



**STATE OF IOWA**  
**MASTER AGREEMENT**  
Contract Declaration and Execution

**MA 005**

**22170B**

**EFFECTIVE BEGIN DATE:** 01-01-2025  
**EXPIRATION DATE:** 12-31-2025  
**PAGE:** 1 of 6

**VENDOR:**

Lakeshore Parent LLC  
Lakeshore Learning Materials LLC  
00003205730

PO Box 840250  
Los Angeles, CA 90084-0250

**VENDOR CONTACT:**

Kristen Sovern  
**PHONE:** 800-421-5354  
**EMAIL:** ksovern@lakeshorelearning.com

**FOB:** FOB Dest, Freight Prepaid

**ISSUER:**

Julie Janssen  
**PHONE:** 515-240-2698  
**EMAIL:** julie.janssen@iowa.gov

**Contract For:** Library Supplies, Equipment and Furnishings Catalog Discount

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Service - Central Procurement.

Attachment 1: Competitive Solicitation RFB0322282009.

Attachment 2: Contractor's Response to Competitive Solicitation RFB0322282009 (except for any contractor objection or amendment to the Competitive Solicitation Document requirements that the State has not explicitly agreed to in writing).

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation document RFB0322282009.

The State reserves the right to add additional items or manufacturers to the Contract.

Payment Terms: NET60

Delivery Terms: FOB DESTINATION, FREIGHT PREPAID. Free shipping in the contiguous U.S.

Delivery Date: 7-21 Business Days ARO

NO MINIMUM ORDER

1% Administrative Fees to be paid annually to DAS CPE COO.

Remit to: Lakeshore Learning Materials, LLC 2695 E Dominguez Street, Carson, CA 90895

Contract Manager: Mike Duong, 800-421-5354, Fax: 310-537-7990, biddept@lakeshorelearning.com

Regional Sales: Jalen Richman, jrichman@lakeshorelearning.com, 402 360 -5720

Ordering: Penny Stone, 800-778-4456, 800-537-5403, orderdept@lakeshorelearning.com

Billing: DJ Ultan, 800-424-4772, 310-567-0472, ARPayments@lakeshorelearning.com

**RENEWAL OPTIONS**

**FROM** 01-01-2026 **TO** 12-31-2026

**FROM** 01-01-2027 **TO** 12-31-2027

**AUTHORIZED DEPARTMENT**

ALL

SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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1	0.00000	EA	525	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

## LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES

## 5% DISCOUNT OFF MSRP

5% discount off Lakeshore's Early Childhood Catalog, Elementary Catalog, Retail Stores, and Website. See Attached Pricelist.

Must reference "Per RFB0322282009" on all purchase orders to receive these terms.

Complimentary White-Glove Delivery and Installation service on orders of \$10,000.00 or that ship to a single location in the contiguous United states. Additional charges may apply for remote locations. This service includes:  
Unpacking and assembly  
Supervised setup in a classroom, a library, a media center or other learning space  
Custom labeling and boxing of orders by designated information, such as by classroom or teacher  
Supervised verification that all rooms are in ready-to-move-in condition.

Returns or Exchanges: If you are unhappy with any item for any reason, you may return it for a full refund or exchange. Contact Service Department: 800-428-4414.

Unless otherwise excluded, the resulting contract must include listed categories of equipment and supplies. The following supplies are excluded from the scope of this solicitation:

Educational services  
Books  
Audiobooks, e-books, and textbooks  
eReaders and tablet devices  
Cleaning and janitorial supplies  
Computers, peripherals and supplies; printers, copiers, facsimile machines and related supplies including toner and ink cartridges, shredders  
Software requiring a licensing agreement  
Playground equipment

2	0.00000	EA	525	\$ 94.530000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

## LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES

## MARKETBASKET ITEM - No-Slip Classroom Step Stool

MARKETBASKET ITEM - No-Slip Classroom Step Stool. Lakeshore JJ424. Lifetime Warranty. \$99.50

3	0.00000	EA	525	\$ 217.550000
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\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Books on Wheels Mobile Cart - 6 Bins

Books on Wheels Mobile Cart - 6 Bins. Lakeshore JJ302. Lifetime  
Warranty \$229.00

4	0.00000	EA	525	\$ 426.550000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Brick-Building Activity Table

MARKETBASKET ITEM - Brick-Building Activity Table. Lakeshore RR326.  
\$449.00

5	0.00000	EA	525	\$ 94.530000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Flex-Space Backpack Cart Storage Bins

MARKETBASKET ITEM - Flex-Space Backpack Cart Storage Bins - Set of  
10. Lakeshore TT531. \$99.50

6	0.00000	EA	525	\$ 18.990000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Let's Talk! Conversation Starters

MARKETBASKET ITEM - Let's Talk! Conversation Starters. Lakeshore  
AA377. \$19.99

7	0.00000	EA	525	\$ 474.050000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Classic Birch Mobile Book Organizer

MARKETBASKET ITEM - Classic Birch Mobile Book Organizer. Lakeshore  
JJ676. \$499.00



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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8	0.00000	EA	525	\$ 474.050000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM -Store & Display Teaching Cart

MARKETBASKET ITEM - Store & Display Teaching Cart. Lakeshore LM540.  
\$499.00

9	0.00000	EA	525	\$ 14.240000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Soft Seat - Blue

MARKETBASKET ITEM - Soft Seat - Blue. Lakeshore DD371BU. \$14.99

10	0.00000	EA	525	\$ 75.990000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Premium Wobble Chair - 14" - Blue

MARKETBASKET ITEM - Premium Wobble Chair - 14" - Blue Lakeshore  
HH957BU \$79.99

11	0.00000	EA	525	\$ 5.690000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Connect & Store Book Bin - Blue

MARKETBASKET ITEM - Connect & Store Book Bin - Blue. Lakeshore  
AA758BU. \$5.99

12	0.00000	EA	525	\$ 616.550000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Flex-Space 4-Shelf All-Purpose Storage



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
			MARKETBASKET ITEM - Flex-Space 4-Shelf All-Purpose Storage Unit - Modern Maple. Lakeshore LC230. \$649.00	
13	0.00000	EA	525	\$ 787.550000 \$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
LIBRARY AND ARCHIVAL EQUIPMENT, MACHINES, AND SUPPLIES  
MARKETBASKET ITEM - Classic Birch Locking Storage Cabinet  
  
MARKETBASKET ITEM - Classic Birch Locking Storage Cabinet. Lakeshore JJ188. Lifetime Warranty. \$829.00



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**TERMS AND CONDITIONS**

**Goods Effective 1 May 16**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.

CONTRACTOR	STATE OF IOWA
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc. Lakeshore Learning Materials, LLC	AGENCY NAME DAS CENTRAL PROCUREMENT
BY (Authorized Signature)      Date Signed <u>Mike Duong 8/19/2024</u> Mike Duong 8/19/2024 (Aug 19, 2024 14:56 PDT)	BY (Authorized Signature)      Date Signed <u>Julie Janssen</u> Julie Janssen (Aug 29, 2024 14:54 CDT)
Printed Name and Title of Person Signing Mike Duong 8/19/2024	Printed Name and Title of Person Signing JULIE JANSSEN, PURCHASING AGENT III
Address 2695 E. Dominguez St Ca	Address