

PLEASE NOTE: YOU MUST INCLUDE A COPY OF THIS PROPOSAL WITH YOUR PURCHASE ORDER



80 Northwest Blvd, Nashua, NH 03063
 PO Box 3000, Nashua, NH 03061-3000
 Phone: 800-338-5270 Fax: 888-440-2665



Inside Sales Specialist: Kathy Webster

DELTA EDUCATION PRICE QUOTE

Prepared for: CAMBRIAN ELEMENTARY SCHOOL DISTRICT
 SAN JOSE, CA
 LINH NGUYEN
 EIGHT YEAR OPTION K-5

Complete Kits	\$ 240,112.00		
Teacher Materials	\$ 34,272.00		
Professional Development	\$ -		
Refill Kits - Years 4 and 7	\$ 58,029.32		
Reading Components	\$ 79,590.00		
Living Materials	\$ 65,296.00		
Conversion / Upgrade Kits	\$ -		
Miscellaneous	\$ -		
FOSS Science Booklets	\$ 12,915.00		
	\$ 490,214.32		
		Subtotal \$	490,214.32
		15% Shipping & Handling \$	73,532.15
		Living Material Shipping \$	30.00
		*Est. Sales Tax	
		Total* \$	563,776.47

** Please add sales tax where applicable. Exempt residents please provide Tax Exemption Certificate.*

Part Number	Item Description	Type	Unit Price	Qty	Extended Price	Comments
FOSS PATHWAYS K-5 EIGHT-YEAR OPTION						
1585758	PD FOSS/DELTA IMPLEMENTATION	PD	\$3,250.00	19	\$0.00	19 Free PD Days! \$61,750.00 Value
	FOSS Science Booklets - Consumable K-2 Set of 3 (One Year)	Reading	\$ 15.00	861	\$ 12,915.00	

Easy Ordering! Email to: curriculumorders@schoolspecialty.com | Fax to: 888-440-2665

PLEASE NOTE: YOU MUST INCLUDE A COPY OF THIS PROPOSAL WITH YOUR PURCHASE ORDER

Part Number	Item Description	Type	Unit Price	Qty	Extended Price	Comments
Grade K						
2102390	KIT FOSS PATHWAYS ANIMALS TWO BY TWO EQUIP ONLY	Kit	\$ 949.00	12	\$ 11,388.00	
2088768	SCI RES BK FOSS PATHWAYS ANIMALS 2X2 8PK	Reading	\$ 73.00	36	\$ 2,628.00	
2091886	TEACHER PRINT FOSS PATHWAYS ANIMALS 2X2	TM	\$ 272.00	12	\$ 3,264.00	
1459531	LM CARDS ANIMALS TWO BY TWO 3E/NG S/5	LM	\$ 257.00	96	\$ 24,672.00	
2102375	KIT FOSS PATHWAYS TREES AND WEATHER EQUIP ONLY	Kit	\$ 319.00	12	\$ 3,828.00	
2088613	KIT REFILL FOSS PATHWAYS TREES+WEATHER	Refill	\$ 49.00	24	\$ 1,176.00	
2088786	SCI RES BK FOSS PATHWAYS TREES+WEATHR 8PK	Reading	\$ 73.00	36	\$ 2,628.00	
2091883	TEACHR PRINT FOSS PATHWAYS TREES+WEATHER	TM	\$ 272.00	12	\$ 3,264.00	
2102378	KIT FOSS PATHWAYS MATERIALS AND FORCES EQUIP ONLY	Kit	\$ 899.00	12	\$ 10,788.00	
2088778	SRB FOSS PW MATERIALS AND FORCES 8PK	Reading	\$ 73.00	36	\$ 2,628.00	
2091877	TCHR PRNT FOSS PW MATERIALS AND FORCES	TM	\$ 272.00	12	\$ 3,264.00	
2088611	KIT REFILL FOSS PW MATERIALS AND FORCES	Refill	\$ 229.00	24	\$ 5,496.00	
2095946	DIG ACCESS FOSS PATHWAYS GRADE K 7 YR STUD SEAT LIC	Online	\$ 15.00	269	\$ 4,035.00	
Grade 1						
2102383	KIT FOSS PATHWAYS PLANTS AND ANIMALS EQUIP ONLY	Kit	\$ 609.00	13	\$ 7,917.00	
2088612	KIT REFILL FOSS PATHWAYS PLANTS+ANIMALS	Refill	\$ 169.00	26	\$ 4,394.00	
2088718	SCI RES BK FOSS PATHWAYS PLNTS+ANIMLS 8PK	Reading	\$ 73.00	39	\$ 2,847.00	
2091887	TEACHR PRNT FOSS PATHWAYS PLANTS+ANIMALS	TM	\$ 272.00	13	\$ 3,536.00	
270-4063	LM CARD FOSS 25 PILLBGS.25 SOWBGS.1	LM	\$ 66.00	4	\$ 264.00	
2102389	KIT FOSS PATHWAYS CHANGES IN THE SKY EQUIP ONLY	Kit	\$ 469.00	13	\$ 6,097.00	
2088627	KIT REFILL FOSS PW CHANGES IN THE SKY	Refill	\$ 129.00	26	\$ 3,354.00	
2088795	SRB FOSS PW CHANGES IN THE SKY 8PK	Reading	\$ 73.00	39	\$ 2,847.00	
2091884	TEACHER PRINT FOSS PW CHANGES IN THE SKY	TM	\$ 272.00	13	\$ 3,536.00	
2102385	KIT FOSS PATHWAYS SOUND AND LIGHT EQUIP ONLY	Kit	\$ 799.00	13	\$ 10,387.00	
2088791	SRB FOSS PATHWAYS SOUND+LIGHT 8PK	Reading	\$ 73.00	39	\$ 2,847.00	
2091875	TEACHER PRINT FOSS PATHWAYS SOUND+LIGHT	TM	\$ 272.00	13	\$ 3,536.00	
2095947	DIG ACCESS FOSS PATHWAYS GRADE 1 7 YR STUD SEAT LIC	Online	\$ 15.00	290	\$ 4,350.00	
Grade 2						
2102376	KIT FOSS PATHWAYS INSECTS AND PLANTS EQUIP ONLY	Kit	\$ 769.00	14	\$ 10,766.00	
2088608	KIT REFILL FOSS PATHWAYS INSECTS+PLANTS	Refill	\$ 199.00	28	\$ 5,572.00	
2088769	SCI RES BK FOSS PATHWAYS INSCTS+PLNTS 8PK	Reading	\$ 73.00	42	\$ 3,066.00	
2091892	TEACHR PRNT FOSS PATHWAYS INSECTS+PLANTS	TM	\$ 272.00	14	\$ 3,808.00	
1459532	LM CARDS INSECTS AND PLANTS 3E/NG SET/4	LM	\$ 199.00	112	\$ 22,288.00	
2102393	KIT FOSS PATHWAYS WATER AND LANDFORMS EQUIP ONLY	Kit	\$ 719.00	14	\$ 10,066.00	
2088610	KIT REFILL FOSS PW WATER AND LANDFORMS	Refill	\$ 59.00	28	\$ 1,652.00	
2088789	SCI RES BK FOSS PW WATER AND LANDFORMS 8PK	Reading	\$ 73.00	42	\$ 3,066.00	
2091885	TCHR PRNT FOSS PW WATER AND LANDFORMS	TM	\$ 272.00	14	\$ 3,808.00	

Easy Ordering! Email to: curriculumorders@schoolspecialty.com | Fax to: 888-440-2665

PLEASE NOTE: YOU MUST INCLUDE A COPY OF THIS PROPOSAL WITH YOUR PURCHASE ORDER

Part Number	Item Description	Type	Unit Price	Qty	Extended Price	Comments
2102391	KIT FOSS PATHWAYS SOLIDS+LIQUIDS EQUIP ONLY	Kit	\$ 999.00	14	\$ 13,986.00	
2088615	KIT REFILL FOSS PATHWAYS SOLIDS+LIQUIDS	Refill	\$ 129.00	28	\$ 3,612.00	
2088731	SCI RES BK FOSS PTHWYS SOLIDS+LIQUIDS 8P	Reading	\$ 73.00	42	\$ 3,066.00	
2091889	TEACHR PRNT FOSS PATHWAYS SOLIDS+LIQUIDS	TM	\$ 272.00	14	\$ 3,808.00	
2095948	DIG ACCESS FOSS PATHWAYS GRADE 2 7 YR STUD SEAT LIC	Online	\$ 15.00	302	\$ 4,530.00	
Grade 3						
2091904	KIT FOSS PATHWAYS GRD 3 GRADE-LEVEL 7YR/32S	Kit	\$ 2,699.00	13	\$ 35,087.00	
2094679	SCI RES BK FOSS GRADE 3 PATHWAYS EA	Reading	\$ 44.00	295	\$ 12,980.00	
2088631	KIT REFILL FOSS PATHWAYS STRCTRS OF LIFE	Refill	\$ 118.69	26	\$ 3,085.94	
2088622	KIT REFILL FOSS PATHWAYS WATER+CLIMATE	Refill	\$ 79.00	26	\$ 2,054.00	
2026751	LM CARD COCKROACHES 4 MALE 4 FEMALE	LM	\$ 83.00	104	\$ 8,632.00	
Grade 4						
2091907	KIT FOSS PATHWAYS GRD 4 GRD-LVL 7YR/32S	Kit	\$ 4,499.00	13	\$ 58,487.00	
2094671	SCI RES BK FOSS GRADE 4 PATHWAYS EA	Reading	\$ 44.00	320	\$ 14,080.00	
2088618	KIT REFILL FOSS PATHWAYS SENSES+SURVIVAL	Refill	\$ 89.00	26	\$ 2,314.00	
2088628	KIT REFL FOSS PTHWYS SOILS RCKS+LNDFRMS	Refill	\$ 99.00	26	\$ 2,574.00	
2088609	KIT REFILL FOSS PATHWAYS ENERGY	Refill	\$ 59.00	26	\$ 1,534.00	
Grade 5						
2091905	KIT FOSS PATHWAYS GRD 5 GRADE-LEVEL 7YR/32S	Kit	\$ 3,399.00	13	\$ 44,187.00	
2094677	SCI RES BK FOSS GRADE 5 PATHWAYS EA	Reading	\$ 44.00	318	\$ 13,992.00	
1450925	LM CARD REDWORMS PKG/150	LM	\$ 47.00	104	\$ 4,888.00	
2088614	KIT REFILL FOSS PATHWAYS LIVING SYSTEMS	Refill	\$ 239.00	26	\$ 6,214.00	
2088621	KIT REFILL FOSS PATHWAYS EARTH AND SUN	Refill	\$ 69.00	26	\$ 1,794.00	
2088620	KIT REFILL FOSS PATHWAYS MIXTURS+SOLUTNS	Refill	\$ 349.00	26	\$ 9,074.00	
SDC Kits						
(Student Books already accounted for above)						
Kindergarten						
2102390	KIT FOSS PATHWAYS ANIMALS TWO BY TWO EQUIP ONLY	Kit	\$ 949.00	1	\$ 949.00	
2091886	TEACHER PRINT FOSS PATHWAYS ANIMALS 2X2	TM	\$ 272.00	1	\$ 272.00	
1459531	LM CARDS ANIMALS TWO BY TWO 3E/NG S/5	LM	\$ 257.00	8	\$ 2,056.00	
2102375	KIT FOSS PATHWAYS TREES AND WEATHER EQUIP ONLY	Kit	\$ 319.00	1	\$ 319.00	
2088613	KIT REFILL FOSS PATHWAYS TREES+WEATHER	Refill	\$ 49.00	2	\$ 98.00	
2091883	TEACHR PRINT FOSS PATHWAYS TREES+WEATHER	TM	\$ 272.00	1	\$ 272.00	
2102378	KIT FOSS PATHWAYS MATERIALS AND FORCES EQUIP ONLY	Kit	\$ 899.00	1	\$ 899.00	
2088611	KIT REFILL FOSS PW MATERIALS AND FORCES	Refill	\$ 229.00	2	\$ 458.00	

Easy Ordering! Email to: curriculumorders@schoolspecialty.com | Fax to: 888-440-2665

PLEASE NOTE: YOU MUST INCLUDE A COPY OF THIS PROPOSAL WITH YOUR PURCHASE ORDER

Part Number	Item Description	Type	Unit Price	Qty	Extended Price	Comments
2091877	TCHR PRNT FOSS PW MATERIALS AND FORCES	TM	\$ 272.00	1	\$ 272.00	
	Grade One					
2102383	KIT FOSS PATHWAYS PLANTS AND ANIMALS EQUIP ONLY	Kit	\$ 609.00	1	\$ 609.00	
2088612	KIT REFILL FOSS PATHWAYS PLANTS+ANIMALS	Refill	\$ 169.00	2	\$ 338.00	
2091887	TEACHR PRNT FOSS PATHWAYS PLANTS+ANIMALS	TM	\$ 272.00	1	\$ 272.00	
270-4063	LM CARD FOSS 25 PILLBGS.25 SOWBGS.1	LM	\$ 66.00	8	\$ 528.00	
2102389	KIT FOSS PATHWAYS CHANGES IN THE SKY EQUIP ONLY	Kit	\$ 469.00	1	\$ 469.00	
2088627	KIT REFILL FOSS PW CHANGES IN THE SKY	Refill	\$ 129.00	2	\$ 258.00	
2091884	TEACHER PRINT FOSS PW CHANGES IN THE SKY	TM	\$ 272.00	1	\$ 272.00	
2102385	KIT FOSS PATHWAYS SOUND AND LIGHT EQUIP ONLY	Kit	\$ 799.00	1	\$ 799.00	
2091875	TEACHER PRINT FOSS PATHWAYS SOUND+LIGHT	TM	\$ 272.00	1	\$ 272.00	
	Grade Two					
2102376	KIT FOSS PATHWAYS INSECTS AND PLANTS EQUIP ONLY	Kit	\$ 769.00	1	\$ 769.00	
2088608	KIT REFILL FOSS PATHWAYS INSECTS+PLANTS	Refill	\$ 199.00	2	\$ 398.00	
2091892	TEACHR PRNT FOSS PATHWAYS INSECTS+PLANTS	TM	\$ 272.00	1	\$ 272.00	
1459532	LM CARDS INSECTS AND PLANTS 3E/NG SET/4	LM	\$ 199.00	8	\$ 1,592.00	
2102393	KIT FOSS PATHWAYS WATER AND LANDFORMS EQUIP ONLY	Kit	\$ 719.00	1	\$ 719.00	
2088610	KIT REFILL FOSS PW WATER AND LANDFORMS	Refill	\$ 59.00	2	\$ 118.00	
2091885	TCHR PRNT FOSS PW WATER AND LANDFORMS	TM	\$ 272.00	1	\$ 272.00	
2102391	KIT FOSS PATHWAYS SOLIDS+LIQUIDS EQUIP ONLY	Kit	\$ 999.00	1	\$ 999.00	
2088615	KIT REFILL FOSS PATHWAYS SOLIDS+LIQUIDS	Refill	\$ 129.00	2	\$ 258.00	
2091889	TEACHR PRNT FOSS PATHWAYS SOLIDS+LIQUIDS	TM	\$ 272.00	1	\$ 272.00	
	Grade Three					
2091904	KIT FOSS PATHWAYS GRD 3 GRADE-LEVEL 7YR/32S	Kit	\$ 2,699.00	1	\$ 2,699.00	
2088631	KIT REFILL FOSS PATHWAYS STRCTRS OF LIFE	Refill	\$ 118.69	2	\$ 237.38	
2088622	KIT REFILL FOSS PATHWAYS WATER+CLIMATE	Refill	\$ 79.00	2	\$ 158.00	
	Grade Four					
2091907	KIT FOSS PATHWAYS GRD 4 GRD-LVL 7YR/32S	Kit	\$ 4,499.00	1	\$ 4,499.00	
2088618	KIT REFILL FOSS PATHWAYS SENSES+SURVIVAL	Refill	\$ 89.00	2	\$ 178.00	
2088628	KIT REFL FOSS PTHWYS SOILS RCKS+LNDFRMS	Refill	\$ 99.00	2	\$ 198.00	
2088609	KIT REFILL FOSS PATHWAYS ENERGY	Refill	\$ 59.00	2	\$ 118.00	
	Grade Five					
2091905	KIT FOSS PATHWAYS GRD 5 GRADE-LEVEL 7YR/32S	Kit	\$ 3,399.00	1	\$ 3,399.00	
1450925	LM CARD REDWORMS PKG/150	LM	\$ 47.00	8	\$ 376.00	
2088614	KIT REFILL FOSS PATHWAYS LIVING SYSTEMS	Refill	\$ 239.00	2	\$ 478.00	
2088621	KIT REFILL FOSS PATHWAYS EARTH AND SUN	Refill	\$ 69.00	2	\$ 138.00	
2088620	KIT REFILL FOSS PATHWAYS MIXTURS+SOLUTNS	Refill	\$ 349.00	2	\$ 698.00	

Easy Ordering! Email to: curriculumorders@schoolspecialty.com | Fax to: 888-440-2665