

COMPANY		Henry Schein Medical	Maxi Aids, Inc.	Medco Supply	School Health Corporation
TERMS		Net 30 Days	Net 30 Days	Net 30 Days	Net 30 Days
REQUIRED LEAD-TIME UPON RECEIPT OF ORDER		2-3 days for stocked items. 2-6 weeks for non-stocked special orders	4 to 5 business days	Orders are processed in the order they are received. Delivery is determined by FedEx, but is expected within two (2) to four (4) days of receipt and process.	4-6 Days Reference Quote #3418010 when ordering
Item #	Description	Percentage % Discount	Percentage % Discount	Percentage % Discount	Percentage % Discount
1	Minimum Guarantee Percentage Discount	18%	10%	18%	13%
2	Describe any additional discounts offered or a description of any value added incentives available.	See Exceptions on Item 4	Discounts on BULK purchases	N/A	School Health provides support/training for all health/medical equipment sold. School Health's highly trained certified technicians located in our Calibration, Parts and Repair department can provide customers with vision and hearing product information as needed as well as product calibrations and repairs. School Health's highly trained sales staff will arrange for product in-services upon customer request. Many School Health products, such as AED's, can be sold with program management services which make training available to product end users. This service is usually included in the sale but if it is a "priced" item then the training purchase receives the contract discount and benefits.
3	Describe how CCSD will obtain accurate pricing for the purchase of goods. (STC 2.4, page 3)	Please see our website www.henryschein.com	www.maxiaids.com	CCSD can access awarded prices on http://www.Medco-Athletics.com (account will reflect awarded price upon approval) AND/OR can contact MedcoSalesSupport@Medcosupply.com and request a quote on a list of items.	Reference quote 3418010 when ordering
4	List any exceptions and non-discounted items.	Gatorade High School & Youth Pkg	Discount Exceptions: There are no discounts on the following items: Perkins Brailier, APH Desktop recorder, Scientific calculators, WCIB canes, Freedom Scientific products, Tash and AbleNet products. Any computer software or hardware.	Gatorade, Prescription (RX) items, Vectra Genysis, GameReady, Ice Machines, Whirlpools, AED's, and Rehydration items require a quote request (MedcoSalesSupport@MedcoSupply.com). UMRP (unilateral Minimum Resale Price) items can not be discounted.	The following items in the 2018 School Nurse, Sports Health, EnableMart, & all other Catalogs are excluded from a catalog discount:
		Mueller M-Pack Pkg	\$15 or Less - \$5.90		Medical Record Keeping Software & other software products.
		Maico Products	\$15.01 - \$24.99 - \$7.50		Injury tracking software
		Hawk Grips	\$25.00 - \$49.99 - \$7.90		Prescription (Rx) products
		NormaTec	\$50.00 - \$99.99 - \$9.90		Customized Kits
		Chattanooga Genysis Electrotherapy	\$100. - \$149.99 - \$13.90		Products denoted by Exclusive icon
		Epi-Pens	\$150.00 - \$199.99 - \$14.90		Gatorade products & Gatorade Performance Series products

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4 cont'd	List any exceptions and non-discounted items.	Game Ready Products	\$200.00 - \$249.99 - \$17.90		EnableMart Software
		Office Supplies	\$250.00 - \$299.99 - \$18.90		Braille Paper
		Prescription items (i.e. Pharmaceuticals and Vaccines) call 800-851-0400	\$300.00 - \$2,000.00 - \$19.90		Current "Special Promotion" items already offered at a discounted price. School Health runs sales throughout the year. Our catalogs contain numerous promotions denoted by the Special Offer icon. Also, look for seasonal savings offered in our spring and Back-to-School flyers.
			\$2,000.00 - + add \$10.00 for each \$1,000.00		Capital Equipment Products: Call for Discount on the following:
					Furniture items & Appliances
					Vision & Hearing screening equipment
					Automated External Defibrillators (AED's)
5	Describe your method for charging shipping on orders placed?	Free Freight for all order over \$150.00 except Heavy equipment and furniture. Manufacture freight charges will apply. Dock to dock delivery If inside delivery or special handling is needed please call.	Extra Shipping Charges:	Orders placed on the Cobb County School District Acct, referencing the EST provided will receive Free FedEx Ground shipping (expected two (2) to four (4) days). Specialty shipping (overnight, Saturday, 2nd day) will be addressed as a case by case basis.	Free shipping on orders over \$125, a shipping charge of \$12.95 will apply for orders under \$125
			Perkins Brailers: \$15.00	Orders are processed in the order they are received. Delivery is determined by FedEx, but is expected within two (2) to four (4) days of receipt and process.	
			Floor Lamps: \$15.00		
			Talking Microwave: \$15.00		
			CCTV's: See More/Reizen: \$75.00		
			All Others: \$95.00		
			Camera Only: \$50.00		
6	List any additional fees, such as hazardous material charge, that CCSD may be charged:	Hazardous materials are subject to Dept of Transportation Hazardous Materials handling charge of \$30.		Hazardous materials charges are \$25.00 per order (multiple hazardous items can be ordered together for a singular charge).	No additional fees will be charged
7	Does your company charge a Restocking Fee? If so, provide details.	Only for customer error or drop ship item from manufacture	Items may be returned within 30 days. Must obtain a return authorization (RA) If an order is return due to an incorrect address, purchaser is responsible for both the original and return shipping charges, plus a 15% restocking fee. Some items are not returnable - check with company before purchasing. 25% restocking fee charge on scooters, wheelchairs, transport chairs, lift seats, rollators, walkers, & bed rails	Medco does not have a restocking fee for items that can be returned, some items (vendor Specific) are non-returnable, or may have a percentage restocking fee. Those instances will be handled on a case by case basis.	Yes, a restocking fee of 10-20% may be charged on returned goods. The fee(s) will be assessed by the company receiving the merchandise (School Health or a vendor).