

A woman with blonde hair, wearing a peach-colored sleeveless top and a lanyard, stands in a classroom. Behind her is a desk with a computer monitor, a clock on the wall, an American flag, and various educational posters and bulletin boards. The room is well-lit with fluorescent lights.

**CPC HAS YOU COVERED,  
INSIDE AND OUT!**

**RETROFIT LIGHTING & DESIGN - PAGE 8**  
**ROMTEC - PAGE 12**

# CONTRACT CATALOG

**VOL. 7**

COOPERATIVE  
*Purchasing*  
CONNECTION



# ABOUT US



Service cooperatives, and their purchasing program, are an integral part of communities across Minnesota, North Dakota, and South Dakota.

Empowered by legislation passed in 1976, eight service cooperatives in Minnesota created the Cooperative Purchasing Connection (CPC) which also serves participating agencies in North Dakota, through the North Dakota Educators Service Cooperative (NDESC) and South Dakota.

## Questions? Contact us at:

888-739-3289

[info@purchasingconnection.org](mailto:info@purchasingconnection.org)

[www.purchasingconnection.org](http://www.purchasingconnection.org)

Please contact vendors directly for more information about their products and to place orders. Refer to the contract number listed.

## CONVENIENT

As a participating agency, you know and trust the cooperative purchasing program. You know from experience using a CPC contracted vendor saves staff time and resources.

## COMPETITIVE

More than 100 vendors provide significant discounts and value on quality products.

## COOPERATIVE

CPC's partnered vendors meet the competitive solicitation requirements so you can purchase off contracts without needing to bid on your own. That saves time and money.

**Minnesota statute §123A.21 and 471.345 subdivision 15**  
**North Dakota statute §54-40.3 of the North Dakota Century Code**  
**South Dakota statute §5-18A-37**

# CONTACT US

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Welcome to the 2022-23 contract catalog for Cooperative Purchasing Connection (CPC)!

CPC is rooted in the mission of providing services to public agencies that save time, effort, and money. We engage in the expensive, time-consuming competitive solicitation process on your behalf and then provide you with those contracts for your organization to leverage.

We focus on your needs, both present and future, by keeping public dollars working for you in multiple ways.

- Regional and national vendors in our contract offerings
- Personal service from the CPC team
- Vendor fees support the service and the cooperatives to provide MORE services back to you
- Wide range of contracts – purchase with trust from athletic fields to vehicles to daily supplies

CPC was one of the first cooperatives to invest in an innovative online marketplace, Express, that is built for the unique world of public procurement. When you shop for supplies through Express you and your team can be assured that you are abiding by state procurement guidelines and that the price presented to you reflects a contractually negotiated price. We knew the future of supply procurement is online and we continue to invest to help make the future happen now.

What really sets CPC apart is our dedicated staff who will help you through procurement decisions, steer your team to the appropriate vendor, teach your team how to shop Express like pros, and who have a vested interest in ensuring that your organization's experience with cooperative purchasing is a successful one.

Enjoy!

*Jane Eastes*

**Jane Eastes**  
**Deputy Executive Director**



# TABLE OF CONTENTS

## TABLE OF CONTENTS



This catalog is current as of  
**June 2022.**

For the most up-to-date vendor  
information, please visit  
[purchasingconnection.org](http://purchasingconnection.org).

- 6 TECHNOLOGY**
- 8 FACILITIES & GROUNDS**
- 14 PARTNERSHIPS**
- 16 SUPPLIES – OFFICE & CLASSROOM**
- 16 FURNITURE**
- 18 ATHLETICS**
- 20 COPIERS**
- 21 FLEET**
- 22 FOOD & KITCHEN SUPPLIES**
- 22 HEALTH & FIRST AID**
- 23 INSTRUCTIONAL RESOURCES**
- 26 PROFESSIONAL SERVICES**
- 26 SECURITY & SAFETY**

## FEATURED STORIES

### Retrofit Lighting & Design installs tunable lighting at Faribault Middle School

**On the cover:** Nikki Hagedorn, Special Education Teacher, notices reduced problem behaviors and increased patience in students and staff at Faribault Middle School.

**Page 8**



### One and done!

Romtec installs fully-designed building. White Bear Township's Polar Lakes Park utilizes CPC's partnered vendor for a site-built structure.

**Page 12**

# HOW TO READ THIS GUIDE



Available in our online marketplace, Express. Find out more below and at [purchasingconnection.org](http://purchasingconnection.org)

## Sample: Vendor Name

*Vendor description*

Contact: Name | Phone number | Email address

Discount: Your CPC membership benefit

Reference: **Code for ordering, if required**

Contract #

Solicitation Type: • IFB - *Invitation for Bid*

• RFP - *Request for Proposal*

• Negotiated Agreement - *Preferred Vendor Agreement*



**Express**, our online purchasing platform, is a free-to-use benefit of CPC participation. Express offers quick access to multiple vendors; customized approval process; and integration with finance software. And it guarantees you receive contract pricing.

Call us to learn more! 888-739-3289



**Want to be featured in the next volume of the Contract Catalog? Contact us with your CPC vendor stories at [info@purchasingconnection.org](mailto:info@purchasingconnection.org).**

Your story could be featured on Facebook, in a tweet, or in the catalog. Your vendor stories will be used to help connect schools, cities, counties, nonprofits, and more across Minnesota, North Dakota, and South Dakota!




**Contract Catalog Vol. 6**


Dr. Deb Henton, former Superintendent at North Branch Area Public School, recommends using CPC's contract with FLR Sanders, to save time and money.

## TECHNOLOGY

**bluum**  
technology

 Available online in Express



 Available online in Express

 **CONNECTING POINT**

 **EqualLevel**



**kajeet**

### **Bluum (formerly Tierney Brothers, Inc.)**

*Audio visual and interactive products for schools, government, and nonprofits and support, service, and installation*

Contact: **Education** Zach Boxrud | 612-455-3675 | coop@tierneybrothers.com

**Government and Nonprofit** Missy Johnson | 800-933-7337 or 612-331-5500 | publicsector@tierneybrothers.com

Discount: 2-35% off list price

Contract #: 21.10-TBS

Solicitation Type: RFP 21.10 - Interactive Technology

### **CDW-G**

*Technology equipment and software*

Contact: Oleg Krylov | 866-770-0358 | olegkry@cdwg.com

Discount: up to 15% off standard pricing; free shipping

Contract #: AEPA 022-G

Solicitation Type: IFB 022-G Technology Catalog

### **Connecting Point ND only**

*Microsoft licensing*

Contact: Elizabeth Geary | 701-258-6689 | egeary@connectingpoint.biz or

Mary Kay Robinson | 701-258-6689 | mrobinson@connectingpoint.biz

Discount: Microsoft EES/OVS - best academic pricing available

Contract #: F22-NDM

Solicitation Type: Consortia Agreement

### **EqualLevel**

*Procurement marketplace software as a service*

Contact: Eric Gould | egould@equallevel.com

Discount: CPC contract pricing on a modular procure-to-pay private marketplace

Contract #: 21.6-EQL

Solicitation Type: RFP 21.6 - Procurement Marketplace SaaS

### **E-Rate Elite Services, Inc.**

*E-Rate consulting services*

Contact: Garnet E. Person | 410-902-5800 x152 | gperson@erateelite.com

Discount: Members receive discounts of at least 2% on services

Reference: **Contract 021.5-C E-Rate Consulting Services**

Contract #: AEPA 021.5-C

Solicitation Type: RFP 021.5 - E-Rate Consulting Services

### **Kajeet**

*Mobile and cellular connectivity solutions for students; bus wifi*

Contact: Ryan Stanley | 720-415-9970 | rstanley@kajeet.com

Discount: 20% on Smartspot Mobile Device; 10% on services

Reference: **Contract #021.5-D**

Contract #: AEPA 021.5-D

Solicitation Type: RFP 021.5-D - Mobile & Cellular Connectivity Solutions

# TECHNOLOGY



## Lightspeed

*Sound amplification systems*

Contact: Cathy Bross | 800-732-8999 | cathy.bross@lightspeed-tek.com

Discount: 22% or more; trade-in credit on used equipment

Contract #: 21.1-LST

Solicitation Type: RFP 21.1 - Sound Amplification Solutions



## Sound Amplification

## Marco Technologies

*Sound amplification, bell/intercom/paging, and portable sound solutions or audio enhancement products*

Contact: **MN** Taylor Kirt | 800-847-3098 x1921 | taylor.kirt@marconet.com

**ND** Brenda Wall | 800-847-3098 x7166 | brenda.wall@marconet.com

**SD** Dustin Bonn | 800-847-3098 x2016 | dustin.bonn@marconet.com

Discount: 2-50% off list price

Contract #: 21.1-MCO

Solicitation Type: RFP 21.1 - Sound Amplification Solutions



## NDR Cables & Networks

*Physical-layer network components including Cat5E, Cat6, Cat6A, fiber optic cables and connectivity, and audio/video connectivity*

Contact: Donn Bierwerth | 888-637-2225 x251 | cpc@ndrcables.com

Discount: 18-50% off list price

Reference: **Coop Membership**

Contract #: F15-NDR

Solicitation Type: Negotiated Agreement



## Solix, Inc.

*E-Rate consulting services*

Contact: Ivan Rushfield | 973-581-5234 | ivan.rushfield@solixinc.com

Discount: "Funding Maximizer" assessment to estimate potential savings, review compliance, and recommend improvements

Reference: **CPC**

Contract #: AEPA 021.5-C

Solicitation Type: RFP 021.5 - E-Rate Consulting Services



## Total Technology

*Device buyback solutions*

Contact: Jason Lewandowski | 248-978-2965 | jlewandowski@totaltechnology.com

Discount: exclusive CPC pricing

Reference: **Contract #21.11**

Contract #: 21.11-TTR

Solicitation Type: RFP 21.11 - Technology Buyback Solutions



## Trafera (formerly Trinity3 Technology)

*Remanufactured and new technology*

Contact: Tara Johnson | 651-888-7922 | tara.johnson@trafera.com

Discount: 5% off list on all remanufactured and new technology

Reference: **Contract # 19.5 - T3T**

Contract #: 19.5-T3T

Solicitation Type: RFP 19.5 - Remanufactured & Private Label Technology



## FROM THE COVER

Faribault Middle School, in Faribault, Minnesota, shared the powerful results of the full color tunable lights in their Special Education classrooms. Retrofit Lighting & Design upgraded the entire facility to LED lighting and installed full spectrum color tunable lights in two rooms, including a wall-mounted iPad and app-based control systems.



Teachers from Faribault Middle School share that they have observed reduced problem behaviors, increased patience in their students and staff, as well as more interest in their special education programs.

Amber Tomford, a Faribault Middle School Special Education Teacher, says that the tunable lights make Mondays more manageable. "On Mondays, for sure, it's a lot better. I notice it a lot more with staff and students. They come in and they immediately say it's a calmer effect. They feel the stress leave their body."

**"The process was as smooth of a process we could've hoped for from start to finish.** The lighting audit was very thorough and the design was well thought out. Having it all under a (Cooperative Purchasing Connection) contract allowed us to get the LED lighting we wanted installed completed in a very short time frame."

**Kain Smith**

Director of Buildings & Grounds/  
Health & Safety at Faribault Public Schools



CPC Contract #: 20.6-RLD



CPC's contract can also be used at city/county offices to improve employee morale and reduce stress and anxiety.

## FACILITIES & GROUNDS



### Best Plumbing Specialties

*Internal repair plumbing parts and maintenance products*

Contact: **MN** Nikolai Delaney | 520-419-3136 | ndelaney@bestplumbingonline.com

**ND/SD** Nancy Hartmann | 617-823-9212 | nhartmann@bestplumbingonline.com

Discount: 20% savings on all catalog items; 2-day shipping on stock items

Reference: **Contract # 018.5 MRO**

Contract #: AEPA 018.5-A

Solicitation Type: IFB 018.5 - Maintenance, Repair & Operations (MRO)



### Bobcat

*Compact equipment for construction, rental, landscaping, agricultural, grounds maintenance, government, utility, industry, and mining*

Contact: Jesse Rheault | 701-241-8759 | jesse.rheault@doosan.com

Discount: 20% off compact tractors, Toolcat™ utility work machines, and utility vehicles; All attachments receive 24% off MSRP

Contract #: AEPA 020-E

Solicitation Type: IFB 020-E Lawn Groundskeeping Equipment



# FACILITIES & GROUNDS



## Brightly (formerly Dude Solutions)

*ND only*

*Facility management software*

Contact: Melissa Buchanan | 919-674-8602

melissa.buchanan@brightlysoftware.com

Discount: 15% discount on annual fees; 10% discount on startup training

Contract #: AEPA 020-D

Solicitation Type: IFB 020-D Facility Management Software



## Busch Systems

*Recycling and waste containers*

Contact: Michelle Dunn | 1-800-565-9931 x1220

michelled@buschsystems.com or

Rebecca Rourke | 1-800-565-9931 x1400 | rebeccar@buschsystems.com

Discount: 20% of MSRP

Reference: **Contract #019-B**

Contract #: AEPA 019-B

Solicitation Type: IFB 019-B Custodial Equipment & Supplies



## Carrier Corporation

*HVAC*

Contact: Brian Cornelisse | 612-346-1082 | brian.cornelisse@carrier.com

Discount: 34% to 74% off of list price, depending on product

Reference: **Contract #021.75-A**

Contract #: AEPA 021.75-A

Solicitation Type: IFB 021.75-A HVAC



## Facility Solutions Group

*LED lighting materials*

Contact: Jennifer Mercer | 410-375-4914 | jennifer.mercer@fsg.com

Discount: Competitive contract prices

Contract #: AEPA 022-E

Solicitation Type: IFB 022-E LED Lighting



## Fastenal

*Electrical supplies, janitorial and sanitation supplies, personal protective equipment (PPE), plumbing supplies, and tools*

Contacts: Phyllis York | 651-925-7079 | phyork@fastenal.com

or Zach Wise | 507-313-7206 | zwise@fastenal.com

Discount: 20% to 50%

Contract #: EQ-121319-07A

Solicitation Type: RFP EQ-121319-07 Maintenance, Repair and Operations (MRO) Supplies and Related services



## Flaghouse

*HVAC, portable air purification units*

Contact: Mike Halloway | 800-793-7900 x7613 | mhalloway@flaghouse.com

Discount: varies by volume

Reference: **AEPA20**

Contract #: AEPA 021.75-A

Solicitation Type: IFB 021.75-A HVAC

# FACILITIES & GROUNDS



## FLR Sanders

*Hardwood and synthetic flooring products and services for new installation, renovations, refinishing, and restoration projects*

Contact: Scott Irvine | 763-400-1112 | [sirvine@flrsanders.com](mailto:sirvine@flrsanders.com)

Discount: 5% off list price

Contract #: 20.7-HSF

Solicitation Type: RFP 20.7 - Hardwood & Synthetic Sports Flooring



## Hiller Commercial Floors

*Carpet, resilient flooring, accessories, and installation services*

Contact: Dave Bahr | 888-724-1766 x2 | [dbahr@hillercarpet.com](mailto:dbahr@hillercarpet.com)

Discount: 25% off list price, 15% discount on product and install services

Contract #: 21.12-HCF

Solicitation Type: RFP 21.12 - Carpet & Resilient Flooring



## Hillyard

*Cleaning and hygiene solutions*

Contact: Customer Service **MN** 800-423-3550 | **ND/SD** 800-666-2744

Discount: varies by item (5-35% off list price)

Reference: **Contract #019-B**

Contract #: AEPA 019-B

Solicitation Type: IFB 019-B Custodial Equipment & Supplies



## Husqvarna

*Professional and consumer grade lawn and garden products*

Contact: Patrick Shelley | 704-534-0208 | [patrick.shelley@husqvarnagroup.com](mailto:patrick.shelley@husqvarnagroup.com)

Discount: 10-30% off list price

Contract #: AEPA 020-E

Solicitation Type: IFB 020-E Landscaping & Grounds Equipment



## LED Supply Co.

*Lighting audits, products, and installation of LED lighting projects*

Contact: Max Hutzler | 715-330-8583 | [max@ledsupplyco.com](mailto:max@ledsupplyco.com)

Discount: Significant discounts of investment-grade lighting audits, products, and installation of LED lighting projects

Contract #: 20.6-LSC

Solicitation Type: RFP 20.6 - Lighting Audit Service & Solutions



## Lightspeed

*Sound amplification systems*

Contact: Cathy Bross | 800-732-8999 | [cathy.bross@lightspeed-tek.com](mailto:cathy.bross@lightspeed-tek.com)

Discount: 22% or more; trade-in credit on used equipment

Contract #: 21.1-LST

Solicitation Type: RFP 21.1 - Sound Amplification Solutions

# FACILITIES & GROUNDS



## Sound Amplification

### Marco Technologies

*Sound amplification, bell/intercom/paging, and portable sound solutions or audio enhancement products*

Contact: **MN** Taylor Kirt | 800-847-3098 x1921 | taylor.kirt@marconet.com

**ND** Brenda Wall | 800-847-3098 x7166 | brenda.wall@marconet.com

**SD** Dustin Bonn | 800-847-3098 x2016 | dustin.bonn@marconet.com

Discount: 2-50% off list price

Contract #: 21.1-MCO

Solicitation Type: RFP 21.1 - Sound Amplification Solutions



### Midwest Playscapes *MN and SD only*

*Playground equipment, park amenities, and installation services*

Contact: Bruce Pudwill | 800-747-1452 | playscapes@earthlink.net

Discount: 5-17% off list price

Contract #: 20.9-MWP

Solicitation Type: RFP 20.9 - Playground Systems, Recreational Products & Installation Services



Available online in Express

### Midwest Technology Products

*Tools and equipment*

Contact: Sarah Cruz | 800-831-5904 x3120 | scruz@midwesttechnology.com

Discount: 10% and free shipping

Contract #: AEPA 022.5-B

Solicitation Type: IFB 022.5-B Career and Technical Education



### Partac Peat Corporation

*Sport surfaces and supplies*

Contact: Denise Pierce | 800-247-2326 | denise@partac.com

Discount: 5% off catalog prices

Contract #: AEPA 018.5-C

Solicitation Type: IFB 018.5-C Athletic Equipment and Supplies



### Playcraft Systems *ND and SD only*

*Playground equipment*

Contact: Brandon Clouse | 855-268-PLAY | brandon@myturnplaysystem.com

Discount: 10% off list price; discount on surfacing varies by project

Contract #: AEPA 019.5-B

Solicitation Type: IFB 019.5-B Playground & Recreational Equipment



### Precision Concrete Cutting

*Trip hazard management, sidewalk repair*

Contact: **Main office** 320-354-2100 | **SE MN** 612-910-0360

Discount: CPC members-only rate

Contract #: 20.2-PCC

Solicitation Type: RFP 20.2 Sidewalk Repair & Trip Hazard Mitigation



## FACILITIES & GROUNDS



### Romtec

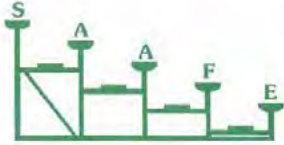
*Design build structures - shelters, kiosks, restrooms, and more*

Contact: Kris Lamar | 541-496-3541 | klamar@romtec.com

Discount: 5% discount for all Romtec products included in the contract

Contract #: AEPA 019.5-B

Solicitation Type: IFB 019.5-B Playground & Recreational Equipment



Seating And Athletic Facility Enterprises, LLC

### SAAFE, LLC

*Telescopic seating, aluminum bleachers, I-beam grandstands and press boxes, installation, maintenance, and repair services*

Contact: Tim Tobin | 507-256-7604 | timatobin@aol.com

Discount: Exclusive CPC pricing; Discounts vary by project

Contract #: 21.8-SAF

Solicitation Type: RFP 21.8 - Event Seating & Staging



### SafetyFirst Playground Maintenance

*Surfacing, playground relocation, maintenance/repairs, inclusion, and problem specific solutions*

Contact: Marissa Bauer | 320-493-1877 | marissa.bauer@safetyfirstplayground.com

Discount: Best pricing on installation, maintenance, and products

Contract #: 20.9-SFP

Solicitation Type: RFP 20.9 - Playground Systems, Recreational Products & Installation Services

## FROM THE COVER:

## White Bear Township builds Polar Lakes Park



CPC Contract #: AEPA 019.5-B



**"The building was a one stop shop, it was nice to have the ability to get a building that was fully designed and then built with materials that were predetermined so that all we had to do was hire a contractor for construction and site prep. Plus, we knew we were getting competitive numbers going through the cooperative purchasing option.**

**Cooperative Purchasing Connection streamlined the purchasing procedure for a site-built structure minus the contractor and the buildings turned out nice. Romtec was also very responsive to questions making sure that the City got the building we wanted."**

**Dale Reed, White Bear Township Public Works Director**



# FACILITIES & GROUNDS



## SDS Depot

*Chemical inventory and safety data sheet management*

Contact: customerservice@sdsdepot.org

Discount: 20% off list price

Contract #: F19-SDS

Solicitation Type: Negotiated Agreement



## ServiceMaster

*Disaster recovery services*

Contact: Wayne Semerad | 320-345-1902 | waynes@svmps.com

Discount: Locked in contract pricing

Reference: **Contract # AEPA 021.5-B**

Contract #: AEPA 021.5-B

Solicitation Type: IFB 021.5-B Disaster Recovery Remediation Services



## Staging Concepts

*Portable stages, field modifications, ramps, barricades, media risers, acoustical shells, and more*

Contact: Tracy Meister | 763-999-4417 | tmeister@stagingconcepts.com

Discount: 20% off list price

Contract #: AEPA 022-F

Solicitation Type: IFB 022-F Event Seating & Staging Solutions



## SwedeBro

*Commercial, industrial, and decorative concrete floor coatings and resurfacing*

Contact: Cory Olson | 763-434-9237 | colson@swedebro.com

Discount: 10% discount on materials and installation services

Contract #: 21.16-SWB

Solicitation Type: RFP 21.16 - Resinous Concrete Floor Coatings



## The Retrofit Companies

*Universal waste and recycling services*

Contact: Michelle Gwin | 800-795-1230 | mgwin@retrofitcompanies.com

Discount: Significant discount on custom environmental service

Contract #: 20.10-REC

Solicitation Type: RFP 20.10 - Recycling Services



## The Retrofit Companies

*Lighting services and solutions*

Contact: Jake Andrist | 507-363-0656 | jandrist@retrofitcompanies.com

Discount: Significant discount on custom lighting services

Contract #: 20.6-RLD

Solicitation Type: RFP 20.6 - Lighting Audit Service & Solutions



# Partnership

is at the heart of everything that

COOPERATIVE

*Purchasing*

CONNECTION

does.

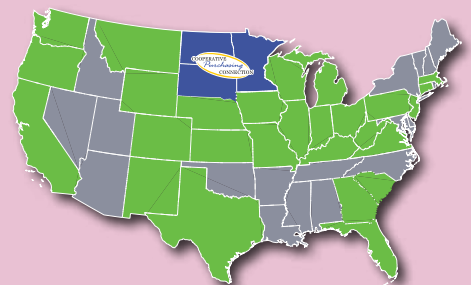


## CPC's National Partner



Association of Educational  
PURCHASING AGENCIES  
Nationally Bid, Locally Awarded

CPC partners with the multi-state nonprofit Association of Education Purchasing Agencies (AEPA) to bring vendors with a national focus to Minnesota, North Dakota, and South Dakota communities.



- All vendors are formally bid and awarded through CPC
- All vendor audit paperwork is maintained at [PurchasingConnection.org](http://PurchasingConnection.org) under the "Meet Our Vendors" tab



# Our value



CPC is committed to helping governmental entities and nonprofits save resources and money.



Take advantage of the multi-state purchasing power.



Use CPC's competitively-solicited contracts with well-know vendors to quickly and easily order products and services.



No cost for eligible entities to join or participate.



## YOUR AWARD-WINNING CPC TEAM

Cooperative Purchasing Connection | AEPA 2021 MVP - Relationship Excellence Award Winner

## FACILITIES & GROUNDS



### Tremco

*Roofing products and management*

Contact: Ryan Palmer | 507-402-6783 | [rpalmer@tremcoinc.com](mailto:rpalmer@tremcoinc.com)

Discount: varies by project, free roof inspection

Contract #: AEPA 021-D

Solicitation Type: IFB 021-D Roofing Envelope Solution



### TRI-DIM Filter Corporation *MN only*

*HVAC filters*

Contact: 800-544-0094

Discount: 25-45%

Contract #: F16-TFC

Solicitation Type: Negotiated Agreement

## SUPPLIES - OFFICE & CLASSROOM

*See also: Instructional Resources on pages 23-25.*



Available online in Express

### Innovative Office Solutions

*Office, school, facility and breakroom supplies, and furniture*

Contact: 866-574-5389 | [cpc@innovativeos.com](mailto:cpc@innovativeos.com)

Discount: core/shopping list average discount 69%;  
catalog average discount 46%

Contract #: 20.8-OFS

Solicitation Type: RFP 20.8 - Office Solutions



Available online in Express

### School Specialty

*Consumable school supplies*

Contact: Chuck Look | 920-243-5597 | [charles.look@schoolspecialty.com](mailto:charles.look@schoolspecialty.com)

Discount: 35% off list price on most catalogs. Catalogs include: Arts & Crafts, Early Childhood, Furniture & Equipment, Physical Education, School Safety, School and Office Supplies, Science, and Special Needs.

Reference: **AEPA Contract #019-E;**

for Sportime reference: **AEPA Contract # 018.5-C**

Contract #: AEPA 019-E; AEPA 018.5-C

Solicitation Type: IFB 019-E Instructional & School Supply  
and IFB 018.5-C Athletic Equipment and Supplies

## FURNITURE



### AmTab Manufacturing

*High-impact learning environments such as dining areas, labs, classrooms*

Contact: Daniel Foot | 630-301-7600 x43 | [daniel.foot@amtab.com](mailto:daniel.foot@amtab.com)

Discount: 50% on the whole product line

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A - Furniture

# FURNITURE



## Demco

*Design and furniture for library and school interiors*

Contact: Alli Starry | 800-462-8709 x2396 | quote@demco.com

Discount: varies by manufacturer 8-35% off list; 52% off the Demco line

Reference: **Code # C10903**

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A Furniture



## Innovative Office Solutions

*Classroom and office furniture*

Contact: Bob Nelsen | 952-715-1090 | bobnelsen@innovativeos.com

Discount: up to 68%, varies by manufacturer and volume

Contract #: 20.8-OFS

Solicitation Type: RFP 20.8 - Office Solutions



## Lakeshore Learning

*Early childhood and elementary furniture*

Contact: Kelly Minke | 651-470-8710 | kminke@lakeshorelearning.com

Discount: 5% and free shipping; white glove service on orders over \$10,000

Reference: **Per c.2046** or **Bid #16.16**

Contract #: 21.4-LKS

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies



## National Business Furniture

*Furniture for office, reception areas, and more*

Contact: Karen Gonyea | 612-554-0848 | karen@nbf.com

Discount: up to 54% off list price

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A Furniture



## Meteor Education - Premier Furniture + Equipment

*Furniture; project management, installation, and learning services*

Contact: John Burman | 507-720-4373 | johnb@fepremier.com

Discount: based on volume

Reference: **CPC**

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A Furniture



## School Specialty

*Classroom and office furniture*

Contact: Customer Care | 1-888-388-3224 | customercare@schoolspecialty.com

Discount: up to 71%, varies by manufacturer and volume

Reference: **AEPA Contract #022-A**

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A Furniture



# ATHLETICS

## AstroTurf Corporation

THE WORLD LEADER IN SPORTS & RECREATION SURFACES



### AstroTurf

*Synthetic turf surfaces*

Contact: Victoria Stringham | 480-415-6300 | [vstringham@astroturf.com](mailto:vstringham@astroturf.com)

Discount: 5% discount on most materials, engineering, design, and labor costs

Contract #: AEPA 020-A

Solicitation Type: IFB 020-A Athletic Surfaces



### Daktronics

*Electronic scoreboards and signage and indoor/outdoor sound systems*

Contact: Kyle Kraemer | 605-695-6666 | [kyle.kraemer@daktronics.com](mailto:kyle.kraemer@daktronics.com)

Discount: 10% off list price

Contract #: AEPA 020-F

Solicitation Type: IFB 020-F Digital Display



### FieldTurf

*Synthetic turf, tracks and courts, and landscape turf*

Contact: Eric Fisher | 888-209-0065 | [eric.fisher@fieldturf.com](mailto:eric.fisher@fieldturf.com)

Discount: varies by project

Contract #: AEPA 020-A

Solicitation Type: IFB 020-A Athletic Surfaces



### Fisher Tracks

*Track surfacing*

Contact: Jordan Fisher | 515-432-3191 x12 | [jfisher@fishertracks.com](mailto:jfisher@fishertracks.com)

Discount: varies by project

Contract #: 21.14-FTI

Solicitation Type: RFP 21.14 - Athletic Surfaces - Tracks and Courts



### FLR Sanders

*Hardwood and synthetic flooring products and services for new installation, renovations, refinishing, and restoration projects*

Contact: Scott Irvine | 763-400-1112 | [sirvine@flrsanders.com](mailto:sirvine@flrsanders.com)

Discount: 5% off list price

Contract #: 20.7-HSF

Solicitation Type: RFP 20.7 - Hardwood & Synthetic Sports Flooring



### H&B Specialized Products

*Athletic equipment and wall mats*

Contacts: Jami Anderson | 952-698-5780 | [janderson@hbsponline.com](mailto:janderson@hbsponline.com)

Discount: 5-10% off athletic equipment and wall mats

Reference: **Contract #21.7-HBS**

Contract #: 21.7-HBS

Solicitation Type: RFP 21.7 - Athletic Equipment, Lockers and Telescopic Seating

# ATHLETICS



## Hellas Construction

*Construction, installation, and maintenance of track and tennis court surfaces and synthetic turf*

Contact: Ruth Hawley | 512-250-2910 | rhawley@hellasconstruction.com

Discount: 2.5% off list price

Contract #: AEPA 020-A

Solicitation Type: IFB 020-A Athletic Surfaces



SPORT LIGHTING  
DIVISION

## Hellas Construction, Inc. | Sport Lighting

*Full turnkey solutions for athletic facility lighting*

Contact: Ruth Hawley | 512-250-2910 | rhawley@hellasconstruction.com

Discount: 2% off of sport lighting turnkey solutions and sport lighting needs

Contract #: AEPA 021-A

Solicitation Type: IFB 021-A Athletic Facility Lighting



Available online in Express

## Partac Peat Corporation (featuring Schutt Sports)

*Sport surfaces and supplies; helmets, facemasks, shoulder pads, mouth guards, bases, team training aids, and reconditioning*

Contact: Denise Pierce | 800-247-2326 | denise@partac.com

Discount: 5% off catalog prices; Schutt Sports: 30% off MSRP

Contract #: AEPA 018.5-C

Solicitation Type: IFB 018.5-C Athletic Equipment and Supplies



# We'll see you at the next conference!

**CPC and partnered vendors support your state professional organizations.**



ATHLETICS

# ATHLETICS



## Olympus Locker & Storage Products

*Lockers, storage solutions, and installation services*

Contacts: Tom Schneider | 952-698-5782 | [tschneider@olympuslockers.com](mailto:tschneider@olympuslockers.com)

Discount: 25-42% off based on volume and products

Contract #: 21.9-OLS

Solicitation Type: RFP 21.9 - Lockers & Storage Solutions



## SAAFE, LLC

*Telescopic seating, aluminum bleachers, I-beam grandstands and press boxes, installation, maintenance, and repair services*

Contact: Tim Tobin | 507-256-7604 | [timatobin@aol.com](mailto:timatobin@aol.com)

Discount: Exclusive CPC pricing; Discounts vary by project

Contract #: 21.8-SAF

Solicitation Type: RFP 21.8 - Event Seating & Staging



## Shaw Sports Turf

*Synthetic turf, consultation, design, installation and engineering services, field markings and accessories*

Contact: Jimmy Marshall | 615-879-0136 | [jimmy.marshall@shawinc.com](mailto:jimmy.marshall@shawinc.com)

Discount: 5% off on most products and services.

Contract #: AEPA 020-A

Solicitation Type: IFB 020-A - Athletic Surfaces



## Sprinturf

*Synthetic sport and landscape turf, track equipment, and supplies*

Contact: Mat Steinberg | 320-493-9777 | [msteinberg@sprinturf.com](mailto:msteinberg@sprinturf.com)

Discount: varies by project

Contract #: AEPA 020-A

Solicitation Type: IFB 020-A - Athletic Surfaces

# COPIERS



## Konica Minolta

*Digital multi-functional device copiers, printers, and related services*

Contact: Jason Bradshaw | 402-250-7545 | [jbradshaw@kmbs.konicaminolta.us](mailto:jbradshaw@kmbs.konicaminolta.us)

Discount: varies by equipment

Contract #: AEPA 021-C

Solicitation Type: IFB 021-C Digital Multi-Function Devices/Copiers, Printers and Related Services



## Kyocera

*Digital copiers/printers, multi-functional, wide format imaging devices and Kyocera-developed third-party network and software solutions*

Contact: Sarah Henderson | 515-314-4178 | [sarah.henderson@da.kyocera.com](mailto:sarah.henderson@da.kyocera.com)

Discount: varies by equipment

Contract #: AEPA 021-C

Solicitation Type: IFB 021-C Digital Multi-Function Devices/Copiers, Printers and Related Services



## FLEET

**Mid-State Auto Auction***Vehicle selling and disposal*

Contact: Dee Sullivan | 218-298-0717 | dee@msaany.com

Discount: 5% off the seller's fee

Contract #: F15-MSA

Solicitation Type: Negotiated Agreement

**Nelson Auto Center***Vehicle purchasing*

Contact: Melissa Larson | 800-477-3013 | mlarson@nelsonfleet.com

Discount: up to \$10,000 below dealer invoice

Contract #: 22.3-VHL

Solicitation Type: RFP 22.3 - Vehicles

**A Q&A with Michael Keim***Fleet Manager - City of Bloomington, Minnesota***How easy was it to work with Mid-State Auto Auction using the CPC contract?**

It was very easy to work with Mid-State Auto Auction by utilizing the CPC contract.

**Did you realize significant benefits by utilizing a CPC Vendor?**

By not having to go through an RFP process ourselves each year we saw an immediate benefit in soft costs.

**Have you used the CPC contract for any other projects?**

We did utilize another CPC contract to purchase a vehicle

**Would you recommend others use CPC?**

I very much recommend using CPC. I have been happy with all of the times that we have utilized CPC contracts.



CPC Contract #: F15-MSA

[www.purchasingconnection.org](http://www.purchasingconnection.org)



## FOOD & KITCHEN SUPPLIES

The Cooperative Purchasing Connection joins forces with its K-12 schools to ensure access to nutritional food options, efficient ordering, and competitive pricing.

Contact us for more information: 888-739-3289 | [info@purchasingconnection.org](mailto:info@purchasingconnection.org)



### **Bimbo Bakeries USA** *MN only*

*Whole-grain rich bread and bread products for school lunch programs*

Contract #: 22.1-BBU

Solicitation Type: RFP 22.1 - Whole-Grain Rich Bread & Bread Products



### **Hubert**

*Commercial grade kitchen equipment and accessories*

Contact: Karen Waldron | 800-276-7773 | [kwaldron@hubert.com](mailto:kwaldron@hubert.com)

Discount: varies by manufacturer

Contract #: AEPA 022.5-C

Solicitation Type: IFB 022.5-C - Institutional Kitchen Equipment



### **Reinhart** *MN only*

*Food, supplies and distribution for school lunch program*

Contract #: 18.5-FDS

Solicitation Type: RFP 18.5 - Food, Supplies and Distribution

## HEATH & FIRST AID



### **Medicaleshop**

*Medical equipment and supplies; Special needs equipment*

Contact: Bob Smith | (860) 946-6086 | [cs@medicaleshop.com](mailto:cs@medicaleshop.com)

Discount: up to 60% off list price for qualifying categories

Reference: **Bid Reference# CPC AEPA 022 B**

Contract #: AEPA 022-B

Solicitation Type: IFB 022-B Health & Wellness



### **School Health**

*Health and first aid supplies, athletic training supplies and equipment*

Contact: Amanda Norcross | 630-339-7845 | [anorcross@schoolhealth.com](mailto:anorcross@schoolhealth.com)

Discount: 13% off list price

Reference: **#3059675**

Contract #: AEPA 022-B

Solicitation Type: IFB 022-B - Health & Wellness

# INSTRUCTIONAL RESOURCES



## AmTab Manufacturing

*High-impact learning environments such as dining areas, labs, classrooms*

Contact: Daniel Foot | 630-301-7600 x43 | daniel.foot@amtab.com

Discount: 50% on the whole product line

Contract #: AEPA 022-A

Solicitation Type: IFB 022-A - Furniture



## Barnes & Noble Booksellers

*Trade books, mass market paperbacks, children's books, eBooks and other digital content, and more*

Contact: Courtney Steilen | 612-387-3673 | csteilen@bn.com

Discount: Up to 35% off on all non-additional discount books from list price; Up to 40% discount on Sterling Publishing titles; Free shipping

Reference: **CPC 21.4**

Contract #: 21.4-BNN

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies



## Bio Corporation

*Preserved specimens, specimen displays, chemicals, equipment, anatomical models, and more*

Contact: Becky Hedstrom | 800-222-9094 | info@biologyproducts.com

Discount: 5% off catalog; Free shipping on orders over \$50

Contract #: AEPA 020-C

Solicitation Type: IFB 020-C Digital Resources Instructional Materials



## Blick Art Materials

*Fine arts catalog/ Career and technical education*

Contact: Heather Havens | 800-704-7744 x5211 | contracts@dickblick.com

Discount: 20% discount (some exclusions apply)

Contract #: AEPA 019-E; AEPA 022.5-B

Solicitation Type: IFB 019-E School & Instructional Supplies and IFB 022.5-B Career and Technical Education



## bulb

*Digital portfolio solution*

Contact: Andrew Cary | 443-831-7477 | andrew@bulbapp.com

Discount: lowest pricing guarantee

Contract #: F20-BLB

Solicitation Type: Negotiated Agreement



## Continental Clay

*Clay, glaze, tools, accessories, equipment, and furniture*

Contact: Customer Service | 800-432-2529 | sales@continentalclay.com

Discount: 10-35% off list price


Reference: **COOP**

Contract #: 19.4-CCC

Solicitation Type: RFP 19.4 - Fine Arts Materials, Supplies & Equipment

# INSTRUCTIONAL RESOURCES



 Available online in Express

## Complete Book & Media

*Books, eBooks, journals, databases, and publications in all formats*

Contact: Kendall Montiegel | 800-986-1775 | [kendall@completebook.com](mailto:kendall@completebook.com)

Discount: Up to 50% off list price; Free freight, excellent customer service, and additional discounting on most bulk orders.

Contract #: AEPA 020-C

Solicitation Type: IFB 020-C Digital Resources Instructional Materials



## Kaplan Early Learning Co.

*Furniture, technology, professional development, and educational materials*

Contact: Pam Tester | 1-800-334-2014 x6122 | [ptester@kaplanco.com](mailto:ptester@kaplanco.com)


Discount: 15% off list price and free UPS ground shipping on orders of \$100 or more per ship to location

Reference: **Contract #21.4 - KAP**

Contract #: 21.4-KAP

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies



 Available online in Express

## Lakeshore Learning

*Early childhood and elementary instructional materials, supplies, equipment, and furniture*

Contact: Monique Forshay | 310-537-8600 x2865

[mforshay@lakeshorelearning.com](mailto:mforshay@lakeshorelearning.com)

Discount: 5% and free shipping, white glove service on orders over \$10,000

Reference: **Per c.2046 or Bid #16.16**

Contract #: 21.4-LKS

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies



 Available online in Express

## Mackin

*Books, eBooks, audiobooks, and educational databases; and makerspace materials*

Contact: Brian Cretzmeyer | 952-500-0811 | [brian.cretzmeyer@mackin.com](mailto:brian.cretzmeyer@mackin.com)


Discount: 8% off print books; 7% off eBooks and digital audiobooks; and more

Reference: **"CPC" or "AEPA"** on orders and POs

Contract #: AEPA 020-C

Solicitation Type: IFB 020-C Digital Resources Instructional Materials



 Available online in Express

## Midwest Technology Products

*Career technical education supplies and STEM materials*

Contact: Sarah Cruz | 800-831-5904 x3120 | [scruz@midwesttechnology.com](mailto:scruz@midwesttechnology.com)

Discount: 10% discount on catalog items

Contract #: AEPA 022.5-B

Solicitation Type: IFB 022.5-B Career and Technical Education



# INSTRUCTIONAL RESOURCES



## Nasco

*Supplies for classrooms, recreation centers, senior living facilities, and more*

Contact: For pricing quotes | [quotes@enasco.com](mailto:quotes@enasco.com)

For ordering | [orders@enasco.com](mailto:orders@enasco.com)

Discount: 10-20% off all catalogs; Catalogs include: Agricultural Science, FACS, Health, Physical Education, Reading Resource, Early Learning, Math, and Science

Reference: **13424** for all catalogs

Contract #: 19.4-NCO

Solicitation Type: RFP 19.4 - Fine Arts Materials, Supplies & Equipment



## Newsela

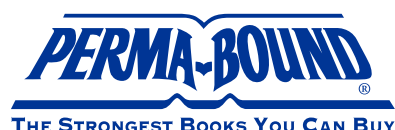
*Instructional content platform*

Contact: Amy Alvarez | 720-692-8410 | [amy.alvarez@newsela.com](mailto:amy.alvarez@newsela.com)

Discount: 20% discount across all Newsela products

Contract #: F20-NSL

Solicitation Type: Negotiated Agreement



## Perma-Bound Books

*Books and media materials for schools and libraries*

Contact: Melody Dobey | 800-637-6581 x121 | [melodyd@perma-bound.com](mailto:melodyd@perma-bound.com)

Discount: up to 35% off on all books and many more member benefits

Reference: **Contract #21.4**

Contract #: 21.4-PBB

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies



## Pitsco Education

*STEM/STEAM, engineering, coding, and robotics products and supplies*

Contact: Preston Frazier | 800-835-0686 x4559 | [pfrazier@pitsco.com](mailto:pfrazier@pitsco.com)

Discount: 2% discount and free shipping over \$100

Reference: **AEPA22**

Contract #: AEPA 019-E; AEPA 022.5-B

Solicitation Type: IFB 019-E School & Instructional Supplies  
and IFB 022.5-B Career and Technical Education



## Really Good Stuff

*Instructional materials, classroom supplies, equipment and furniture*

Contact: Alex Reinhardt | 913-303-8489 | [areinhard@excelligence.com](mailto:areinhard@excelligence.com)

Discount: 5% and free shipping on most items

Reference: **CPC16 or contract #21.4**

Contract #: 21.4-RGS

Solicitation Type: RFP 21.4 - Instructional Materials & Classroom Supplies

## PROFESSIONAL SERVICES



### EAPC Architects Engineers

*Commissioning services*

Contact: Jim Stocke | 218-751-0151 | james.stocke@eapc.net

Discount: discounted hourly rate for services

Contract #: 20.3-TPC

Solicitation Type: RFP 20.3 - Third Party Commissioning Services



### Idea Language Services

*Translation solutions*

Contact: Sergio Atristain | 860-781-6377 | sergio@ideatranslations.com

Laura Origen | 877-409-8460 | laura@ideatranslations.com

Discount: 20% discount from our regular commercial rates

Contract #: EQ-052920-03B

Solicitation Type: RFP EQ-052920-03 - Translation Services



### TinyEYE Therapy Services

*Teletherapy services*

Contact: Brenda Selk-Lang | 1-877-876-9393 x205 | brenda.selk@tinyeye.com

Discount: lowest pricing and more

Contract #: AEPA 022-B

Solicitation Type: IFB 022-B Health & Wellness



### United Language Group

*Translation, localization, and interpreting solutions*

Contact: Dr. Mladen Cvijanovic | 919-699-6197 | mladen.cvijanovic@ulgroup.com

Discount: Preferred Tier 1 pricing and additional cost-reducing incentives

Contract #: EQ-052920-03D

Solicitation Type: RFP EQ-052920-03 - Translation Services



### Vanco

*Online payment solutions*

Contact: Michele Crumbaugh | 952-352-8089

michele.crumbaugh@vanco.com

Discount: 10% on all software services and hardware, and more

Contract #: R10-1107C

Solicitation Type: R10-1107 - Payment Products and Solutions

## SECURITY & SAFETY



### All State Communications *MN & SD only*

*Security and door access control; multiple security and door access manufacturers, includes service and installation*

Contact: Jenn Ribar | 612-787-8884 | jenn.ribar@allstatecom.com

Discount: 10-35% off list price; varies by manufacturer

Contract #: 19.7-ASC

Solicitation Type: RFP 19.7 - Security & Door Access Control

# SECURITY & SAFETY



## Capitol Electronics Inc.

*Emergency notification systems, temperature scanners, and more*

Contact: Wendy Justice | 317-220-2318 | wjustice@capitolelectronics.com

Discount: 5-7.75% off list price

Contract #: AEPA 021-G

Solicitation Type: IFB 021-G - Security Solutions



## Centegix

*Emergency notification solution and crisis alert system*

Contact: Matt Young | 586-713-7513 | myoung@centegix.com

Discount: up to 14% off the Centegix solution

Reference: **Contract #021-G**

Contract #: AEPA 021-G

Solicitation Type: IFB 021-G - Security Solutions



## Deledao

*AI web browser-based filtering and digital wellness solutions*

Contact: Jason Whetstone | 469-525-5208 | sales@deledao.com

Discount: 5% off list price

Contract #: AEPA 021-G

Solicitation Type: IFB 021-G - Security Solutions



## Gaggle

*Live safety monitoring of Gmail and Office 365 accounts*

Contact: Jeremy Robertson | 800-288-7750 | jrobertson@gaggle.net

Discount: Preferred CPC pricing

Reference: **CPC contract**

Contract #: 21.3-GGL

Solicitation Type: RFP 21.3 - Student Safety Solutions



## STOPit Solutions

*Mobile software for student safety; free 24-hour monitoring*

Contact: Stephanie Lane | 908-748-4036 | slane@stopitsolutions.com

Discount: Preferred CPC pricing

Contract #: 21.3-STP

Solicitation Type: RFP 21.3 - Student Safety Solutions



## USA Security *MN & SD only*

*Security and door access control, includes service and installation*

Contact: Chris Daniels | 612-220-2042 | cdaniels@usasecurityinc.com

Discount: 5-12.5% off list price; varies by manufacturer

Reference: **Contract # 19.7-USA**

Contract #: 19.7-USA

Solicitation Type: RFP 19.7 - Security & Door Access Control





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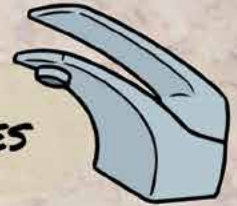
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Here's what cities, counties, nonprofits, schools, and other CPC members are finding on Express!



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