

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

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

The purpose of this bid, opened on January 27, 1999, and awarded by the Board on April 14, 1999, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of classroom materials, for various schools.

An error was made on the term of the award, listing the term expiration to be for one (1) year from date of award. The recommendation reflects the correction of the term of the award to end on August 31, 2000, as stipulated in the Special Conditions of the bid.

Fund Source  
Various

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **CORRECT** 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 August 31, 2000, as follows:

Item 1 - Percent discount off catalogs or price lists using purchase orders.

Item 2 - Percent discount off catalogs or price lists using credit card.

1. ABC SCHOOL SUPPLY, INC.  
3312 NORTH BERKELEY LAKE ROAD  
DULUTH, GA 30096  
OWNER: CARL ANDERSON, PRESIDENT

Item 1 - @ 12% discount.

Item 2 - @ 12% discount.

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

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

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

Item 1 - @ 12% discount.

Item 2 - @ 12% discount.

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

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

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

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

6. AMFAK, INC.  
3160 S.W. 22 STREET  
MIAMI, FL 33145  
OWNER: EDWARD CANN, PRESIDENT

Item 1 - @ 15% discount.

7. A.W. PELLER AND ASSOCIATES, INC.  
P.O. BOX 106  
HAWTHORNE, NJ 07507-0106  
OWNER: ALLEN W. PELLER  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
8. BECKLEY CARDY, A SCHOOL SPECIALTY COMPANY  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903  
OWNER: MEZZANINE LENDING ASSOCIATION, I.  
  
Item 1 - @ 20% discount.  
Item 2 - @ 20% discount.
9. BEST LABS  
6541-44 STREET NORTH, SUITE #6005  
PINELLAS PARK, FL 33781  
OWNER: RAY-O-VAC  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
10. BMI EDUCATIONAL SERVICES  
P.O. BOX 800  
DAYTON, NJ 08810-0800  
OWNER: JERRY WAGNER, PRESIDENT/C.E.O.  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
11. BRUCE A. ITHIER, LEPIDOPTERIST  
P.O. BOX 392  
BOLIVAR, PA 15923  
OWNER: BRUCE A. ITHIER  
  
Item 1 - @ 5% discount.

12. BSN SPORTS  
P.O. BOX 7726  
DALLAS, TX 75209  
OWNER: JOHN WALKER, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

13. CARLEX, INC.  
P.O. BOX 81786  
ROCHESTER, MI 48308  
OWNER: EVA HANNA, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

14. CENTRAL AUDIO VISUAL, INC.  
1212 SOUTH ANDREWS AVENUE  
FORT LAUDERDALE, FL 33316  
OWNER: MICHAEL S. LEVER, PRESIDENT

Item 1 - @ 22% discount.

Item 2 - @ 22% discount.

15. CHILDCRAFT EDUCATION CORPORATION  
P.O. BOX 3239  
LANCASTER, PA 17604-3239  
OWNER: RON SUCHODOLSKI, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

16. CLASSIC SCHOOL PRODUCTS  
174 SEMORAN COMMERCE PLACE  
SUITE A-106  
APOPKA, FL 32703  
OWNER: CHARLOTTE SELTZER, PRESIDENT

Item 1 - @ 12% discount.

Item 2 - @ 12% discount.

17. COMMUNITY PRODUCTS LLC  
D/B/A COMMUNITY PLAYTHINGS  
P.O. BOX 255  
FARMINGTON, PA 15437  
OWNER: CHRISTIAN P. DOMER, PRESIDENT

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  
OWNER: PETER JOVANOVIICH, PRESIDENT

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

19. DELTA EDUCATION, INC.  
P.O. BOX 3000  
NASHUA, NH 03061  
OWNER: STEPHAN KOHLER, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

20. DEMCO, INC.  
P.O. BOX 7488  
MADISON, WI 53707  
OWNER: ED MUIR, PRESIDENT

Item 1 - @ 3% discount.

Item 2 - @ 3% discount.

21. DICK BLICK COMPANY  
P.O. BOX 26  
ALLENTOWN, PA 18105  
OWNER: BOB BUCHSBAUM, C.E.O.

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

22. DIDAX EDUCATIONAL RESOURCES  
395 MAIN STREET  
ROWLEY, MA 01969  
OWNER: BRIAN SCARLET, PRESIDENT

Item 1 – @ 15% discount.

Item 2 – @ 15% discount.

23. DRAGO – NEWTON SCHOOL EQUIPMENT  
P.O. BOX 4868  
HIALEAH, FL 33014  
OWNER: MARK GURMAN, PRESIDENT

Item 1 – @ 10% discount.

Item 2 – @ 10% discount.

24. EARLY SCHOOL MATERIALS COMPANY  
P.O. BOX 727  
LAFAYETTE, OR 97127  
OWNER: J.M. ROCKWOOD

Item 1 – @ 5% discount.

Item 2 – @ 5% discount.

25. EDUCATORS OUTLET  
P.O. BOX 397  
TIMNATH, CO 80547  
OWNER: ROBERT BOND, PRESIDENT

Item 1 – @ 12% discount.

Item 2 – @ 12% discount.

26. ELLISON EDUCATIONAL EQUIPMENT, INC.  
25862 COMMERCENTRE DRIVE  
LAKE FOREST, CA 92630-8804  
OWNER: LISA CORCORAN, PRESIDENT

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  
OWNER: ERNEST MORRIS, PRESIDENT

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  
OWNER: DENNIS GOLDMAN, PRESIDENT

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

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

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  
OWNER: MORRIS H. BERGREEN, PRESIDENT

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

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

(WF)

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

32. GEYER INSTRUCTIONAL AIDS COMPANY, INC.  
P.O. BOX 10060  
FORT WAYNE, IN 46850  
OWNER: FRED L. GEYER, PRESIDENT
- 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  
OWNER: HELEN GILMORE, PRESIDENT
- Item 1 - @ 12% discount.  
Item 2 - @ 12% discount.
34. HIGHSMITH, INC.  
W5527 HIGHWAY 106  
FORT ATKINSON, WI 53538  
OWNER: DUNCAN HIGHSMITH, PRESIDENT/C.E.O.
- Item 1 - @ 8% discount.  
Item 2 - @ 8% discount.
35. IT'S ELEMENTARY!  
P.O. BOX 1151  
MINNEAPOLIS, MN 55440-1151  
OWNER: PAUL GRIFFITH, PRESIDENT
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
36. J. L. HAMMETT COMPANY  
2050 POSTAL WAY  
DALLAS, TX 75212  
OWNER: RICHMOND HOLDEN JR., PRESIDENT/C.E.O.
- Item 1 - @ 30% discount.  
Item 2 - @ 30% discount.



37. THE JULIANA GROUP, INC.  
7 DRAYTON STREET  
SUITE 208  
SAVANNAH, GA 31401  
OWNER: DAVID K. LERCH

Item 1 - @ 10% discount.  
Item 2 - @ 7% discount.

38. LAKESHORE LEARNING MATERIALS  
2695 EAST DOMINGUEZ STREET  
CARSON, CA 90749  
OWNER: LAKESHORE EQUIPMENT CO.

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

39. KAPLAN COMPANIES, INC.  
P.O. BOX 609  
LEWISVILLE, NC 27023  
OWNER: HAL KAPLAN, PRESIDENT

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

40. MAR \* CO PRODUCTS, INC.  
1443 OLD YORK ROAD  
WARMINSTER, PA 18974  
OWNER: ARDEN MARTENE, PRESIDENT

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

41. MATRIX DATA CORPORATION  
21555 DRAKE ROAD  
CLEVELAND, OH 44136  
OWNER: VI OCRANE, PRESIDENT

Item 1 - @ 11% discount.  
Item 2 - @ 11% discount.

42. MICHAEL OLAF COMPANY  
P.O. BOX 1162  
ARCATA, CA 95518  
OWNER: SUSAN STEPHENSON

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

43. MODERN CURRICULUM, INC.  
4350 EQUITY DRIVE  
P.O. BOX 2649  
COLUMBUS, OH 43216-2649  
OWNER: CAITLIN ROTCHFORD

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

44. MPI SCHOOL & INSTRUCTIONAL SUPPLIES  
P.O. BOX 24155  
LANSING, MI 48909  
OWNER: DAVID MCSHERRY, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

45. NASCO  
901 JANESVILLE AVENUE  
P.O. BOX 901  
FORT ATKINSON, WI 53538-0901  
OWNER: RICHARD CIURCZAK, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

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

Item 1 - @ 5% discount.

Item 2 - @ 0% discount.

47. ORIENTAL TRADING COMPANY, INC.  
P.O. BOX 2050  
OMAHA, NE 68103-2050  
OWNER: TERRY MATANACE, PRESIDENT

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  
OWNER: A. WENDT, PRESIDENT

Item 1 - @ 12% discount.

Item 2 - @ 12% discount.

49. PRIORITY MONTESSORI MATERIALS  
3920 'P' ROAD  
PAONIA, CO 81428  
OWNER: RUTH A. PRYOR

Item 1 - @ 2% discount.

Item 2 - @ 2% discount.

50. PRUFROCK PRESS, INC.  
P.O. BOX 8813  
WACO, TX 76714  
OWNER: JOEL MCINTOSH

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

51. PYRAMID SCHOOL PRODUCTS  
6510 NORTH 54 STREET  
TAMPA, FL 33810-1994  
OWNER: LAWRENCE A. MILLER, PRESIDENT

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

52. QUEEN OFFICE SUPPLIES, INC.  
119 WEST 23 STREET, #903  
NEW YORK, NY 10011  
OWNER: CAROLYN WIXMAN, PRESIDENT

Item 1 - @ 5% discount.

Item 2 - @ 3% discount.

53. QUILL CORPORATION  
100 SCHELTER ROAD  
LINCOLNSHIRE, IL 60069  
OWNER: JACK MILLER, PRESIDENT/C.E.O.

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

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

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

55. REPLICAS BY TYSON  
P.O. BOX 159  
COVINGTON, OH 45318-0159  
OWNER: FREDERICK J. TYSON, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

56. RHYTHM BAND INSTRUMENTS, INC.  
P.O. BOX 126  
FORT WORTH, TX 76101-6126  
OWNER: BOB BERGIN, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

57. SAX ARTS & CRAFTS  
2405 S. CALHOUN ROAD  
NEW BERLIN, WI 53151  
OWNER: RICHARD NAGEL, PRESIDENT

Item 1 - @ 20% discount.

Item 2 - @ 20% discount.

58. SCHOOL SPECIALTY  
101 ALMGREN DRIVE  
P.O. BOX 3004  
AGAWAM, MA 01001-8004  
OWNER: DAVID KRUPCZAK, PRESIDENT

Item 1 - @ 20% discount.

Item 2 - @ 20% discount.

59. SCHOOL STUFF, INC.  
8595 COLLEGE PARKWAY  
FORT MYERS, FL 33919  
OWNER: MICHELLE LATORRE, PRESIDENT

Item 1 - @ 16% discount.

Item 2 - @ 16% discount.

60. STECK - VAUGHN COMPANY  
P.O. BOX 26015  
AUSTIN, TX 78759  
OWNER: RICHARD BLUMENTHAL, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

61. SPORTIME LLC  
ONE SPORTIME WAY  
ATLANTA, GA 30340  
OWNER: GENESIS DIRECT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

62. T.F.H. (USA) LTD  
4537 GIBSONIA ROAD  
GIBSONIA, PA 15044  
OWNER: KATE MAXIN, U.S. MANAGER

Item 1 - @ 11.5% discount.  
Item 2 - @ 12% discount.

63. THINKING WORKS  
P.O. BOX 468  
ST. AUGUSTINE, FL 32085  
OWNER: SANDRA PARKS

Item 1 - @ 0 -15% discount.  
Item 2 - @ 0 -15% discount.

64. U.S. GAMES  
BOX 117028  
CARROLLTON, TX 75011-7028  
OWNER: JOHN WALKER, PRESIDENT/C.E.O.

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

65. US TOY COMPANY, INC.  
D/B/A CONSTRUCTIVE PLAYTHINGS  
13201 ARRINGTON ROAD  
GRANDVIEW, MO 64030  
OWNER: MICHAEL KLEIN, PRESIDENT

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

66. VARON & ASSOCIATES INTERNATIONAL  
CORPORATION  
2801 S.W. 71 TERRACE  
SUITE 1014  
DAVIE, FL 33314  
OWNER: EDGAR VARON, PRESIDENT

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