

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD OF BID #174-XX06 – CLASSROOM MATERIALS, CATALOG DISCOUNT.**

The purpose of this bid, opened on January 27, 1999, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of classroom materials, for various schools. The Board is not obligated to place an order with any vendor participating in this bid, however, all purchasers, schools and departments are requested to refer to catalogs and discounts of participating vendors in an attempt to meet their requirements at the lowest and best prices. Of 358 vendors sent bid forms or card notices of this advertised bid, 69 responded, with 67 bids meeting specifications, and 2 non-responsive bids (vendor objected to the indemnification clause; vendor did not sign the Bidder Qualification Form).

Fund Source  
Various

M/WBE Eligibility  
Female – No Dollar Amount  
Hispanic Female – No Dollar Amount

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid #174-XX06 – CLASSROOM MATERIALS, CATALOG DISCOUNT, to purchase, at firm discounts, quantities, as may be required, of classroom materials, for various schools, during the term of the bid, effective April 14, 1999, through April 13, 2000, as follows:

- Item 1 – Percent discount off catalog or price list using purchase orders.
- Item 2 – Percent discount off catalogs or price lists using credit cards.

1. ABC SCHOOL SUPPLY, INC.  
3312 NORTH BERKELEY LAKE ROAD  
DULUTH, GA 30096

- Item 1 – @ 12% discount.
- Item 2 – @ 12% discount.

2. ACE EDUCATIONAL SUPPLIES, INC.  
5595 SOUTH UNIVERSITY DRIVE  
DAVIE, FL 33328

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

3. AFP INDUSTRIES, INC.  
4436 SW 74 AVENUE  
MIAMI, FL 33155  
OWNER: VIVIAN CASTELLANOS (HF)

Item 1 - @ 12% discount.

Item 2 - @ 12% discount.

4. ALBANESI EDUCATIONAL CENTER  
708 NORTH MACARTHUR BOULEVARD  
IRVING, TX 75061

Item 1 - @ 4, 6, 8% discount.

5. AMERICAN EAGLE  
D/B/A TEACHER'S DISCOVERY  
2741 PALDAN DRIVE  
AUBURN HILLS, MI 48326

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

6. AMFAK, INC.  
3160 SW 22 STREET  
MIAMI, FL 33145

Item 1 - @ 15% discount.

7. A.W. PELLER & ASSOC., INC.  
P.O. BOX 106  
HAWTHORNE, NJ 07507-0106

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

8. BECKLEY CARDY, A SCHOOL SPECIALTY COMPANY  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903

Item 1 - @ 20% discount.

Item 2 - @ 20% discount.

9. BEST LABS  
6541 44<sup>TH</sup> STREET NORTH, SUITE #6005  
PINELLAS PARK, FL 33781

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

10. BMI EDUCATIONAL SERVICES  
P.O. BOX 800  
DAYTON, NJ 08810-0800

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

11. BRUCE A. ITHIER, LEPIDOPTERIST  
P.O. BOX 392  
BOLIVAR, PA 15923

Item 1 - @ 5% discount.

12. BSN SPORTS  
P.O. BOX 7726  
DALLAS, TEXAS 75209

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

13. CARLEX, INC.  
P.O. BOX 81786  
ROCHESTER, MI 48308

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

14. CENTRAL AUDIO VISUAL, INC.  
1212 SOUTH ANDREWS AVENUE  
FORT LAUDERDALE, FL 33316  
  
Item 1 - @ 22% discount.  
Item 2 - @ 22% discount.
15. CHILDCRAFT EDUCATION CORPORATION  
P.O. BOX 3239  
LANCASTER, PA 17604-3239  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
16. CLASSIC SCHOOL PRODUCTS  
174 SEMORAN COMMERCE PLACE  
SUITE A-106  
APOPKA, FL 32703  
  
Item 1 - @ 12% discount.  
Item 2 - @ 12% discount.
17. COMMUNITY PRODUCTS LLC  
D/B/A COMMUNITY PLAYTHINGS  
P.O. BOX 255  
FARMINGTON, PA 15437  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
18. CUISENAIRE COMPANY OF AMERICA, INC.  
P.O. BOX 5026-10 BANK STREET  
WHITE PLAINS, NY 10602  
  
Item 1 - @ 15% discount.  
Item 2 - @ 15% discount.
19. DELTA EDUCATION, INC.  
P.O. BOX 3000  
NASHUA, NH 03061

Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.

20. DEMCO, INC.  
P.O. BOX 7488  
MADISON, WI 53707

Item 1 - @ 3% discount.  
Item 2 - @ 3% discount.

21. DICK BLICK COMPANY  
P.O. BOX 26  
ALLENTOWN, PA 18105

Item 1 - @ 15% discount.  
Item 2 - @ 15% discount.

22. DIDAX EDUCATIONAL RESOURCES  
395 MAIN STREET  
ROWLEY, MA 01969

Item 1 - @ 15% discount.  
Item 2 - @ 15% discount.

23. DRAGO - NEWTON SCHOOL EQUIPMENT  
P.O. BOX 4868  
HIALEAH, FL 33014

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

24. EARLY SCHOOL MATERIALS CO.  
P.O. BOX 727  
LAFAYETTE, OR 97127

Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.

25. EDUCATORS OUTLET  
P.O. BOX 397  
TIMNATH, CO 80547

Item 1 - @ 12% discount.  
Item 2 - @ 12% discount.

26. ELLISON EDUCATIONAL EQUIPMENT, INC.  
25862 COMMERCENTRE DRIVE  
LAKE FOREST, CA 92630-8804

Item 1 - @ 5, 10 and 15% discount.  
Item 2 - @ 5, 10, and 15% discount.

27. ERNIE MORRIS ENTERPRISES, INC.  
P.O. BOX 818  
BUSHNELL, FL 33513

Item 1 - @ 47.9, 37.9, and 29.1% discount.  
Item 2 - @ 45.9, 35.9 and 27.1% discount.

28. ETA  
620 LAKEVIEW PARKWAY  
VERNON HILLS, IL 60061

Item 1 - @ 17% discount.  
Item 2 - @ 17% discount.

29. GAIL W. BAUMAN  
5435 BRANDY CIRCLE  
FORT MYERS, FL 33919

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

30. GAYLORD BROTHERS  
A DIVISION OF THE CROXDON COMPANY, INC.  
P.O. BOX 4901  
SYRACUSE, NY 13221-4901

Item 1 - @ 13% discount.  
Item 2 - @ 13% discount.

31. GET SMART  
P.O. BOX 56-1987  
MIAMI, FL 33256 - 1987  
OWNER: CAROLE BERNSTEIN (WF)

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

32. GEYER INSTRUCTIONAL AIDS COMPANY, INC.  
P.O. BOX 10060  
FORT WAYNE, IN 46850

Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.

33. HELEN GILMORE, INC.  
D/B/A HELEN GILMORE LEARNING CENTER  
P.O. BOX 19015  
WEST PALM BEACH, FL 33416-9015

Item 1 - @ 12% discount.  
Item 2 - @ 12% discount.

34. HIGHSMITH, INC.  
W5527 HIGHWAY 106  
FORT ATKINSON, WI 53538

Item 1 - @ 8% discount.  
Item 2 - @ 8% discount.

35. IT'S ELEMENTARY!  
P.O. BOX 1151  
MINNEAPOLIS, MN 55440-1151

Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.

36. J. L. HAMMETT COMPANY  
2050 POSTAL WAY  
DALLAS, TX 75212

Item 1 - @ 30% discount.  
Item 2 - @ 30% discount.

37. THE JULIANA GROUP, INC.  
7 DRAYTON STREET,  
SUITE 208  
SAVANNAH, GA 31401

- Item 1 – @ 10% discount.  
Item 2 – @ 7% discount.
38. LAKESHORE LEARNING MATERIALS  
2695 EAST DOMINGUEZ STREET  
CARSON, CA 90749
- Item 1 – @ 5% discount.  
Item 2 – @ 5% discount.
39. KAPLAN COMPANIES, INC.  
P.O. BOX 609  
LEWISVILLE, NC 27023
- Item 1 – @ 15% discount.  
Item 2 – @ 15% discount.
40. MAR \* CO PRODUCTS, INC.  
1443 OLD YORK ROAD  
WARMINSTER, PA 18974
- Item 1 – @ 0% discount.  
Item 2 – @ 0% discount.
41. MATRIX DATA CORP.  
21555 DRAKE ROAD  
CLEVELAND, OH 44136
- Item 1 – @ 11% discount.  
Item 2 – @ 11% discount.
42. MICHAEL OLAF COMPANY  
P.O. BOX 1162  
ARCATA, CA 95518
- Item 1 – @ 0% discount.  
Item 2 – @ 0% discount.
43. MODERN CURRICULUM, INC.  
4350 EQUITY DRIVE  
P.O. BOX 2649  
COLUMBUS, OH 43216-2649



Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.

44. MPI SCHOOL & INSTRUCTIONAL SUPPLIES  
P.O. BOX 24155  
LANSING, MI 48909

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

45. NASCO  
901 JANESVILLE AVENUE  
P.O. BOX 901  
FORT ATKINSON, WI 53538-0901

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

46. NIENHUIS MONTESSORI USA, INC.  
320 PIONEER WAY  
MOUNTAIN VIEW, CA 94041

Item 1 - @ 5% discount.  
Item 2 - @ 0% discount.

47. ORIENTAL TRADING COMPANY, INC.  
P.O. BOX 2050  
OMAHA, NE 68103-2050

Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.

48. FRANK PAXTON AND COMPANY  
D/B/A PAXTON - PATTERSON  
1003A GREENTREE EXECUTIVE CAMPUS  
MARLTON, NJ 08053

Item 1 - @ 12% discount.  
Item 2 - @ 12% discount.

49. PRIORITY MONTESSORI MATERIALS  
3920 'P' ROAD  
PAONIA, CO 81428

Item 1 - @ 2% discount.

Item 2 - @ 2% discount.

50. PRUFROCK PRESS, INC.  
P.O. BOX 8813  
WACO, TX 76714

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

51. PYRAMID SCHOOL PRODUCTS  
6510 NORTH 54<sup>TH</sup> STREET  
TAMPA, FL 33810-1994

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

52. QUEEN OFFICE SUPPLIES, INC.  
119 WEST 23<sup>RD</sup> STREET #903  
NEW YORK, NY 10011

Item 1 - @ 5% discount.

Item 2 - @ 3% discount.

53. QUILL CORPORATION  
100 SCHELTER ROAD  
LINCOLNSHIRE, IL 60069

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

54. REAL-WAY, INC.  
D/B/A REAL-WAY SCHOOL SUPPLY  
18699 SW 107 AVENUE  
MIAMI, FL 33157

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

55. REPLICAS BY TYSON  
P.O. BOX 159  
COVINGTON, OH 45318-0159

Item 1 – @ 0% discount.  
Item 2 – @ 0% discount.

56. RHYTHM BAND INSTRUMENTS, INC.  
P.O. BOX 126  
FORT WORTH, TX 76101-6126

Item 1 – @ 10% discount.  
Item 2 – @ 10% discount.

57. SAX ARTS & CRAFTS  
2405 S. CALHOUN ROAD  
NEW BERLIN, WI 53151

Item 1 – @ 20% discount.  
Item 2 – @ 20% discount.

58. SCHOOL SPECIALTY  
101 ALMGREN DRIVE  
P.O. BOX 3004  
AGAWAM, MA 01001-8004

Item 1 – @ 20% discount.  
Item 2 – @ 20% discount.

59. SCHOOL STUFF, INC.  
8595 COLLEGE PARKWAY  
FORT MYERS, FL 33919

Item 1 – @ 16% discount.  
Item 2 – @ 16% discount.

60. STECK – VAUGHN COMPANY  
P.O. BOX 26015  
AUSTIN, TX 78759

Item 1 – @ 0% discount.  
Item 2 – @ 0% discount.

61. SPORTIME LLC  
ONE SPORTIME WAY  
ATLANTA, GA 30340
- Item 1 – @ 10% discount.  
Item 2 – @ 10% discount.
62. T.F.H. (USA) LTD  
4537 GIBSONIA ROAD  
GIBSONIA, PA 15044
- Item 1 – @ 11.5% discount.  
Item 2 – @ 12% discount.
63. THINKING WORKS  
P.O. BOX 468  
ST. AUGUSTINE, FL 32085
- Item 1 – @ 0 -15% discount.  
Item 2 – @ 0 -15% discount.
64. U.S. GAMES  
BOX 117028  
CARROLLTON, TX 75011-7028
- Item 1 – @ 10% discount.  
Item 2 – @ 10% discount.
65. US TOY COMPANY, INC.  
D/B/A CONSTRUCTIVE PLAYTHINGS  
13201 ARRINGTON ROAD  
GRANDVIEW, MO 64030
- Item 1 – @ 5% discount.  
Item 2 – @ 0% discount.
66. VARON & ASSOCIATES INTERNATIONAL, CORP.  
2801 SW 71<sup>ST</sup> TERRACE  
SUITE 1014  
DAVIE, FL 33314

Item 1 – @ 12% discount.  
Item 2 – @ 12% discount.

67. VERNON LIBRARY SUPPLIES, INC.  
2851 COLE COURT  
NORCROSS, GA 30071

Item 1 – @ 5% discount for furniture, 13% discount for consumables.

Item 2 – @ 5% discount for furniture, 13% discount for consumables.

68. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$2,349,308.06. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja