

Financial Affairs
Edward Marquez, Chief Financial Officer

**SUBJECT: PARTIAL AWARD BID NO. 005-DD05 - CLASSROOM
SUPPLIES CATALOG DISCOUNT**

COMMITTEE: BUSINESS AND FINANCIAL SERVICES

The purpose of this bid, opened on August 12, 2003, is to establish a contract, to purchase, at firm educational discounts, quantities, as may be required, of classroom supplies, for various school sites and other locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 438 vendors sent bid forms or card notices of this advertised bid, 78 responded, with 58 regular bids meeting specifications, 16 bids not meeting specifications, 3 non-responsive bids (no manual signature; qualified bid terms) and 1 no bid.

Bids from the following vendors, Delta Education, LLC, of Nashua, New Hampshire, Ellsion Educational Equipment, Inc., of Lake Forest, California, Midwest Technology, of Sioux City, Iowa, NASCO, of Fort Atkinson, Wisconsin, Pocket Full of Therapy, of Aberdeen, New Jersey, Harris Communication, of Eden Prairie, Minnesota, Safe-T Classroom Products, of Bloomingdale, Illinois, Summit Learning, of Fort Atkinson, Wisconsin, Thomas S. Keise Company, of Waterford, Connecticut, and U.S. Toy Company, Inc., d.b.a. Constructive Plaything, of Grandview, Missouri, are being held for further evaluation and may be awarded at a future Board meeting.

Fund Source
0100 - General

M/WBE Eligibility
Hispanic Female - No Dollar Amount
African American Female - No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **PARTIAL AWARD** Bid No. 005-DD05 – CLASSROOM SUPPLIES CATALOG DISCOUNT, to purchase, at firm educational discounts, quantities, as may be required, of classroom supplies, for various school sites and other locations, during the term of the bid, effective December 1, 2003, through December 31, 2005, as follows:

Item 1 - Percent discount using purchase order.
Item 2 - Percent discount using credit card.

1. ABC SCHOOL SUPPLY
DIVISION OF CHILDCRAFT EDUCATION CORP.
3312 NORTH BERKELEY LAKE ROAD
DULUTH, GA 30096-9419
OWNER: CARL ANDERSON, PRESIDENT/C.E.O.

Item 1 - @ 18% discount.
Item 2 - @ 18% discount.

2. ABLENET, INC.
1081 TENTH AVENUE S.E.
MINNEAPOLIS, MN 55414-1312
OWNER: CHERYL VOLKMAN, C.E.O.

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

3. ACE EDUCATIONAL SUPPLIES, INC.
5595 SOUTH UNIVERSITY DRIVE
DAVIE, FL 33328
OWNER: RICHARD LUDWIG, PRESIDENT

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

4. AFP INDUSTRIES
7436 S.W. 48 Street
MIAMI, FL 33155
OWNER: VIVIAN C. CASTELLANOS, PRESIDENT (HF)

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

5. APRICOT OFFICE SUPPLIES & FURNITURE, INC.
7050 W. STATE ROAD 84, SUITE 16
FORT LAUDERDALE, FL 33317
OWNER: MARLENE M. BERNARD, TREASURER (AF)

Item 1 - @ 45% discount.

Item 2 - @ 45% discount.

6. CHILDCRAFT EDUCATION CORPORATION
2920 OLD TREE DRIVE
LANCASTER, PA 17603
OWNER: BERNIE MORA, VICE PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

7. COMPASS POINT BOOKS
3109 W. 50 AVENUE, #115
MINNEAPOLIS, MN 55410-2102
OWNER: ROBERT J. COUGHLAN, C.E.O.

Item 1 - @ 25% discount.

Item 2 - @ 25% discount.

8. COOLE SCHOOL, INC.
1213 WEST LOOP NORTH, SUITE 100
HOUSTON, TX 77055
OWNER: JAMES W. OGG
CHAIRMAN OF THE BOARD/C.E.O.

Item 1 - @ 5% discount.

Item 2 - @ 5% discount.

9. DEMCO, INC.
4810 FOREST RUN ROAD
MADISON, WI 53704
OWNER: JOHN WALL

Item 1 - @ 15% discount (supply) 5% (promotional).

Item 2 - @ 15% discount (supply) 5% (promotional).

10. EAI EDUCATION, A DIVISION OF ERIC ARMIN, INC.
567 COMMERCE STREET
FRANKLIN LAKES, NJ 07417
OWNER: ERIC GUGLBERGER, PRESIDENT

Item 1 - @ 12-30% discount.

Item 2 - @ 12-30% discount.

11. EDUCATIONAL INNOVATIONS, INC.
362 MAIN AVENUE
NORWALK, CT 06851
OWNER: RONALD PERKINS, C.E.O.

Item 1 - @ 7% discount.

Item 2 - @ 10% discount.

12. EDUCATORS OUTLET, INC.
2479 INTERNATIONAL BOULEVARD
FT. COLLINS, CO 80547
OWNER: ROBERT BOND, PRESIDENT

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

13. ERNIE MORRIS ENTERPRISES, INC.
232 N. MAIN STREET
BUSHNELL, FL 33513
OWNER: RONALD MORRIS, PRESIDENT

Item 1 - @ 20.10% discount.

Item 2 - @ 20.10% discount.

14. ETA/CUISENAIRE
500 GREENVIEW COURT
VERNON HILLS, IL 60061
OWNER: JANE WOLDENBERG
CHAIRMAN OF THE BOARD

Item 1 - @ 19% discount.

Item 2 - @ 19% discount.

15. FLAGHOUSE, INC.
601 FLAGHOUSE DRIVE
HASBROUCK HEIGHTS, NJ 07604
OWNER: GEORGE CARMEL, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

16. GET SMART
8700 S.W. 137 COURT
MIAMI, FL 33183
OWNER: CAROLE BERNSTEIN, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

17. HATCH, INC.
411 W. 4 STREET
WINSTON-SALEM, NC 27101
OWNER: RICHARD GRIFFEN, PRESIDENT

Item 1 - @ 13% discount.

Item 2 - @ 13% discount.

18. HIGHSMITH, INC.
W5527 HIGHWAY 106
FORT ATKINSON, WI 53538-0800
OWNER: DUNCAN HIGHSMITH
CHAIRMAN OF THE BOARD/PRESIDENT

Item 1 - @ 8% discount.

Item 2 - @ 8% discount.

19. HOLLYWOOD KINGS CHESS CLUB
5201 CLEVELAND STREET
HOLLYWOOD, FL 33021-4609
OWNER: STEPHEN CERNOBYL, PRESIDENT

Item 1 - @ 5-25% discount.

Item 2 - @ 5-25% discount.

20. KAPLAN EARLY LEARNING COMPANY
1310 LEWISVILLE CLEMMONS
LEWISVILLE, NC 27023
OWNER: HOWARD KAPLAN, C.E.O.
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
21. KAYBEE MONTESSORI, INC.
7895-K CESSNA AVENUE
GAITHERSBURG, MD 20879
OWNER: ANTHONY M. SINOPOLI, PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.
22. LAKESHORE LEARNING MATERIALS
2695 E. DOMINGUEZ STREET
CARSON, CA 90810
OWNER: MICHAEL KAPLAN, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
23. LET'S LEARN
3170 PLAINFIELD AVENUE NE
GRAND RAPIDS, MI 49525
OWNER: JIM PYTLIK, PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.
24. MADENTEC LIMITED
4664-29-A AVENUE
EDMONTON, AB T6E5H5 CANADA 1A9
OWNER: RANDY MARSDEN, C.E.O./FOUNDER
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.

25. MASTER COMMUNICATION
D.B.A. ASIA FOR KIDS
4480 LAKE FOREST DRIVE, #302
CINCINNATI, OH 45242
OWNER: FREDERICK CHEN, VICE PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

26. MCPc
21555 DRAKE ROAD
CLEVELAND, OH 44149
OWNER: MICHAEL TREBILCOCK, C.E.O.

Item 1 - @ 9% discount.

Item 2 - @ 8% discount.

27. MIND WING CONCEPTS, INC.
SPRINGFIELD ENTERPRISE CENTER
ONE FEDERAL STREET, #101-R
SPRINGFIELD, MA 01105-1222
OWNER: MARYELLEN MOREAU, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

28. NATIONAL EDUCATIONAL SYSTEMS, INC.
6333 DE ZAVALA ROAD, SUITE 106
SAN ANTONIO, TX 78249
OWNER: LUPE GARZA, PRESIDENT

Item 1 - @ 16% discount.

Item 2 - @ 16% discount.

29. NATIONAL READING STYLES INSTITUTE
179 LAFAYETTE DRIVE
SYOSSETT, NY 11791
OWNER: MARIE CARBO, PRESIDENT

Item 1 - @ 5% discount.

Item 2 - @ 5% discount.

30. NIENHUIS MONTESSORI USA, INC.
140 E. DANA
MOUNTAIN VIEW, CA 94041
OWNER: DICK K. P. LUIJENDIJK, PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.
31. OFFICE DEPOT
2200 OLD GERMANTOWN ROAD
DELRAY BEACH, FL 33445
OWNER: BRUCE NELSON, C.E.O.
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
32. OFFICE MAX, INC.
9800 N.W. 100 ROAD
MEDLEY, FL 33178
OWNER: MICHAEL FEWER, C.E.O.
- Item 1 - @ 5-45% discount.
Item 2 - @ 5-45% discount.
33. ORIENTAL TRADING COMPANY, INC.
4206 S. 108 STREET
OMAHA, NE 68137
OWNER: STEVE FRARY, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
34. PICTURE WINDOW BOOKS
5115 EXCELSIOR BOULEVARD, #232
MINNEAPOLIS, MN 55416
OWNER: ROBERT J. COUGHLAN, CHIEF MANAGER
- Item 1 - @ 25% discount.
Item 2 - @ 25% discount.

35. QUILL CORPORATION
100 SCHELTER ROAD
LINCOLNSHIRE, IL 60069
OWNER: MICHAEL PATRIARCA, VICE PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

36. REAL-WAY, INC.
D.B.A REAL-WAY SCHOOL SUPPLY
18699 S.W. 107 AVENUE
MIAMI, FL 33157
OWNER: VALERIE FRONK, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

37. RUTH A. PRYOR
D.B.A. PRIORITY MONTESSORI MATERIALS
39266 PITKIN ROAD
PAONIA, CO 81428
OWNER: RUTH A. PRYOR

Item 1 - @ 5% discount.

Item 2 - @ 5% discount.

38. S & S WORLDWIDE
75 MILL STREET
COLCHESTER, CT 06415
OWNER: STEPHEN SCHWARTZ, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

39. SAX ARTS & CRAFTS
2725 S. MOORLAND ROAD, SUITE 101
NEW BERLIN, WI 53151
OWNER: JOHN JEFFERY, PRESIDENT

Item 1 - @ 20% discount.

Item 2 - @ 20% discount.

40. SCHOOL SPECIALTY
100 PARAGON PARKWAY
MANSFIELD, OH 44903
OWNER: DAVE VANDER ZANDEN
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
41. STATESIDE PROCUREMENT SERVICES
1375 N.W. 97 AVENUE, BAY 5
MIAMI, FL 33172
OWNER: LORN GREEN
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
42. STEPS TO LITERACY, LLC
4 EASY STREET, #10
BOUND BROOKE, NJ 08805-1147
OWNER: ELAINE THOMPSON, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
43. STUDENT SCHOOL SUPPLY, INC.
2240 S.W. 58 WAY
W. HOLLYWOOD, FL 33023
OWNER: STACEY LEONETTI
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
44. THE JULIANA GROUP, INC.
7 DRAYTON STREET, SUITE 208
SAVANNAH, GA 31401
OWNER: DAVID K. LERCH, VICE PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 7% discount.

45. THE LIBRARY STORE, INC.
112 E. SOUTH STREET
TREMONT, IL 61568
OWNER: MARILYN GUNTER, VICE PRESIDENT
- Item 1 - @ 15% discount.
Item 2 - @ 0% discount.
46. THE MATERIALS COMPANY OF BOSTON, LLC
30 MOOSE CLUB PARK ROAD
GOFFSTOWN, NH 03045
OWNER: BONNIE LAMOTHE, PARTNER
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
47. VERNON LIBRARY SUPPLIES, INC.
2851 COLE COURT
NORCROSS, GA 30071
OWNER: JUDY RIBKIN, SECRETARY
- Item 1 - @ 5-13% discount.
Item 2 - @ 5-13% discount.
48. WRS GROUP, LTD.
5045 FRANKLIN AVENUE
WACO, TX 76710
OWNER: SCOTT SALMANS, C.E.O.
- Item 1 - @ 12% discount.
Item 2 - @ 12% discount.
49. Authorize Procurement Management Services to purchase up to the total estimated amount of \$5,377,500.

EM/lja