



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing

Michael J. Woodall, CPPO, Purchasing Agent

813/794-2221 Fax: 813/794-2111

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

352/524-2221 email: mwoodall@pasco.k12.fl.us

November 5, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Third Year Renewal of Three-Year Contract
RFP #12-046-DM, Early Childhood Equipment & Supplies
Charles J. Becker & Bro., Inc. d/b/a Becker's School Supplies
Community Playthings
Constructive Playthings
Kaplan Early Learning Company
Lakeshore Learning Materials
Play with a Purpose
School Specialty, Inc.

On December 11, 2011 official action was taken to award the above-referenced RFP to the vendors noted. This is a three-year contract, renewable annually based upon mutual consent of the parties. The second year of the contract will expire on January 1, 2014.

Considering services have been satisfactory, the vendors were contacted to verify their willingness to enter into the third year of the contract. They have agreed in writing (attached), to enter into the third year of the contract. Additionally, Jordan Bryant, National Sales Manager, Constructive Playthings, has agreed in writing (attached), to enter into the third year of the contract with a catalog discount increase of 10%, giving the district an overall discount of 15%.

Therefore, at this time, it is my recommendation to enter into the third year of the contract with the above-referenced vendors. The third year of the contract will cover the period January 2, 2014 through January 1, 2015.

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

MJW/dr

Attachments

Date/Time: October 30, 2013 08:28:00

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BID RENEWAL REQUEST**BID #12-046-DM****BID TITLE: Early Childhood Equipment & Supplies**

✓

Yes, I agree to renew Bid #12-046-DM under the same terms and conditions as the existing bid. The third year period shall be from **January 2, 2014 through January 1, 2015.**

No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Charles J/Becker & Bro., Inc. d/b/a Becker's School SuppliesSIGNATURE: _____
*Kurt W. Becker*TYPED NAME AND TITLE: _____
*KURT W. BECKER*TELEPHONE (WITH AREA CODE): 800-523-1490FAX NUMBER (WITH AREA CODE): 856-792-4500E-MAIL: Kurt.Becker@cjbinc.comDATE: _____
10/18/2013

The prospective bidder certifies, by submission and signature of this bid 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 EMAIL BACK TO: dreaves@pasco.k12.fl.us

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Debra Reaves

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2219 (PHONE)

(813) 794-2111 (FAX)



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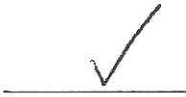
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BID RENEWAL REQUEST

BID #12-046-DM

BID TITLE: Early Childhood Equipment & Supplies



Yes, I agree to renew Bid #12-046-DM under the same terms and conditions as the existing bid. The third year period shall be from **January 2, 2014 through January 1, 2015.**

No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Constructive Playthings

SIGNATURE: Jordan Bryant

TYPED NAME AND TITLE: JORDAN BRYANT, NATIONAL SALES MGR.

TELEPHONE (WITH AREA CODE): 800-448-4115

FAX NUMBER (WITH AREA CODE): 816-761-8225

E-MAIL: bids@constructiveplaythings.com

DATE: 10/10/13

The prospective bidder certifies, by submission and signature of this bid 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).

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13201 Arrington Road
Grandview, MO 64030
800-841-6196 Ph
800-841-6202 Fx

October 10, 2013

District School Board of Pasco County
Purchasing Services
Michael J. Woodall, CPPO, Purchasing Agent
7227 Land O' Lakes Blvd.
Land O' Lakes, FL 34638

Re: Bid #12-046-DM
Early Childhood Equipment & Supplies

LESS 15% DISCOUNT

1. Discount of 15% from **CONSTRUCTIVE PLAYTHINGS CATALOG** in effect at the time of the order. Catalogs run from school year to school year, 2012-2013 school year catalogs will run until July 2013, at which time the 2013-2014 catalog will take effect and run until July 2014, etc. All items marked with the symbol * **F.O.B. Factory** are **excluded** from this discount.
2. **F.O.B. SHIPPING POINT:** There will be "free freight" on orders of \$200.00 or more of U.P.S. size items (these are all items **NOT** marked with a "t" that denotes a "truck shipped" item). There will be "free freight" on orders of \$550.00 or more if there is one or more items marked "t" that denotes truck shipment. The "t" mark is in the catalog following the price of the truck shipped items. All items marked with the symbol "*" **F.O.B., Factory** are **excluded** from this free freight offer.
3. Discount must be shown on the face of the order.
4. Order must be marked "**#8315JB**".
5. **Minimum order** amount \$25.00.
6. This discount is for the **Constructive Playthings Catalog** only; all other catalogs, **Sale Flyers**, and offers **are excluded**.



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BID RENEWAL REQUEST

BID #12-046-DM

BID TITLE: Early Childhood Equipment & Supplies

 X

Yes, I agree to renew Bid #12-046-DM under the same terms and conditions as the existing bid. The third year period shall be from **January 2, 2014 through January 1, 2015.**

****2014 prices will apply.****

 No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Community Playthings

SIGNATURE: Meghan Zimmerman

TYPED NAME AND TITLE: Meghan Zimmerman, Regional Sales Manager

TELEPHONE (WITH AREA CODE): 800-777-4244

FAX NUMBER (WITH AREA CODE): 800-336-5948

E-MAIL: sales@communityplaythings.com

DATE: October 10, 2013

The prospective bidder certifies, by submission and signature of this bid 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).

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BID RENEWAL REQUEST

BID #12-046-DM

BID TITLE: Early Childhood Equipment & Supplies

 X

Yes, I agree to renew Bid #12-046-DM under the same terms and conditions as the existing bid. The third year period shall be from January 2, 2014 through January 1, 2015.

 No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Kaplan Early Learning Company

SIGNATURE: Kate Shelton

TYPED NAME AND TITLE: Kate Shelton Bids/Contracts Mgr.

TELEPHONE (WITH AREA CODE): 800-334-2014

FAX NUMBER (WITH AREA CODE): 336-712-2243

E-MAIL: bids@kaplanco.com

DATE: 10/17/13

The prospective bidder certifies, by submission and signature of this bid 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).

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BID TITLE: Early Childhood Equipment & Supplies

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No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Lakeshore Learning Materials

SIGNATURE: 

TYPED NAME AND TITLE: Ashley Bicanek, Bid Coordinator

TELEPHONE (WITH AREA CODE): 800-421-5354

FAX NUMBER (WITH AREA CODE): 310-537-7990

E-MAIL: biddept@lakeshorelearning.com

DATE: 10/17/2013

The prospective bidder certifies, by submission and signature of this bid 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).

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BID RENEWAL REQUEST

BID #12-046-DM

BID TITLE: Early Childhood Equipment & Supplies

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No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: Play with a Purpose

SIGNATURE: JoAnn Nagel

TYPED NAME AND TITLE: JOANN NAGEL - SALES SUPPORT SPECIALIST

TELEPHONE (WITH AREA CODE): 888-330-1826

FAX NUMBER (WITH AREA CODE): 888-331-5860

E-MAIL: jenh@pwap.com

DATE: 10-23-13

The prospective bidder certifies, by submission and signature of this bid 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).

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BID #12-046-DM

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No, I do not agree to renew Bid #12-046-DM

COMPANY NAME: School Specialty, Inc.

SIGNATURE: _____

TYPED NAME AND TITLE: Scott Kurtzman, Assistant Secretary

TELEPHONE (WITH AREA CODE): 800-305-0174

FAX NUMBER (WITH AREA CODE): 800-818-5537

E-MAIL: doug.barnd@schoolspecialty.com

DATE: 10/16/13

The prospective bidder certifies, by submission and signature of this bid 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).

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District School Board of Pasco County

RFP Recommendation

RFP Title	Early Childhood Equipment and Supplies "As Needed"	Number of Vendors Notified	496
RFP Number	12-046-DM	Number of RFPs Distributed	66
Date Solicited	October 13, 2011	Number of Vendors Bidding	11
Date Opened	November 18, 2011	Number of Formal "No Bid" Responses	1
Date Board Presentation	December 20, 2011	Funding Source	*Various Funds
Total Savings	N/A	Grand Total of RFP	Estimated \$200,000

Recommendation:

Recommend acceptance of RFPs as noted on the attached bid tabulation sheet as having the highest average scores and best RFPs meeting written specifications.

Term of Contract:

This contract is for the purchase of early childhood equipment and supplies on an "as needed" basis to be used throughout the District. This is a three-year contract renewable annually based upon mutual agreement of both parties. The first year of this contract shall be effective from January 2, 2012 to January 1, 2013.

Notations and Exceptions:

Award was made to one (1) proposer per manufacturer (i.e., Jonti Craft, Lakeshore, Little Tikes), with the highest average scores, meeting written specifications. Each RFP was evaluated according to a weighted point system (i.e. discount offered, location, references, etc.) as outlined in the RFP documents with scores totaled to obtain the respondents with the highest scores. Copies of the evaluation forms are on file in the Purchasing Department.

Recommend rejection of proposal from Learning Ground, Inc., as they did not bid on the manufacturers as specified in the RFP document (i.e., Childcraft, Community Playthings, etc.).

Recommend rejection of proposal from Beckers School Supplies for failure to provide a manufacturer's price list under Part B of the bid prices for the following: Jonti Craft and Wood Designs.

Request permission to purchase Community Playthings, Environments, Inc., Fisher Price, Lego, Playskool, Play with a Purpose and Radio Flyer items after following District quote thresholds on an "as needed" basis, as no active bids were received. Amount listed above includes those items being purchased on an "as needed" basis.

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

* Various funding sources: Capital, Enterprise, General, Special Revenue and Internal


RFPs Evaluated By:

Deb Mateo, Buyer Assistant, Purchasing Department

RFPs Prepared By:

Deb Mateo, Buyer Assistant, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent 

Date/Time: December 14, 2011 08:22:00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: November 18, 2011 @ 2:30 PM	Charles J. Becker & Bro., Inc. d/b/a Becker's School Supplies	Community Playthings	Constructive Playthings
RFP TITLE: Early Childhood Equipment and Supplies	1500 Melrose Highway	P.O. Box 2	13201 Arrington Road
RFP # 12-046-DM	Pennsauken, NJ 08110-1410	Ulster Park, NY 12487	Grandview, MO 64030-2886
Board Meeting December 20, 2011			
DESCRIPTION	TOTAL PRICE	TOTAL PRICE	TOTAL PRICE
Part A (Percentage off of Website)			
Childcraft	No Bid	No Bid	No Bid
Community Playthings	No Bid	0%	No Bid
Constructive Playthings	No Bid	No Bid	5%
Environments, Inc	No Bid	No Bid	No Bid
Fisher Price	18%	No Bid	No Bid
Hatch, Inc.	No Bid	No Bid	No Bid
Kaplan	No Bid	No Bid	No Bid
Lakeshore	No Bid	No Bid	No Bid
Lego	5%	No Bid	No Bid
Little Tikes	5%	No Bid	No Bid
Playskool	18%	No Bid	No Bid
Play with a Purpose	No Bid	No Bid	No Bid
Radio Flyer	No Bid	No Bid	No Bid
Whitney Brothers	18%	No Bid	No Bid
Part B (Percentage off of MSRP)			
Jonti Craft	18%*	No Bid	No Bid
Wood Designs	18%*	No Bid	No Bid
*Manufacturer's Price List Not Received			
RFP Total:	69.37	55.53	56.09

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: November 18, 2011 @ 2:30 PM	Ernie Morris Enterprises, Inc.	Kaplan Early Learning Company	Keesey Company
RFP TITLE: Early Childhood Equipment and Supplies	2320 North Main Street	P. O. Box 609	3085 Rio Bonita
RFP # 12-046-DM	Bushnell, FL 33513	Lewisville, NC 27023	Indialantic, FL 32903
Board Meeting December 20, 2011			
DESCRIPTION	TOTAL PRICE	TOTAL PRICE	TOTAL PRICE
Part A (Percentage off of Website)			
Childcraft	No Bid	No Bid	No Bid
Community Playthings	No Bid	No Bid	No Bid
Constructive Playthings	No Bid	No Bid	No Bid
Environments, Inc	No Bid	No Bid	No Bid
Fisher Price	No Bid	No Bid	No Bid
Hatch, Inc.	No Bid	No Bid	No Bid
Kaplan	No Bid	15%	No Bid
Lakeshore	No Bid	No Bid	No Bid
Lego	No Bid	No Bid	No Bid
Little Tikes	No Bid	No Bid	No Bid
Playskool	No Bid	No Bid	No Bid
Play with a Purpose	No Bid	No Bid	No Bid
Radio Flyer	No Bid	No Bid	No Bid
Whitney Brothers	No Bid	No Bid	31%
Part B (Percentage off of MSRP)			
Jonti Craft	No Bid	No Bid	31%
Wood Designs	30%	No Bid	31%
*Manufacturer's Price List Not Received			
RFP Total:	76.66	60.02	78.57

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: November 18, 2011 @ 2:30 PM	Lakeshore Learning Materials	Play With A Purpose	School Specialty, Inc.
RFP TITLE: Early Childhood Equipment and Supplies	2695 E. Dominguez Street	2525 Lemond Street SW	100 Paragon Parkway
RFP # 12-046-DM	Carson, CA 90895	Owatonna, MN 55060	Mansfield, OH 44903
Board Meeting December 20, 2011			
DESCRIPTION	TOTAL PRICE	TOTAL PRICE	TOTAL PRICE
Part A (Percentage off of Website)			
Childcraft	No Bid	No Bid	30%
Community Playthings	No Bid	No Bid	No Bid
Constructive Playthings	No Bid	No Bid	No Bid
Environments, Inc	No Bid	No Bid	No Bid
Fisher Price	No Bid	No Bid	No Bid
Hatch, Inc.	No Bid	No Bid	No Bid
Kaplan	No Bid	No Bid	No Bid
Lakeshore	5%	No Bid	No Bid
Lego	No Bid	No Bid	No Bid
Little Tikes	No Bid	No Bid	No Bid
Playskool	No Bid	No Bid	No Bid
Play with a Purpose	No Bid	15%	No Bid
Radio Flyer	No Bid	No Bid	No Bid
Whitney Brothers	No Bid	No Bid	19%
Part B (Percentage off of MSRP)			
Jonti Craft	No Bid	No Bid	22%
Wood Designs	No Bid	No Bid	22%
*Manufacturer's Price List Not Received			
RFP Total:	46.22	60.94	82.4

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: November 18, 2011 @ 2:30 PM	Wood ETC., Corp.
RFP TITLE: Early Childhood Equipment and Supplies	131 Yorktown
RFP # 12-046-DM	Dallas, TX 75208
Board Meeting December 20, 2011	
DESCRIPTION	TOTAL PRICE
Part A (Percentage off of Website)	
Childcraft	No Bid
Community Playthings	No Bid
Constructive Playthings	No Bid
Environments, Inc	No Bid
Fisher Price	No Bid
Hatch, Inc.	No Bid
Kaplan	No Bid
Lakeshore	No Bid
Lego	No Bid
Little Tikes	No Bid
Playskool	No Bid
Play with a Purpose	No Bid
Radio Flyer	No Bid
Whitney Brothers	No Bid
Part B (Percentage off of MSRP)	
Jonti Craft	8%
Wood Designs	No Bid
*Manufacturer's Price List Not Received	
RFP Total:	51.6