

BID ITEM WORKBOOK**COSTARS-20 Laboratory Supplies 3-29-2011****BIDDER/CONTRACTOR DATA**

BIDDER/CONTRACTOR'S LEGAL NAME:	Carolina Biological Supply Company
D/B/A NAME, IF APPLICABLE:	
BIDDER ADDRESS:	2700 York Road Burlington, NC 27215
COUNTY LOCATED IN:	
VENDOR NUMBER:	168085
Primary POC regarding IFB/Contract:	Elizabeth Stanfield
Secondary POC regarding IFB/Contract:	Spencer Hindman
PHONE NUMBER:	336-584-0381 ext. 6294
FAX NUMBER:	336-538-6330
EMAIL ADDRESS:	elizabeth.stanfield@carolina.com
COMPANY'S GENERAL WEBSITE ADDRESS	www.carolina.com

SEND PURCHASE ORDER(S) TO NAME:	Carolina Biological Supply Company
D/B/A NAME, IF APPLICABLE:	
ADDRESS:	P O Box 6010 Burlington, NC 27216-6010
COUNTY LOCATED IN:	
HOURS OF OPERATION:	7 a.m. to 8 p.m. ET Monday - Friday
POC regarding PURCHASE ORDER(S):	Customer Service
PHONE NUMBER:	800-334-5551
FAX NUMBER:	800-222-7112
EMAIL ADDRESS:	customer_service@carolina.com

SEND PAYMENT(S) TO NAME:	Carolina Biological Supply Company
D/B/A NAME, IF APPLICABLE:	
ADDRESS:	P O Box 60232 Charlotte, NC 28260-0232
POC regarding PAYMENT(S):	Gail Claypool
PHONE NUMBER:	800-334-5551 ext. 6281
FAX NUMBER:	336-538-6326
EMAIL ADDRESS:	gail.claypool@carolina.com

BID ITEM WORKBOOK
COSTARS-20 Laboratory Supplies 3-29-2011
QUESTIONS

BIDDERS/CONTRACTOR'S LEGAL NAME: Carolina Biological Supply Company

PLEASE BE ADVISED - COMPLETE ALL QUESTIONS AND EXPLANATIONS FOR YOUR BID TO BE ACCEPTED AS A RESPONSIBLE AND RESPONSIVE BID

The bidder must answer the following questions:

QUESTION	YES	NO	EXPLANATION
1) Does the Bidder-Contractor have any minimum order requirements? If yes, please explain.		X	
2) In accordance with Section 14 of the <i>Standard Terms and Conditions</i> , the Contractor shall deliver all item(s) F.O.B. Destination. a.) Is the Bidder-Contractor quoting shipping costs as a separate line item?		X	On orders of \$200 prices will be freight prepaid except on living, perishable, hazardous chemicals, kits containing hazardous chemicals, drop ship items, and preserved specimens. Freight prepaid shipments are cheapest/best way. Motor freight shipments are dock delivery only. Inside delivery for motor freight shipments and expedited shipping methods are an additional charge. Shipping charges will be added to all orders less than \$200.
b.) If no, is the Bidder-Contractor including shipping costs in its pricing?		X	On orders of \$200 prices will be freight prepaid except on living, perishable, hazardous chemicals, kits containing hazardous chemicals, drop ship items, and preserved specimens. Freight prepaid shipments are cheapest/best way. Motor freight shipments are dock delivery only. Inside delivery for motor freight shipments and expedited shipping methods are an additional charge. Shipping charges will be added to all orders less than \$200.
3) Does the Bidder-Contractor offer any pricing incentive(s) such as for Internet ordering? If yes, please explain.		X	
4) Does the Bidder-Contractor offer any prompt payment discount(s)? If yes, please explain.		X	
5) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? If yes, please specify the particular type(s) of card(s) accepted:	X		We accept MasterCard, VISA, American Express, and Discover.
b.) If yes, does the Bidder-Contractor charge any fee(s) to the Purchaser for payment(s) made by credit card? If yes, please explain.		X	
6) Does the Bidder-Contractor charge any late fee(s) to the Purchaser for payment not made in accordance with Section 11 of the <i>Standard Terms and Conditions</i> ? If yes, please explain.		X	
7) After notification of contract award, is the Bidder-Contractor willing to further negotiate pricing with COSTARS members?	X		On larger size purchases, COSTARS members may contact us prior to placing their order and ask for a quote. We will determine if additional discounts can be given based on the material they plan to order.
8) Does the Bidder-Contractor offer lease and installment purchases?		X	
9) If the Bidder is a manufacturer bidding directly, does the Bidder wish to offer contract items via its dealer network? If yes, please attach (as an extra sheet(s) to this workbook) a list of authorized dealers including supplier information and stating any dealer's territory breakdown (such as counties, municipalities, or regions). Also, indicate on the Bidder-Contractor Data Sheet a representative for Purchasers to contact regarding POs and payment.		X	
10) Is the Bidder-Contractor going to provide a dedicated COSTARS website for Purchasers (see Section 9 of the <i>Standard Terms and Conditions</i>)? If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?		X	Due to other ongoing projects, we cannot implement a dedicated COSTARS website immediately, but we can work toward this goal within the first 6 months of contract award.

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SERVICE AREA

BIDDERS/CONTRACTOR'S LEGAL NAME: Carolina Biological Supply Company

Please refer to Section 5 of the COSTARS Contract Special Terms and Conditions for guidance.

SERVICE AREA

Statewide

OR

- | | | |
|--|--|--|
| <input type="checkbox"/> 1 Adams | <input type="checkbox"/> 24 Elk | <input type="checkbox"/> 47 Montour |
| <input type="checkbox"/> 2 Allegheny | <input type="checkbox"/> 25 Erie | <input type="checkbox"/> 48 Northampton |
| <input type="checkbox"/> 3 Armstrong | <input type="checkbox"/> 26 Fayette | <input type="checkbox"/> 49 Northumberland |
| <input type="checkbox"/> 4 Beaver | <input type="checkbox"/> 27 Forest | <input type="checkbox"/> 50 Perry |
| <input type="checkbox"/> 5 Bedford | <input type="checkbox"/> 28 Franklin | <input type="checkbox"/> 51 Philadelphia |
| <input type="checkbox"/> 6 Berks | <input type="checkbox"/> 29 Fulton | <input type="checkbox"/> 52 Pike |
| <input type="checkbox"/> 7 Blair | <input type="checkbox"/> 30 Greene | <input type="checkbox"/> 53 Potter |
| <input type="checkbox"/> 8 Bradford | <input type="checkbox"/> 31 Huntingdon | <input type="checkbox"/> 54 Schuylkill |
| <input type="checkbox"/> 9 Bucks | <input type="checkbox"/> 32 Indiana | <input type="checkbox"/> 55 Snyder |
| <input type="checkbox"/> 10 Butler | <input type="checkbox"/> 33 Jefferson | <input type="checkbox"/> 56 Somerset |
| <input type="checkbox"/> 11 Cambria | <input type="checkbox"/> 34 Juniata | <input type="checkbox"/> 57 Sullivan |
| <input type="checkbox"/> 12 Cameron | <input type="checkbox"/> 35 Lackawanna | <input type="checkbox"/> 58 Susquehanna |
| <input type="checkbox"/> 13 Carbon | <input type="checkbox"/> 36 Lancaster | <input type="checkbox"/> 59 Tioga |
| <input type="checkbox"/> 14 Centre | <input type="checkbox"/> 37 Lawrence | <input type="checkbox"/> 60 Union |
| <input type="checkbox"/> 15 Chester | <input type="checkbox"/> 38 Lebanon | <input type="checkbox"/> 61 Venango |
| <input type="checkbox"/> 16 Clarion | <input type="checkbox"/> 39 Lehigh | <input type="checkbox"/> 62 Warren |
| <input type="checkbox"/> 17 Clearfield | <input type="checkbox"/> 40 Luzerne | <input type="checkbox"/> 63 Washington |
| <input type="checkbox"/> 18 Clinton | <input type="checkbox"/> 41 Lycoming | <input type="checkbox"/> 64 Wayne |
| <input type="checkbox"/> 19 Columbia | <input type="checkbox"/> 42 McKean | <input type="checkbox"/> 65 Westmoreland |
| <input type="checkbox"/> 20 Crawford | <input type="checkbox"/> 43 Mercer | <input type="checkbox"/> 66 Wyoming |
| <input type="checkbox"/> 21 Cumberland | <input type="checkbox"/> 44 Mifflin | <input type="checkbox"/> 67 York |
| <input type="checkbox"/> 22 Dauphin | <input type="checkbox"/> 45 Monroe | |
| <input type="checkbox"/> 23 Delaware | <input type="checkbox"/> 46 Montgomery | |

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PRODUCT CATEGORY/MANUFACTURER LIST

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The bidder must identify the product category(ies) and manufacturer line(s) for the items that the bidder is offering. If the Bidder is not a manufacturer, it must submit written proof from each manufacturer of the Bidder's authorization to sell the manufacturer's goods and materials, as required by this Contract (the proof need not be specific to this procurement). Refer to Paragraph 7.b. of the *Instructions to Bidders for COSTARS Contracts* for further guidance.

	PRODUCT CATEGORY <i>(Identify all that are applicable with a checkmark.)</i>	MANUFACTURERS <i>(State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)</i>
<input type="checkbox"/>	Air and Environmental Monitoring Equipment and Supplies	Carolina, Hanna, AirClean, Air Science, Liberty, Davis, La Crosse, Air Control, Labconco
<input type="checkbox"/>	Analytical and Test Instrumentation/Equipment and Supplies	Carolina, Fotodyne, Brunton, Versalume, Estwing, Thames & Kosmos, K'NEX, Fischertechnik, Estes, Tuttnauer, Broil King, Conair, Quincy Lab
<input type="checkbox"/>	Balance Equipment and Supplies	Carolina, Ohaus
<input type="checkbox"/>	Biological Test Kits and Supplies	Carolina, LaMotte, GloGerm, 3M, Earthbox, CHEMetrics, Sper, Milwaukee, Lab-Aids, Cold Spring Harbor, Random House, College Board Publications
<input type="checkbox"/>	Centrifuge Equipment and Supplies	Carolina, Revolutionary Science, LabNet
<input type="checkbox"/>	Chemicals and Solutions	Carolina
<input type="checkbox"/>	Chromotography Equipment and Supplies	Carolina
<input type="checkbox"/>	Cleaning Supplies - Laboratory Only	Carolina, Guardian, Bel-Art
<input type="checkbox"/>	Clothing and Gloves - Laboratory Only	Carolina, Proline, Sellstrom
<input type="checkbox"/>	Glass and Plastic Labware	Carolina, Kimble, Nalgene, Wheaton, Scienceware, Corning, Bel-Art, Dynalon, Millipore
<input type="checkbox"/>	Laboratory Test Kits and Supplies	Carolina, Somso, Altay, 3B, Molymod, Bone Clones, Denoyer-Geppert, Staco, Hubbard, Tripensee, Replogle, Lab-Aids, Orbit, Minit, Prentice Hall, GeoBlox
<input type="checkbox"/>	Microscope Equipment and Supplies	Wolfe, Labomed, Walter, Swift, Motic, Ken-A-Vision, Celestron, National, Leica, Dukane
<input type="checkbox"/>	Pipettes, Pipettors and Accessories	Carolina, Eppendorf, Corning, LabNet
<input type="checkbox"/>	Point of Care/Collection Test Kits and Supplies	Carolina, Eldoncard, Kemtec
<input type="checkbox"/>	Shaker Equipment and Supplies	Carolina, LabNet
<input type="checkbox"/>	Vibrational Spectroscopy Equipment and Supplies	Carolina, Spectronic

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ANCILLARY SERVICES

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A Contractor may choose to offer ancillary services in conjunction with the products it provides to the Purchaser. However, any ancillary services offered must be: (1) expressly authorized in the original IFB/Contract, (2) directly related to the delivery, installation or normal use of the product or component parts purchased, (3) limited to the actual product or component parts purchased, and (4) initiated/ordered at the time of product purchase. Stand-alone services and services for products not purchased from this supply Contract, including existing equipment for which component parts from this contract are purchased, are not within the scope of this supply Contract. The Department of General Services reserves the right to determine which ancillary services shall be included in any contract.

The Bidder may submit the list of ancillary services and prices it proposes to offer. If it is not possible to submit pricing, as may be the case with certain installation services, the Bidder shall simply note that it is offering the service and that the actual price will be negotiated between it and the COSTARS participant and annotated on the purchase order at time of order.

	ANCILLARY SERVICES <i>(Identify all that are applicable with a checkmark.)</i>	PRICING <i>(If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)</i>
<input type="checkbox"/>	Calibration and Repair Services	
<input type="checkbox"/>	Customization	
<input type="checkbox"/>	Equipment Relocation	
<input type="checkbox"/>	Extended Warranty	
<input type="checkbox"/>	Installation	
<input type="checkbox"/>	Post-Warranty Support and/or Maintenance Service	
<input type="checkbox"/>	Special Delivery Arrangements	
<input type="checkbox"/>	Training	

