cards - lower case, Grade 1 Words to Know Cards, Grade 2 Words to Know Cards, Memory Word Flash Cards, Grade 1 Sound Spelling Cards, Grade 2 Sound Spelling Cards, Grade 1 Poster, all in a Superkids Canvas Tote Bag</i>	\$520.00	6	\$3,120.00
9781453123669	Superkids Student White Boards, Package of 20 (updated)	\$53.00	41	\$2,173.00
<b>SUBTOTAL COST</b>				<b>\$10,973.00</b>

## Professional Development: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD11005	Superkids Complimentary Implementation Training <i>This implementation training is provided for teachers new to Superkids. Participants engage in lessons and learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel leave prepared to implement Superkids and use all program materials.</i>	\$2,900.00	3	Complimentary
PD13015	Superkids Complimentary Coaching: 1 Visit Per Teacher <i>On-site coaching visits provide one-on-one support for Superkids teachers. The classroom visit can include lesson feedback as well as discussion of topics chosen by the teacher, focusing on program and instructional best practices to maximize results.</i>	\$2,900.00	30	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>

# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$395,337.72**

\* 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-8:00 pm ET.

### SCHOOL INFORMATION

For use in school year: 20\_\_\_\_ to 20\_\_\_\_ First day of school: \_\_\_\_\_ Summer phone number: \_\_\_\_\_

### 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 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 volume 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: \_\_\_\_\_ 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, 10050 Toebben Dr, Independence, KY 41061.

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 9% or \$5.00, whichever is greater.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact our Customer Experience Department to place your order.**

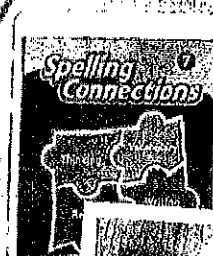
**Mailing Address:** Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

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

# WE ARE LITERACY

**THANK YOU** for  
considering Zaner-Bloser  
as your literacy partner.

We appreciate the crucial work you do to teach students to read and write. Our literacy resources and professional development services are designed to empower teachers to make the best instructional choices and to nurture successful and joyful learning.



Z0267 03.19

**SALES CONSULTANT - SUPPLEMENTAL**

**Rita Cook**

[rita.cook@zaner-bloser.com](mailto:rita.cook@zaner-bloser.com)

Toll Free: 800.248.2568 ext. 2517

**SALES CONSULTANT - READING**

**Mary Wexler**

[mary.wexler@zaner-bloser.com](mailto:mary.wexler@zaner-bloser.com)

Toll Free: 800.248.2568 ext. 7760

**ACCOUNT MANAGER - SUPPLEMENTAL**

**Angie Eckerle**

[angie.eckerle@zaner-bloser.com](mailto:angie.eckerle@zaner-bloser.com)

Toll Free: 800.248.2568 ext. 2807

**ACCOUNT MANAGER - READING**

**Kelsey Norman**

[kelsey.norman@zaner-bloser.com](mailto:kelsey.norman@zaner-bloser.com)

Toll Free: 800.248.2568 ext. 2611

**ZB Zaner-Bloser**


A Highlights Company

**ZB Zaner-Bloser**

Successful  
& joyful  
**LEARNING**

## QUOTE SUMMARY FOR

**East Stroudsburg Area Sch Dist**  
East Stroudsburg, PA  
Tabitha Bradley  
(570) 424-8500  
tabitha-bradley@esasd.net



Quote # 00038225  
Issued on May 6, 2022  
Expires on August 3, 2022

**PREPARED BY**  
Mary Wexler  
Sales Consultant - Reading  
(800) 248-2568 ext. 7760  
mary.wexler@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](mailto:CustomerExperience@zaner-bloser.com). If you have questions, please call our Customer Experience department at 800.421.3018.

May 6, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

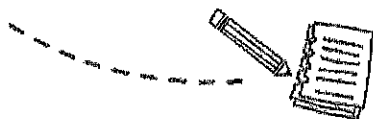
Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

*The Superkids Reading Program* is a comprehensive English language arts curriculum using evidence-based literacy practices and supported by a dedicated literacy team. This proven-effective program follows a unique, systematic, and explicit instructional path through engaging, increasingly complex text. The result? Every student a successful reader by grade 3.

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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,  
Mary Wexler  
Sales Consultant - Reading



# QUOTE SUMMARY

ZB Zaner-Bloser

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>The Superkids Reading Program</i>	Kindergarten	\$43,703.00	\$59,509.00
<i>The Superkids Reading Program</i>	Grade 1		\$103,212.00
<i>The Superkids Reading Program</i>	Grade 2		\$62,940.00
<i>The Superkids Reading Program</i>	Multigrade	\$20,853.00	\$0.00

<b>TOTAL SAVINGS</b>	<b>\$64,556.00</b>
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SUBTOTAL COST **\$225,661.00**

SHIPPING/PROCESSING (7%) **\$15,796.27**

**AMOUNT TO BE INVOICED**

**\$241,457.27**

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

**The Superkids Reading Program: Kindergarten**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365082	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$14.50	2440	Complimentary
9781614365105	Superkids 2017 Grade K, Semester 2, Superkids' Club, Practice Pages	\$4.00	2440	\$9,760.00
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	574	Complimentary
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	1866	\$27,057.00
9781614361749	Superkids Grade K Student White Boards, Package of 20	\$53.00	244	\$12,932.00
<b>SUBTOTAL COST</b>				<b>\$59,509.00</b>

**The Superkids Reading Program: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365136	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614368984	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Word Work Books (set of 2 books) <i>Contents Include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	2440	\$35,380.00
9781614365174	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614365334	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Word Work Book	\$14.50	2440	\$35,380.00
9781614361756	Superkids Grade 1 Student White Boards, Package of 20	\$53.00	244	\$12,932.00
<b>SUBTOTAL COST</b>				<b>\$103,212.00</b>

**The Superkids Reading Program: Grade 2**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
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>	\$14.50	2010	\$29,145.00
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$14.50	2010	\$29,145.00
9781598336344	Superkids Second- Grade Ice Cream Paper, 500 Sheets	\$30.00	155	\$4,850.00
<b>SUBTOTAL COST</b>				<b>\$62,940.00</b>

**The Superkids Reading Program: Multigrade**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	170	Complimentary
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	170	Complimentary
9781453123669	Superkids Student White Boards, Package of 20 (updated)	\$53.00	201	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>



# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$241,457.27**

\* 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: \_\_\_\_\_

**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.)

\_\_\_\_\_  
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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 Sch Dist

Contact Name: Tabitha Bradley Contact Email: \_\_\_\_\_

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

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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".

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

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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 Toeppen 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 9% or \$5.00, whichever is greater.

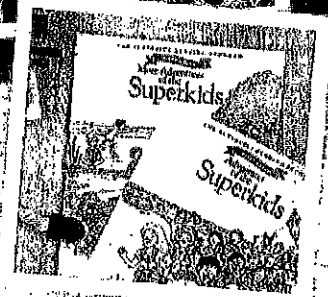
Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**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](mailto:CustomerExperience@zaner-bloser.com) • Phone: 800.421.3018 • Fax: 800.992.6087

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