

District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing Kendra Goodman, CPPB, Purchasing Agent 813/794-2221 Fax: 813/794-2221 727/774-2221 TDD: 813/794-2484 352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

December 10, 2007

MEMORANDUM

- TO: Honorable School Board Members
- FROM: Kendra Goodman, CPPB, Purchasing Agent
- RE: Second Year Renewal of Three-Year Contract Bid #07-062-MK Classroom Supplies Catalog Discount AFP Industries, Classic School Supply, Schoolhouse, Inc., School Specialty, and The Learning Station

On November 21, 2006, official action (attached) was taken to award the Classroom Supplies Catalog Discount bid to the above-referenced vendors. This bid is a three-year contract, renewable annually based upon mutual consent of all parties. The first year of the agreement will expire on December 31, 2007.

Considering the services have been satisfactory, the vendors were contacted to determine their willingness to enter into the second year of this bid. Five of the six vendors have indicated in writing (attached) their willingness to do so. The sixth vendor, The Learning Depot, is no longer in business.

At this time, it is my recommendation to enter into the second year of the agreement with the vendors noted above. The second year of the contract will cover the period of January 1, 2008 through December 31, 2008.

Should you have any questions regarding this matter, or if I can be of further assistance, please contact me at your earliest convenience.

KDG/vs

Attachments (7)

DATE/TIME: December 12, 2007 11:32:00

District School Board of Pasco County Bid Recommendation

Bid Title	Classroom Supplies "Catalog Discount"	Number of Vendors Notified	142
Bid Number	07-062-MK	Number of Bids Distributed	65
Date Solicited	8/30/2006	Number of Vendors Bidding	37
Date Opened	9/27/2006	Number of Formal "No Bid" Responses	3
Date Board Presentation	11/21/2006	Funding Source	101 General Funds
Total Savings	\$23,000	Grand Total of Bid	\$350,000

Recommendation:

Recommend acceptance of bids as noted on the attached tabulation sheet as lowest and best bids meeting written specifications.

Term of Contract:

This is a three year contract, renewable annually by mutual agreement of all parties. The first year of the contract will commence on January 1, 2007 and expire on December 31, 2007.

Notations and Exceptions:

This is a multi-awarded bid (up to six vendors) based upon a weighted point system. The weighted point criteria, was based upon the following: Discounts (6); Warehouse Inventory (3); Store Inventory (4); Vendor Location (4); References (3). As per bid specifications a maximum of six companies were awarded the bid; AFP Industries, Classic School Supply, Schoolhouse Inc., School Specialty, The Learning Depot, and The Learning Station. Estimated annual expenditures will vary depending upon need. However, discounts will remain firm for the duration of the contract. Vendors are permitted to provide new catalogs in January and July.

A total of 28 of the most commonly used bid items were selected from various new elementary, middle and high school orders. Vendors who could supply 80% of these items were considered for award. Bids noted with an asterisk (*) were not considered as their catalogs were either not a general classroom supply catalog or were specific catalogs that are awarded on other District bids.

Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Nicole Ellis, Buyer Assistant Vickie Stephens, Purchasing Assistant

Bids Prepared By:

Mina Kaeding, CPPB, Buyer

Reviewed and Authorized By:

Kendra Goodman, CPPB, Purchasing Agent

DATE	OF OPENING:	AFP Industries, Inc.	Benz Microscope Optic Center	Camcor, Inc.	Classic School Supply, Inc.	Dick Blick Company
Septen	nber 27, 2006 at 2:30 P.M.	PO Box 43-0747	PO Box 7022	2273 S. Church St.	PO Box 178	PO Box 1267
				PO Box 1899		
BID T	ITLE:	South Miami, FL 33243	Ann Arbor, MI 48107	Burlington, NC 27216	Waynesboro, VA 22980	Galesburg, IL 61402
Classr	oom Slupplies - "Catalog Discount"	Vivian C. Castellanos	Michael L. Benz	Will Benton	Randall Leach	Amy Pickrel
		305-663-8300	734-994-3880	800-868-2462	540-949-8334	800-704-7744
BID:		305-665-1800	734-994-9090	800-298-1181	540-949-8340	800-621-8293
#07-06	52-MK					
ITEM	# DESCRIPTION	UNIT PRICE	UNIT PRICE		UNIT PRICE	UNIT PRICE
			Various Science Catalogs		Classic School Supply	Blick Resources for Art
	Catalog Discount %	AFP School Supply 12%	10% to 39%	Camcor AV Catalog 5%		Education 20%
	Catalog Included	Y	Y	Y	Y	Y
	*Did Not Meet Intent of Bid		*	*		*
	Total Points:	24.39	0.00	0.00	23.78	0.00
				1		

F OPENING:	Discount School Supply	Educators Outlet, Inc.	EAI Education.	ETA Cuisenaire	Gaylord Brothers	GBC
er 27, 2006 at 2:30 P.M.	2 Lower Ragsdale	PO Box 397	Eric Armin, Inc.	500 Greenview Ct.	PO Box 4901	1 GBC Plaza
	Suite 200		PO Box 7046			
LE:	Monterey, CA 93940	Timnath, CO 80547	Oakland, NJ 07436	Vernon Hills, IL 60061	Syracuse, NY 13221	Northbrook, IL 60062
n Slupplies - "Catalog Discount"	Will Telford	Kristin Hans	Bernard Guglberger	Carolyn Vanco	Jerome Dubos	Richard Krachey
	800-836-9515	800-315-2212	800-770-8010	800-445-5985	800-448-6160	800-723-4000
	800-993-3609	866-254-5786	201-891-5689	888-333-9588	800-891-5280	800-914-8178
MK						
DESCRIPTION		UNIT PRICE		UNIT PRICE	UNIT PRICE	UNIT PRICE
atalog Discount %	Discount School Supply10%	Educators Outlet 15%	EAI Edu. K-12 Math Catalog 15% EAI Edu. K-6 Reading Catalog 15%	ETA Math Catalog 18%, ETA Science Catalog 10%, ETA Reading Catalog 6%		GBC Catalog/Pricer 30%
atalog Included	Y	Y	Y	Y	N	Y
	*	*	*	*		*
	0.00	0.00	0.00	0.00		0.00
	r 27, 2006 at 2:30 P.M. E: n Slupplies - "Catalog Discount"	r 27, 2006 at 2:30 P.M. 2 Lower Ragsdale Suite 200 E: Monterey, CA 93940 n Slupplies - "Catalog Discount" Will Telford 800-836-9515 800-993-3609 MK DESCRIPTION DESCRIPTION Discount School Supply10%	r 27, 2006 at 2:30 P.M. 2 Lower Ragsdale PO Box 397 Suite 200 E: Monterey, CA 93940 Timnath, CO 80547 n Slupplies - "Catalog Discount" Will Telford Kristin Hans 800-836-9515 800-315-2212 800-993-3609 866-254-5786 AK DESCRIPTION UNIT PRICE Discount School Supply10% Educators Outlet 15% talog Discount % Y Y Did Not Meet Intent of Bid * *	r 27, 2006 at 2:30 P.M. 2 Lower Ragsdale PO Box 397 Eric Armin, Inc. Suite 200 PO Box 7046 E: Monterey, CA 93940 Timnath, CO 80547 Oakland, NJ 07436 I Slupplies - "Catalog Discount" Will Telford Kristin Hans Bernard Guglberger 800-836-9515 800-315-2212 800-770-8010 800-993-3609 866-254-5786 201-891-5689 AK DESCRIPTION UNIT PRICE EAI Edu. K-12 Math Catalog 15% EAI Edu. K-6 Reading Catalog Supply10% Educators Outlet 15% 15% talog Included Y Y Y Y Did Not Meet Intent of Bid * * * * *	r 27, 2006 at 2:30 P.M. 2 Lower Ragsdale Suite 200 PO Box 397 Eric Armin, Inc. 500 Greenview Ct. Suite 200 PO Box 7046 Vernon Hills, IL 60061 a Slupplies - "Catalog Discount" Will Telford Kristin Hans Bernard Gugberger Carolyn Vanco 800-836-9515 800-315-2212 800-770-8010 800-445-5985 800-993-3609 866-254-5786 201-891-5689 888-333-9588 AK DESCRIPTION UNIT PRICE UNIT PRICE UNIT PRICE DESCRIPTION EAT The Armin State of the A	r 27, 2006 at 2:30 P.M. 2 Lower Ragsdale PO Box 397 Eric Armin, Inc. 500 Greenview Ct. PO Box 4901 Suite 200 PO Box 7046 Star 20 Star

DATE OF OPENING:	Hammod & Stephens	Health Edco	Highsmith Inc.	Kaplan Early Learning Co	Lakeshore Learning Materials
September 27, 2006 at 2:30 P.M.	PO Box 629	PO Box 21207	W5527 State Road 106	PO Box 609	2695 E. Dominguez St.
BID TITLE:	Fremont, NE 68026	Waco, TX 76702	Fort Atkinson, WI 53538	Lewisville, NC 27023	Carson, CA 90895
Classroom Slupplies - "Catalog Discount"	Terry Meyer	Susan Williams	Brenda Helwig	Hope Meadows	Adrienne Hilliard
	800-228-9875	800-299-3366	800-543-2180	800-334-2014	800-421-5354
BID:	800-633-0630	888-977-7653	800-350-6236	800-452-7526	310-537-7990
#07-062-MK					
ITEM# DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	
Catalog Discount %	Classroom Management Fall 5% Awards Fall 5%	Halth Edco Catalog 12%	Highsmith Library 8% Highsnith School 8% Highsmith Upstart 8%	Kaplan Early Childhood 15% Kaplan Primary Learning 15% Kaplan First Three Years 15%	Lakeshore Learning Materials 5% Lakeshore Elementary 5%
Catalog Included	Y	Y	Y	Y	Y
*Did Not Meet Intent of Bid	*	*	*	*	*
Total Points:	0.00	0.00	0.00	0.00	0.00

DATE	OF OPENING:	Learning Services	Learning Things, Inc	Nasco International	Oriential Trading Co., Inc.	Paxton Patterson LLC	PuzzleWise
Septer	nber 27, 2006 at 2:30 P.M.	PO Box 10636	4381 34th St. S.	901 Janesville Ave.	4206 S. 108th St.	5719 W. 65th St.	3744 Crystal Court
				PO Box 901			
BID T		Eugene, OR 97440	St. Petersburg, FL 33711	Ft. Akinson, WI 53538	Omaha, NE 68137	Chicago, IL 60638	Bellingham, WA 98261
Classr	oom Slupplies - "Catalog Discount"	Donna Villena	Susan K. Flood	Dave Johnson	Megan Kipling	William P. Manders	Daniel Levine
		800-877-9378	727-864-6567	800-558-9595	800-526-7400	800-323-8484	360-650-0671
BID:		800-815-5154	727-866-8877	920-563-8296	800-869-2351	708-594-1907	866-683-3219
#07-06	52-MK						
ITEM	# DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Catalog Discount %	Learning Services Software 10%, Learning Services Non software 3%	Learning Things 10%	Various Nasco Catalogs 10% to 20%	Main Catalog 10% Hands On fun 10%	PaxtonPatterson Tools & Technology Catalog 3%	
	Catalog Included	Y	Y	Y	Y	Y	N
	*Did Not Meet Intent of Bid	*	*	*	*	*	Disqualified
	Total Points:	0.00	0.00	0.00	0.00	0.00	0.00

DATE OF OPENING:	Rand McNally	Resources For Reading	S&S Worldwide	Sax Arts & Crafts	School Health Corp.
September 27, 2006 at 2:30 P.M.	PO Box 1906	130 East Grand Ave.	75 Mill St.	PO Box 510710	865 Muirfield Drive
BID TITLE:	Skokie, Il 60076		Colchester, CT 06415	New Berlin, WI 53151	Hanover Park, IL 60133
Classroom Slupplies - "Catalog Discount"	Mark Ogan	Diane Zingale	Linda Smith	Anne Solomko	Scott Jacobson
	800-679-7263	800-278-7323	800-243-9232	800-362-4729	800-323-1305
BID:	800-329-6139	650-871-4551	800-432-2842	800-626-8852	800-235-1305
#07-062-MK					
ITEM# DESCRIPTION	UNIT PRICE	UNIT PRICE		UNIT PRICE	UNIT PRICE
			S & S Edu Plus 10%	Sax Arts & Crafts Main 10%	
			S & S Edu Flus 10% S & S Active Learning	Elementary Art 10% Fine Arts 10%	School Health Nurse
Catalog Discount %		Resource For Reading 0%	10%	Life Skills 10%	Supplies 10%
		Resource For Reading 0%	1070	Life Skills 1070	Supplies 1070
	N	X/	V	Y	V
Catalog Included		Y *	Y *	¥	<u>Y</u> *
*Did Not Meet Intent of Bid	Disqualified		-		
Total Points:	0.00	0.00	0.00	0.00	0.00
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DATE OF OPENING:	Schoolhouse, Inc.	School Specialty	Science Kit, LLC	Standard Stationery Supply Co	Super Duper Publications
September 27, 2006 at 2:30 P.M.	2315 Commerce Point Dr	PO Box 1579	777 East Park Dr.	2251 S. Foster Ave.	PO box 24997
	Suite 180		PO Box 2003		
BID TITLE:	Lakeland, FL 33801	Appleton, WI 54912	Tonawanda, NY 14150	Wheeling, IL 60090	Greenville, SC 29616
Classroom Slupplies - "Catalog Discount"	Richard L. Wree	Lisa Neuentelot	Trisha E. Henderson	David Wilson	Marisa Chopp
	863-665-5707	888-388-3224	800-828-7777	847-870-1335	800-277-8737
BID:	863-669-9200	800-675-1775	800-828-3299	847-870-1338	800-978-7379
#07-062-MK					
ITEM# DESCRIPTION					UNIT PRICE
Catalog Discount %	Schoolhouse12%	School Speciality Edu Essentials Consumables 25% Creative Teaching Press 24% Educatinal Insights 18% Learning Resources 24% Carson Dellosa 24% School Speciality Publishing 24% School Speciality F&E 12%		School Supplies 5%	Super Duper Publications 0%
Catalog Included	Y	Y	Y	Y	Y
*Did Not Meet Intent of Bid			*	*	*
Total Points:	44.29	42.48	0.00	0.00	0.00

DATE OF OPENING:	Teachers Discovery	The Learning Depot	The Learning Station	The Library Store	Valiant IMC
September 27, 2006 at 2:30 P.M.	2741 Paldan Dr.	4215 Little Rd.	10425 U.S. Hwy. 19	112 E. South St.	55 Ruta Ct.
BID TITLE: Classroom Slupplies - "Catalog I	800-832-2437	New Port Richey, FL 34655 Patricia Alberti 727-372-0750	Port Richey, FL 34668 Patricia Corneillie 727-868-8129	Tremont, IL 61568 Laura McGill 309-925-3923	S. Hackensack, NJ 07606 D. Ron Wolsten 800-825-4268
BID:	800-287-4509	727-372-0750	727-868-8129	309-925-2452	800-453-6338
#07-062-MK ITEM# DESCRIPT	TION UNIT PRICE	UNIT PRICE		UNIT PRICE	UNIT PRICE
ITEM# DESCRIPT	IION UNIT PRICE	UNIT PRICE		UNIT PRICE	UNIT PRICE
Catalog Discount %	Teachers Discovery 0% Teachers Discovery Elementay 0%	The Learning Depot School Supplies 20%, The Learning Depot Furniture & Carpet 5%	The Learning Station Instructional Materials 23% Carson Dellosa Catalog 23% Learning Resources Catalog 23%	Library School Supplies 10% to 30%	Valiant 5%
	, v	XY.	X7		¥.
Catalog Included *Did Not Meet Intent of I	Y Bid *	Y	Y	Y *	Y *
Total Points:	0.00	27.49	79.74	0.00	0.00