

# District School Board of Pasco County

## Bid Recommendation

<b>RFP Title</b>	Classroom Supplies-Catalog Discount "As-Needed"		<b>Number of Vendors Notified</b>	172
<b>RFP Number</b>	10-052-SN		<b>Number of Proposals Distributed</b>	56
<b>Date Solicited</b>	October 1, 2009		<b>Number of Vendors Proposing</b>	33
<b>Date Opened</b>	October 28, 2009		<b>Number of Formal "No Bid" Responses</b>	1
<b>Date Board Presentation</b>	December 15, 2009		<b>Funding Source</b>	General
<b>Total Savings</b>	<b>Est. Annual \$61,320</b>		<b>Grand Total of RFP</b>	<b>Est. Annual \$400,000</b>

**Recommendation:**

Recommend acceptance of proposals as noted on the attached tabulation sheet as the highest scoring, responsive, responsible proposers 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, 2010 and expire on December 31, 2010.

**Notations and Exceptions:**

This is a multi-awarded RFP (awarded to a maximum of six vendors) based upon a weighted point system. The weighted point criteria were based upon the following: Lowest Net Cost (15), Vendor Inventory (4), References (10) and a maximum of five (5) bonus points for online ordering. Estimated annual expenditures will vary depending upon need; however, discounts will remain firm for the duration of the contract. Catalogs can be updated in July and January of each contract year.

A total of forty-six (46) of the most commonly used bid items were selected from various new elementary, middle and high school orders. Vendors who could not supply 60% of these items were disqualified and are noted with an asterisk (\*).

The saving was determined by subtracting the average discount of the awarded vendors from the annual expenditures by the District.

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.

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RFP # 10-052-SN  
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**Proposals Evaluated By:**

Stephanie Noble, Buyer, Purchasing Department  
Vickie Jones, Buyer Assistant, Purchasing Department

**Proposals Prepared By:**

Stephanie Noble, Buyer, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPO, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Abrams Learning Trends</b>	<b>Ace Educational Supplies</b>	<b>Beckers School Supplies</b>	<b>Classic School Supply</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>P O Box 10025</b>	<b>5596 South University Drive</b>	<b>1500 Melrose Highway</b>	<b>PO Box 178</b>
<b>RFP OPENING DATE:</b>	<b>Waterbury, CCT 06725</b>	<b>Davie, FL 33328</b>	<b>Pennsauken, NJ 08110-1410</b>	<b>Waynesboro, VA 22980</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-227-9120</b>	<b>800-432-0213</b>	<b>800-523-1490</b>	<b>888-885-2488</b>
<b>RFP #:</b>	<b>800-737-3322</b>	<b>800-865-5564</b>	<b>856-792-9292</b>	<b>888-434-0083</b>
<b>10-052-SN</b>				
<b>Discount Offered</b>	0%	10%	18%	30%
<b>Catalog Name</b>	Abrams Learning Trends January 2009	Ace Educational Supplies 2009	Becker's Elementary & Early Childhood 2010	Classic School Supply
<b>Did not meet intent of bid</b>	***			
<b>Exclusions from bid</b>	10% shipping on total order or a minimum of \$8.00 whichever is greater. Discounts are reflected in catalog.	Free freight on orders over \$50. Additional shipping charges on items with shipping symbols.	Furniture and Equipment items marked with a red check mark are excluded from the free delivery. Freight will apply. A very small percentage of items found in the 2010 catalogs marked with a "t" symbol are excluded	Furniture and Equipment items that are not in-stock are excluded from F.O.B. and Discount Items that are no in-stock have an item number beginning with "D".
<b>Reference Number</b>				PC-10-052-SN
<b>Total Points:</b>	***	<b>119.40</b>	<b>78.33</b>	<b>103.07</b>

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Classroom Products Warehouse</b>	<b>US Toy d.b.a Construction Playthings</b>	<b>Dick Blick</b>	<b>Educator's Outlet</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>225 N. Fairway Drive</b>	<b>13201 Arrington Road</b>	<b>P.O. Box 1267</b>	<b>PO Box 397</b>
<b>RFP OPENING DATE:</b>	<b>Vernon Hills, Illinois 60061</b>	<b>Grandview, MO 64030-2886</b>	<b>Galesburg, IL 61402</b>	<b>Timnath, CO 80547</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>888-271-8305</b>		<b>800-447-8192</b>	<b>800-315-2212</b>
<b>RFP #:</b>	<b>888-280-6110</b>		<b>800-621-8293</b>	<b>866-254-5786</b>
<b>10-052-SN</b>				
<b>Discount Offered</b>	15%	5%	20%	15%
<b>Catalog Name</b>	Classroom Products Warehouse February 2009	US Toy/Constructive Playthings	Blick Art Materials	Educator's Outlet
<b>Did not meet intent of bid</b>	***	***	***	***
<b>Exclusions from bid</b>	Requested Expedited shipping will be at actual charges-ground shipping free. Texas Instrument and Casio Calculators and products are excluded from discount-Free shipping still applies.	All items marked with * F.O.B. Factory are excluded from discount and free freight. There will be free freight on orders over \$300 or more of U.P.S. size items(these are all items not marked with a + that denotes a truck shipped item.) There will be free freight on orders of \$650 or more if there is one or more items marked + that denotes truck shipped items. No phone orders accepted. Minimum order amount \$25.00. All other sale flyers and offers are excluded.	Sale Catalogs (all items number prefixes besides A,B,C,Z) and all internet specials are not eligible for this offer. Quantity pricing is not discountable. Your order will receive the better of the discounted base price or the quantity price for which you are eligible based on your order quantity. Free shipping on orders over \$50. Free shipping does not apply to 50# modeling materials, paper rolls, foam board, linoleum rolls, the 999 or Master Etch presses or other products so noted in the catalog. Additional charges will apply to lower your order to the ground (lift gate) or to locate it just inside the door (inside delivery). This discount will expire on December 31, 2010. Please contact to renew your discount on or before the date.	Express or special instruction shipments are exclusions from f.o.b. Exclusions from proposal-calculators
<b>Reference Number</b>		BID #8302FT300/650	QD20000	B11025
<b>Total Points:</b>	***	***	***	***

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>EAI Education</b>	<b>Ernie Morris Enterprises, Inc.</b>	<b>ETA/Cuisenaire</b>	<b>Hammond &amp; Stephens</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>PO Box 7046</b>	<b>232 N. Main Street</b>	<b>500 Greenview Court</b>	<b>PO Box 629</b>
<b>RFP OPENING DATE:</b>	<b>Oakland, NJ 07436</b>	<b>Busnell, FL 33513</b>	<b>Vernon Hills, IL 60061</b>	<b>Fremont, NE 68026</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-770-8010</b>	<b>352-793-2745</b>	<b>800-445-5985 x5177</b>	<b>800-228-9875</b>
<b>RFP #:</b>	<b>201-891-5689</b>	<b>352-793-2778</b>	<b>888-333-9588</b>	<b>800-633-0630</b>
<b>10-052-SN</b>				
<b>Discount Offered</b>	15%	22%	20%	5%
<b>Catalog Name</b>	EAI Education Math EAI Education Literacy	Ernie Morris School Supplies	Math, Reading, and Science catalogs	Planning & Student Development School Specialty
<b>Did not meet intent of bid</b>	***	***	***	***
<b>Exclusions from bid</b>	Shipping on order over \$100 is free, under \$100 add \$7.00 shipping. Actual shipping charges do apply to calculators, storage products, oversize and drop shipped items from factory. Discount no included on calculators and peripherals, CBLs, CBRs, probes, Navigator Systems, Software, Stopwatches/Timers, or Overhead Projectors (order these items at catalog price.) No additional discounts will be taken off items offered on sale.	N/A	Discounted order less than \$50 are excluded from f.o.b. Item numbers with the letter P in the third position of the item number are excluded from the discount.	Discount is on in-stock warehouse items only, not customs
<b>Reference Number</b>	BID# RFP# 10-052-SN	10-052-SN		RFP 10-052-SN
<b>Total Points:</b>	***	***	***	***

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Highsmith, a Division of Lab Safety Supply, Inc.</b>	<b>Innovative Learning Concepts, Inc</b>	<b>Kaplan Early Learning Company</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>PO Box 5210</b>	<b>6760 Corporate Drive</b>	<b>1310 Lewille-Clemmons Rd.</b>
<b>RFP OPENING DATE:</b>	<b>Janesville, WI 53547-5210</b>	<b>Colorado Spring, CO 80919</b>	<b>Lewisville, NC 27023</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-543-2180</b>	<b>800-888-9191</b>	<b>800-334-2014</b>
<b>RFP #:</b>	<b>800-350-6236</b>	<b>719-593-2446</b>	<b>336-712-2243</b>
<b>10-052-SN</b>			
<b>Discount Offered</b>	8%	0%	15%
<b>Catalog Name</b>	Highsmith/Upstart/Furniture, Equipment, Supplies	TouchMath	Kaplan Early Childhood and Kaplan K-5
<b>Did not meet intent of bid</b>	***	***	***
<b>Exclusions from bid</b>	<p>Not valid with library sparks magazine, Express or Learning Wells Brands, 3M and checkpoint security products, sale catalogs, orders already in progress, or in conjunctions with other bids. Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to your invoice. Minimum order \$25.00. Discount period 2010.</p>	<p>Any order under \$100 is \$10 shipping and handling. Any order over \$100 is 10% shipping and handling. Any order over \$10,000 is free shipping and handling if shipping to one location.</p>	<p>minimum order of \$100 or more. Discount will be applied to the most current pricing available when order is placed. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacing or services of playground, lofts, computers and accessories, assessment and screening materials, "All About ECERS-R", "All About ITERS-R", Tot Tree (#96616) and Minotaur School Activity Bus, Playground Items on pgs 182-183 in the Infant Toddler Catalogs. Next day air, 2nd day air and K-Truck Delivery services are excluded from our free freight offer.</p>
<b>Reference Number</b>	52849		C# 191
<b>Total Points:</b>	***	***	***

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Learning Services</b>	<b>The Learning Station</b>	<b>Nasco</b>	<b>Nienhuis Montessori</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>PO Box 10636</b>	<b>10425 U.S. Hwy 19</b>	<b>901 Janesville Ave.</b>	<b>140 East Dana Street</b>
<b>RFP OPENING DATE:</b>	<b>Eugene, OR 97440</b>	<b>Port Richey, FL 34668</b>	<b>Fort Atkinson, WI 53538</b>	<b>Mountain View, CA 94041</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-877-9378</b>	<b>800-833-1073</b>	<b>800-558-9595</b>	<b>800-942-8697</b>
<b>RFP #:</b>	<b>800-815-5154</b>	<b>727-868-8129</b>	<b>920-563-8296</b>	<b>850-964-8162</b>
<b>10-052-SN</b>				
<b>Discount Offered</b>	3-10%	20%	10-20%	10%
<b>Catalog Name</b>	Learning Services	The Learning Station	Science, Math, Arts/Crafts, Family Consumer Science, Early Learning, PE	Premium Montessori materials 2009/10
<b>Did not meet intent of bid</b>	***		***	***
<b>Exclusions from bid</b>	Free Shipping and handling for all of your software orders over \$150. All other items will be charged actual shipping. 10% off catalog prices for software and 3% off catalog prices for the balance of the catalog.	None	\$50 minimum order. F.O.B. except for Clay, plaster, modeling material totaling 50 lbs or more, paper and Kraft rolls, linoleum rolls, furniture and equipment live material and chemicals and items with "Z" prefix or truck logo. These items are shipped F.O.B. shipping point. Ready-or-Not Tot and accessories, To-Sew, and Haan Craft kits are not discounted. Exnopus frogs and live material coupon cards are not discounted. Discounts are off unit price not quantity price. if the quantity price is lower than the discounted unit price, you receive the lower quantity price. Truck shipments are dock delivery, catalogs are mailed annually.	None
<b>Reference Number</b>	FL-10-052-SN		45929	
<b>Total Points:</b>	***	<b>65.80</b>	***	***

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Oriental Trading Company</b>	<b>Paxton Patterson</b>	<b>Pitsco</b>	<b>Positive Promotions</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>4206 S 108 Street</b>	<b>7523 S. Sayre Ave.</b>	<b>PO Box 1708, 913 E. Jefferson</b>	<b>15 Gilpin Ave</b>
<b>RFP OPENING DATE:</b>	<b>Omaha, NE 68137</b>	<b>Chicago, Illinios 60638</b>	<b>Pittsburg, KS 66762</b>	<b>Hauppouge, NY 11788</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-228-0038</b>	<b>800-323-8484</b>	<b>800-835-0686</b>	<b>631-486-2279</b>
<b>RFP #:</b>	<b>800-869-2351</b>	<b>708-594-1907</b>	<b>800-533-8104</b>	<b>877-258-1226</b>
<b>10-052-SN</b>				
<b>Discount Offered</b>	10%	3%	0%	5%
<b>Catalog Name</b>	Main, Craft, Hands on Fun	Annual catalog	Pitsco Education Pitsco Drafting & Supplies	Achievement, Create a Positiv
<b>Did not meet intent of bid</b>	***	***	***	***
<b>Exclusions from bid</b>	Free standard delivery orders over \$60. F.O.B. designation charges prepaid and added to invoice. No discount for express delivery. Oriental Trading Main Catalog prices good through 3/30/10. Hands on Fun will expire 1/30/10, Sensational Crafts expires 1/30/10. Pricing honored for 3 months on all seasonal or specialty catalogs.	All orders under \$100, please add a \$10 shipping charge. All shipments \$100 and over, shipping is free.	Hazardous material charge of \$30 may apply to items marked in the catalog as such. Quantity specification will apply. Shipping Charges apply to all orders (list on file)	Free standard shipping. Express and rush charges are available in catalog and website. Discount may not be applied or combined with any other discount or offer.
<b>Reference Number</b>	608049	C729406	BTH-910-07-101231H	RFP 10-52-SN
<b>Total Points:</b>	***	***	***	***



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Pyramid School Products</b>	<b>S&amp;S Worldwide</b>	<b>Seat Sack</b>	<b>School Specialty</b>	<b>Science Kit, LLC</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>6510 North 54th Street</b>	<b>75 Mill Street</b>	<b>PO Box 9732</b>	<b>W6316 Design Drive</b>	<b>777 East Park Drive</b>
<b>RFP OPENING DATE:</b>	<b>Tampa, FL 33610-1908</b>	<b>Colchester, CT 06415</b>	<b>Naples, FL 34101</b>	<b>Greenville, WI 54942</b>	<b>PO Box 5003</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-792-2644</b>	<b>800-243-9232</b>	<b>239-596-2200</b>	<b>888-388-3224</b>	<b>Tonawanda, NY 14151</b>
<b>RFP #:</b>	<b>813-621-7688</b>	<b>800-432-2843</b>	<b>239-571-0622</b>	<b>800-675-1775</b>	<b>800-828-7777</b>
<b>10-052-SN</b>					<b>800-828-3299</b>
<b>Discount Offered</b>	10%	12%	40%	4% off Educator's Net Price	14%
<b>Catalog Name</b>	Full line catalog	S&S Education	Seat Sack	School Specialty	Science Kit
<b>Did not meet intent of bid</b>		***	***		***
<b>Exclusions from bid</b>	exclusions from f.o.b-all furniture and equipment. Prices are net for all furniture and equipment.	Items labeled f.o.b. drop ship in catalog will be charged shipping prepaid and added to invoice. Discount does not apply to sale flyers or special promotions. Installation not included.	20% off Lock-r-Sack, Lock-n-Sack and Hand-e-Sack		Live, preserved, telescopes, any special orders, vernier probe ware, Kodak cameras, Pasco items, publisher kids and their replacement parts are excluded from this discount. Science Kit will absorb all shipping charges, with the exception of live materials, hazardous materials items required to ship via motor freight, and items requested for overnight or two-day delivery on orders over \$50.
<b>Reference Number</b>	10-052 (PASCO SB)	10-052-SN			SE91630
<b>Total Points:</b>	<b>133.67</b>	***	***	<b>94.70</b>	***

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	<b>Valiant IMC</b>	<b>Vernier Software</b>	<b>tion, LLC d.b.a. Ward's Na</b>	<b>Wood, etc. Corp.</b>	<b>WRS Group, Ltd.</b>
<b>Classroom Supplies - "Catalog Discount"</b>	<b>55 Ruta Court</b>	<b>13979 SW Millikan Way</b>	<b>5100 West Henrietta Road</b>	<b>131 Yorktown</b>	<b>PO Box 21207</b>
<b>RFP OPENING DATE:</b>	<b>Hackensack, NJ 07</b>	<b>Beaverton, OR 97005-2886</b>	<b>PO Box 92912</b>	<b>Dalla, TX 75208</b>	<b>Waco, TX 76702</b>
<b>October 28, 2009 @ 2:30 p.m.</b>	<b>800-631-0867</b>	<b>503-277-2299</b>	<b>Rochester, NY 14692-9012</b>	<b>214-747-1310</b>	<b>800-299-3366</b>
<b>RFP #:</b>	<b>800-557-2637</b>	<b>503-277-2440</b>	<b>800-962-2660</b>	<b>214-747-1317</b>	<b>888-977-7653</b>
<b>10-052-SN</b>			<b>877-247-0176</b>		
<b>Discount Offered</b>	5%	0%	10%	20%	12%
<b>Catalog Name</b>	Valiant IMC	Vernier Software	Ward's Natural Science	Early Learning Furniture	Health Edco
<b>Did not meet intent of bid</b>	***	***	***	***	***
<b>Exclusions from bid</b>	Minimum order for free shipping \$100.	Quaintly Discounts may apply. Please contact us for price quotes.	10% Discount (except Vernier LabPro, Probes and Sensors, Pasco PasPort, Probes and Sensors and Kodak Digital Products). Free Shipping on orders over \$100 or more (except living/perishable material, hazardous material and motor freight shipments).	None	Does not apply to HealthEdco Curriculum Item C70001-C70008
<b>Reference Number</b>				10-052-SN	
<b>Total Points:</b>	***	***	***	***	***