

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, CPPO, 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

November 1, 2011

#### **MEMORANDUM**

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent

RE: Third Year Renewal of Three-Year Contract

#10-052-SN Classroom Supplies Catalog Discount

Ace Educational Supplies, Becker's School Supplies, Classic School Supply,

The Learning Station, Pyramid School Products, and School Specialty

On December 15, 2009, official action (attached) was taken to award RFP 10-052-SN to the above-referenced vendors. This is a three-year bid renewable annually at the mutual agreement of the parties. The second year of the agreement will expire on December 31, 2011.

Considering the services have been satisfactory, the vendors were contacted to determine their willingness to enter into the third year of this contract under the existing terms and conditions. As such, Ace Educational Supplies, Becker's School Supplies, Classic School Supply, The Learning Station, Pyramid School Products, and School Specialty have agreed in writing to enter into the third year of the contract.

At this time, it is my recommendation to enter into the third year of the contract. The third year of the contract will cover the period of January 1, 2012 through December 31, 2012.

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

KDG/plh

Attachments

Date/Time: October 26, 2011 08:52:00



20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/ 794-2221 Fax: 813/ 794-2111 727/ 774-2221 TDD: 813/ 794-2484

352/ 524-2221 e-n

e-mail: kgoodman@pasco.k12.fl.us

September 28, 2011

RFP RENEWAL REQUEST TITLE: <u>Classroom Supplies</u> RFP #: 10-052-SN

|           | Yes, I agree to renew <u>RFP #10-052-SN</u> for <u>Classroom Supplies</u> for the third year under the same terms and conditions as the existing contract. The third year of the contract period will begin <u>January 1, 2012</u> and expire <u>December 31, 2012</u> .  No, I do not agree to renew RFP 10-052-SN. |
|-----------|--|
| COMPANY   |  |
| SIGNATURI | E: Ruhand Ludwig   |
| PRINTED N | AME/TITLE: Richard Ludwig DATE:  |
|           | E W/AREA CODE: _800-432-0213   |

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: http://laws.firules.org/files/Ch 2005-028.pdf. This law became effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this renewal request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE RETURN TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2489 (PHONE)

(813) 794-2111 (FAX)



20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2221 727/ 774-2221 Fax: 813/794-2111 TDD: 813/794-2484

352/ 524-2221

e-mail: kgoodman@pasco.k12.fl.us

September 28, 2011

RFP RENEWAL REQUEST TITLE: Classroom Supplies

|           | RFP #  | : <u>10-052-SN</u>                             |                                |
|-----------|--|--|--------------------------------|
|           | Yes, I agree to renew RFP #10-052-the same terms and conditions as the period will begin January 1, 2012 at No, I do not agree to renew RFP 10-0 | existing contract.<br>nd expire <b>Decembe</b> | The third year of the contract |
| COMPAN    | Y NAME: Beckers School Sup   | oplies /                                       |                                |
| SIGNATUF  | RE: Kutallo  | Sahn   |                                |
| PRINTED 1 | NAME/TITLE: Kurt W. Becker   | DATE <u>:</u>                                  | 9/29/11                        |
|           | NE W/AREA CODE: 800-523-1490<br>becker@cjbinc.com  | FAX W/ARE                                      | A CODE: <u>856-792</u> -4500   |

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link:

http://laws.firules.org/files/Ch 2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this renewal request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

> PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Patty Hall PURCHASING DEPARTMENT 20430 GATOR LANE LAND O' LAKES, FL 34638 (813) 794-2489 (PHONE) (813) 794-2111 (FAX)



20430 Gator Lane \* Land O' Lakes, Florida 34638 \* 813/794-2221

Heather Florentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/ 794-2221 727/ 774-2221 Fax: 813/794-2111 TDD: 813/794-2484

352/ 524-2221

e-mail: kgoodman@pasco.k12.fl.us

September 28, 2011

RFP RENEWAL REQUEST TITLE: <u>Classroom Supplies</u> RFP #: 10-052-SN

Yes, I agree to renew <u>RFP #10-052-SN</u> for <u>Classroom Supplies</u> for the third year under the same terms and conditions as the existing contract. The third year of the contract period will begin <u>January 1, 2012</u> and expire <u>December 31, 2012</u>.

No, I do not agree to renew RFP 10-052-SN.

| No, I do not agree to renew RFP 10-052-SN.                                      |
|---|
| COMPANY NAME: / Classic School Supply   |
| SIGNATURE: Maure Wich   |
| PRINTED NAME/TITLE: Larry Shewan DATE: 10/17/2011                               |
| TELEPHONE W/AREA CODE: <u>888-885-2488</u> FAX W/AREA CODE: <u>888-434-0083</u> |
| Email: lshewan@classicschoolsupply.com  |

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link; <a href="http://laws.flrules.org/files/Ch\_2005-028.pdf">http://laws.flrules.org/files/Ch\_2005-028.pdf</a>. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Patty Hall PURCHASING DEPARTMENT 20430 GATOR LANE LAND O' LAKES, FL 34638 (813) 794-2489 (PHONE) (813) 794-2111 (FAX)

District Wide Accreditation . Southern Association of Colleges and Schools



20-13b Gator Line • Land O' Lakes, Florida 3 /638 • 813/ 794-2221

Heacher Euremano, Semerimondone

|                     | * 10.15 72            | e gradiente refacientament   |   | www.pasco-k12 fl.us  |
|---------------------|-----------------------|--|---|--|
| Kendra G<br>813/794 | 221 TDD: 813/79       | 1-2111   |   | r-directional annual and the symbol and remains a secure of security and the security and t |
| Septemb             | er 28, 2011           |  |   |  |
|                     |                       | RFP RENEWA<br>TITLE; <u>Classr</u><br>RFP #: <u>10</u>   | om Supplies                                 |  |
|                     | period will b         | to renew <u>RFP #10-052-SN</u> to<br>us and conditions as the exis<br>egin <u>January 1, 2012</u> and ex<br>agree to renew RFP 10-052- | ting contract. The this pire December 31, 2 | ret serve ext the eventure   |
| COMPA               | NY NAME:              | The Learning Station   |   |  |
| SIGNAT              | IRE: nancy            | Nancy Reitano  |   | 74-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1   |
| PRINTE              | NAME/TITLE:           | Nancy Reitano  | DATE: 9/30/11                               |  |
| PELEPH              |                       | DDE: 800-833-1073 FAX  |   |  |
| ontact witl         | students, or (3) have | CCCSS to or control of solved front  | of the the school when si                   | Limstord Act". Vendors conducting udents are present, or (2) have directinted by Human Resources. If any offerned by the District's Human  |

of Resources Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact (81 ) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: http://laws.frules.org/files/Ch\_2005-028.pdf. This law is effective September 1, 2005

The prospective bidder certifies, by submission and signature of this renewal request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

> PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY ATTENTION: Patty Hall PURCHASING DEPARTMENT 20430 GATOR LANE LAND OTLAKES, FL 34638 (813) 794-2489 (PHONE) (813) 794|2111 (FAX)

> > District Wide Accreditation . Southern Association of Colleges and Schools



20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Florentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/ 794-2221

Fax: 813/794-2111

727/ 774-2221

TDD: 613/794-2484

352/ 524-2221

e-mail; kgoodman@pasco.k12.fl us

September 28, 2011

RFP RENEWAL REQUEST TITLE: Classroom Supplies RFP #: 10-052-SN

| N |  |
|---|--|
|   |  |

Yes, I agree to renew <u>RFP #10-052-SN</u> for <u>Classroom Supplies</u> for the third year under the same terms and conditions as the existing contract. The third year of the contract period will begin <u>January 1, 2012</u> and expire <u>December 31, 2012</u>.

No, I do not agree to renew RFP 10-052-SN.

| COMPANY NAME: _   | Pyramid School Pro        | ducts      |                          | l School Products<br>North 54th Street |
|-------------------|---------------------------|------------|--------------------------|--|
| SIGNATURE:        | Jawwe Ce. A               | 1 Des      |                          | lorida 33610-1908                      |
| PRINTED NAME/TITL | E: Lawrence Miller        | DATE:      | 10/10/11                 |  |
| TELEPHONE W/AREA  | CODE: <u>813-621-6446</u> | FAX W/AREA | A CODE: <u>813-621-7</u> | 688                                    |

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: <a href="http://laws.firules.ore/files/Ch\_2005-028.pdf">http://laws.firules.ore/files/Ch\_2005-028.pdf</a>. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this renewal request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

District Wide Accreditation . Southern Association of Colleges and Schools

PLEASE FAX BACK TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2489 (PHONE)
(813) 794-2111 (FAX)



20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12,fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/ 794-2221 727/ 774-2221 Fax: 813/794-2111 TDD: 813/794-2484

352/524-2221

e-mail: kgcodman@pasco.k12.fl.us

September 28, 2011

RFP RENEWAL REQUEST TITLE: <u>Classroom Supplies</u> RFP #: <u>10-052-SN</u>

| 1 |  |
|---|--|
|   |  |

Ves, I agree to renew <u>RFP #10-052-SN</u> for <u>Classroom Supplies</u> for the third year under the same terms and conditions as the existing contract. The third year of the contract period will begin <u>January 1, 2012</u> and expire <u>December 31, 2012</u>.

No. I do not agree to renew RFP 10-052-SN.

| COMPANY NAME: _   | School Specialty                                |           |                     |                    |  |
|-------------------|---|-----------|---------------------|--------------------|--|
| SIGNATURE:        | Say My  |           |                     |                    |  |
| PRINTED NAME/TITI | E: oe Gooden                                    | DATE:_    | 9/30/               | 2011               |  |
| TELEPHONE W/AREA  | A CODE: <u>888-388-3224</u><br>oolspecialty.com | FAX W/ARE | A CODE: <u>80</u> 0 | D <u>-675-1755</u> |  |

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: <a href="http://laws.flrules.org/files/Ch. 2005-028.pdf">http://laws.flrules.org/files/Ch. 2005-028.pdf</a>. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this renewal request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2489 (PHONE)
(813) 794-2111 (FAX)

District Wide Accreditation . Southern Association of Colleges and Schools

# District School Board of Pasco County Bid Recommendation

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

#### 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:

sada yéste in s

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.

District School Board of Pasco County

NOV 16 2010

Board Approved

District School Board of Pasco County

DEC 15 2009

Board Approved

## District School Board of Pasco County Bid Recommendation

RFP # 10-052-SN Page 2

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

Oletriat School Board of Paggo County

NOV 16 2010

Board Approved

District School Board of Pasco County

IDEC 15 2009

Roard Aspented

| RFP TITLE:                              | Abrams Learning Trends  | Ace Educational Supplies Beckers School Supplies Classic School Supply   |
|---|---|--|
| Classroom Supplies - "Catalog Discount" | P O Box 10025   | 5596 South University Drive 1500 Meliose Highway PO Box 178  |
| RFP OPENING DATE:                       | Waterbury, CCT 06725  | Davie: BL 33328 Pennsauken: NJ 08110-1410 Waynesboro, WA 22980   |
| October 28, 2009 @ 2:30 p.m.            | 800-227-9120  | 800;432;0203   |
| RFP#:                                   | 800-737-3322  | 800-865-5564 856:792:9292  |
| 10-052-SN                               | •   |  |
| Discount Offered                        | 0%  | 118% 30%.  |
| Catalog Name                            | Abrams Learning Trends<br>January 2009  | Ace Educational Supplies (Becker's Elementary & Early Childhood)  2009  2010   |
| Did not meet intent of bid              | ***   |  |
| Exclusions from bid                     | clusions from bid  whichever is greater.  Discounts are reflected in catalog. | Treestretanion orders lover with a red check mark are excluded. In infinite land, equipment in left single ale in the free delivery. Freight will infinite land, excluded from h C. Bland.   |
|   |   | shipping symbols.  a "P" Symbol are excitted:  a "P" Symbo |
| Reference Number                        |   |  |
|   |   |  |
| Total Points:                           | 安大安   | 78.33  |

| RFP TITLE:                              | Classroom Products Warehouse   | US Toy d.b.a Construction Playthings  | Dick Blick   | Educator's Outlet         |
|---|--|---|--|---------------------------|
| Classroom Supplies - "Catalog Discount" | 225 N. Fairway Drive   | 13201 Arrington Road  | P.O. Box 1267  | PO Box 397                |
| RFP OPENING DATE:                       | Vernon Hills, Illinois 60061   | Grandview, MO 64030-2886  | Galesburg, IL 61402  | Timnath, CO 80547         |
| October 28, 2009 @ 2:30 p.m.            | 888-271-8305   |   | 800-447-8192   | 800-315-2212              |
| RFP #:                                  | , 888-280-6110   |   | 800-621-8293   | 866-254-5786              |
| 10-052-SN                               |  |   |  |                           |
| Discount Offered                        | 15%  | 5%  | 20%  | 15%                       |
| Catalog Name                            | Classroom Products Warehouse<br>February 2009  | US Toy/Constructive Playthings  | Blick Art Materials  | Educator's Outlet         |
| Did not meet intent of bid              | ***  | ***   | ***  | ***                       |
| Exclusions from bid                     | 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. | from proposal-calculators |
| Reference Number                        |  | BID #8302FT300/650  | QD20000  | B11025                    |
| Weret ente i Jaminet                    |  |   |  |                           |
|   | ***  | <b>大</b> 央六   | ***  | ***                       |

|  | 70.17.70.1  | Ernie Morris Enterprises, Inc. | ETA/Cuisenaire   | Hammond & Stephens  |         |
|--|---|--------------------------------|--|---|---------|
| RFP TITLE:   | EAI Education   | 232 N. Main Street             | 500 Greenview Court  | PO Box 629  |         |
| Classroom Supplies - "Catalog Discount"            | PO Box 7046   | Busnell, FL 33513              | Vernon Hills, IL 60061   | Fremont, NE 68026   |         |
| RFP OPENING DATE:                                  | Oakland, NJ 07436   | 352-793-2745                   | 800-445-5985 x5177   | 800-228-9875  |         |
| October 28, 2009 @ 2:30 p.m.                       | 800-770-8010  | 352-793-2778                   | 888-333-9588   | 800-633-0630  |         |
| RFP#:  | 201-891-5689  | 332-193-4118                   | 000-000-   |   |         |
| 10-052-SN  | 15%   | 22%                            | 20%  | 5%  |         |
| Discount Offered                                   | 1370  |                                |  |   |         |
| Catalog Name                                       | EAI Education Math BAI Education Literacy   | Ernie Morris School Supplies   | Math, Reading, and Science catalogs  | Planning & Student Development School Specialty           |         |
| Did not meet intent of bid                         | ***   | *4*                            | ***  | ***   | i       |
| Exclusions from bid  Of Pasco County  NOV 1 6 2010 | 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 | 7       |
| Reference Number                                   | BID# RFP# 10-052-SN   | 10-052-SN                      |  | RFP 10-052-SN   | ]       |
| Reist ence lyumber                                 |   |                                |  |   | T-turk- |
| Total Points:                                      | 大方文   | ***                            | ***  | ***   | j       |

| TO STATE CHARGE AZ.                                | Highsmith, a Division of Lab Safety Supply, Inc.   | Innovative Learning Concepts, Inc  | Kaplan Early Learning Company  |  |
|--|--|--|--|--|
| RFP TITLE: Classroom Supplies - "Catalog Discount" | PO Box 5210  | Company of the compan |  |  |
| RFP OPENING DATE:                                  | Janesville, WI 53547-5210  | Colorado Spring, CO 80919  | 1310 Lewiville-Clemmons Rd.  Lewisville, NC 27023  |  |
| October 28, 2009 @ 2:30 p.m.                       | 800-543-2180   | 800-888-9191   | 800-334-2014   |  |
| RFP #:   | 800-350-6236   | 719-593-2446   | 336-712-2243   |  |
| 10-052-SN  | 000-000-020-0  |  |  |  |
| 10-032-311   |  |  |  |  |
| Discount Offered                                   | 8%   | 0%   | Kaplan Barly Childhood and Kaplan 5  |  |
| Catalog Name                                       | Highsmith/Upstart/Furniture, Equipment, Supplies   | TouchMath  |  |  |
| Did not meet intent of bid                         | ***  | ***  | ***  |  |
| Exclusions from bid                                | 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. | handling. Any order over \$10,000 is free shipping and handling if   | minimum order of \$100 or more.  Discount will be applied to the most current pricing available when order in 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", Tree (#96616) and Minotaur School |  |
| District School Board of Pasco County              | of del 325.00.558codin period 2010.  |  | Activity Bus, Playground Items on posterior 182-183 in the Infant Toddler Catalogs. Next day air, 2nd day air at K-Truck Delivery services are excluded from our free freight offer  |  |
|  |  |  |  |  |
| Reference Number                                   | 52849  |  | C# 191   |  |
|  |  |  | ***  |  |
| Total Points:                                      | ***  | ***  | 1  |  |

| Cotal Points:  | ***   | 65.80  | ***  | ***                                     |  |
|--|---|--|--|---|--|
| ceterence Number   | <b>た-10-03で-214</b>   |  | **************************************   |   |  |
| Exclusions from bid  Oistrict School Book County  Reference Number | 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.  FL-10-052-SN |  | \$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 quaintly price. if the quaintly price is lower than the discounted unit price, you receive the lower quantity price. Truck shipments are dock delivery, catalogs are mailed annually. | None                                    |  |
| Did not meet intent of bid   | ***   |  | ***  | , 4.4.4                                 |  |
| Catalog Name   | Learning Services   | The Learning Station                                       | Science, Math,<br>Arts/Crafts, Family<br>Consumer Science, Early<br>Learning, PE   | Premium Montessori<br>materials 2009/10 |  |
| Discount Offered   | 3-10%   | теления в просторы при | 10-20%   | 10%                                     |  |
| 0-052-SN   |   |  |  |   |  |
| FP #:  | 800-815-5154  | 727-868-8129   | 920-563-8296   | 850-964-8162                            |  |
| FP OPENING DATE:<br>ectober 28, 2009 @ 2:30 p.m.                   | 800-877-9378  | 800-833-1073   | 800-558-9595   | 800-942-8697                            |  |
| lassroom Supplies - "Catalog Discount"                             | Eugene, OR 97440  | Port Richey FIL 34668                                      |  | Mountain View, CA 94041                 |  |
| iaceraam Siinniies - "t aiainu (discoult                           | PO Box 10636  | 10425 U.S. Hwy 19  | 901 Janesville Ave.  | 140 East Dana Street                    |  |

Davorday areo

| RFP TITLE:   | Oriental Trading Company   | Paxton Patterson  | Pitsco   | Positive Promotions   |
|--|--|---|--|---|
| Classroom Supplies - "Catalog Discount"  | 4206 S 108 Street  | 7523 S. Sayre Ave.  | PO Box 1708, 913 E. Jefferson  | 15 Gilpin Ave   |
| RFP OPENING DATE:  | Omaha, NE 68137  | Chicago, Illinios 60638   | Pittsburg, KS 66762  | Hauppouge, NY 11788   |
| October 28, 2009 @ 2:30 p.m.   | 800-228-0038   | 800-323-8484  | 800-835-0686   | 631-486-2279  |
| RFP#:  | 800-869-2351   | 708-594-1907  | 800-533-8104   | 877-258-1226  |
| 10-052-SN  |  |   |  |   |
| Discount Offered   | 10%  | 3%  | . 0%   | 5%  |
| Catalog Name   | Main, Craft, Hands on Fun  | Annual catalog  | Pitsco Education Pitsco Drafting & Supplies  | Achievement, Create a Posit   |
| Did not meet intent of bid   | ***  | ***   | ***  | ***   |
| Exclusions from bid  | 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,<br>please add a \$10 shipping<br>charge. All shipments \$100<br>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) | Express and rush charges ar available in catalog and website. Discount may not be applied or combined with any other discount or offer. |
| Reference Number   | 608049   | C729406   | BTH-910-07-101231H   | RFP 10-52-SN  |
| AND CONTRACTOR OF THE PROPERTY |  |   |  |   |
| Total Points:  | ***  | ***   | ***  | ***   |

| RFP TITLE:   | Pyramid School Products   | S&S Worldwide   | Seat Sack   | School Specialty                  | Science Kit, LLC  |
|--|---|---|---|-----------------------------------|---|
| Classroom Supplies - "Catalog Discount"                                  | 6510 North 54th Street  | 75 Mill Street  | PO Box 9732   | W63l6 Design Drive                | 777 East Park Drive   |
| RFP OPENING DATE:  | Tampa, FL 33610,1908  | Colchester, CT 06415  | Naples, FL 34101                                    | Greenville, WL54942               | PO Box 5003   |
| October 28, 2009 @ 2:30 p.m.   | 800-792-2644  | 800-243-9232  | 239-596-2200  | 888-388-37/24                     | Tonawanda, NY 14151   |
| RFP #:   | 813-627-7688  | 800-432-2843  | 239-571-0622  | 800/67/5/177/5                    | 800-828-7777  |
| 10-052-SN  |   |   |   |                                   | 800-828-3299  |
| Discount Offered   | 10%   | 12%   | 40%   | 4% off Educator's Net Price       | 14%   |
| Catalog Name   | Full ine catalog  | S&S Education   | Seat Sack   | School Specialty                  | Science Kit   |
| Did not meet intent of bid   |   | ***   | ***   |                                   | ***   |
| Exclusions from bid  Oletrict School Board  NOV 1 6 2010  Scard Approved | exclusions from Fo.b-all firmiture 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<br>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. |
| Reference Number   | 10-052 (BASCO(SB)   | 10-052-SN   |   |                                   | 3.030   |
|  |   | ***   | ***   | 94.70                             | ***   |
| Total Points:  | (133,67)  | ***   | 1   | 图用和图像图图图图图图图 2016 A D 共享完全主要的图图图图 | <u> </u>  |

|  |  |   | •   |                          |  |
|--|--|---|---|--------------------------|--|
| RFP TITLE:   | · Valiant IMC                          | Vernier Software  | tion, LLC d.b.a. Ward's Na  |                          | WRS Group, Ltd.  |
| Classroom Supplies - "Catalog Discount"                                  | 55 Ruta Court                          | 13979 SW Millikan Way   | 5100 West Henrietta Road  | 131 Yorktown             | PO Box 21207   |
| RFP OPENING DATE:  |  | Beaverton, OR 97005-2886  |   | Dalla, TX 75208          | Waco, TX 76702   |
| October 28, 2009 @ 2:30 p.m.   | 800-631-0867                           | 503-277-2299  | Rochester, NY 14692-9012  | 214-747-1310             | 800-299-3366   |
| RFP #:   | 800-557-2637                           | 503-277-2440  | 800-962-2660  | 214-747-1317             | 888-977-7653   |
| 10-052-SN  |  |   | 877-247-0176  |                          |  |
| Discount Offered   | 5%                                     | 0%  | 10%   | 20%                      | 12%  |
| Catalog Name   | Valiant IMC                            | Vernier Software  | Ward's Natural Science  | Early Learning Furniture | Health Edco  |
| Did not meet intent of bid   | ***                                    | ***   | ***   | ***                      | ***  |
| District School Beard of Pasco County  Exclusions from bid  DEC 1 5 2009 | Minimum order for free shipping \$100, | Quaintly Discounts may<br>apply. Please contact us for<br>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<br>HealthEdco Curriculum Item<br>C70001-C70008 |
| Reference Number   |  |   |   | 10-052-SN                |  |
| Total Points:  | · ***                                  | ***   | ***   | ***                      | ***  |
| TANKA T AIRIGH   | 1                                      |   | į.  |                          | 1  |

Board Approved