

August 11, 2000

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD BID #190-ZZ05 - CLASSROOM SUPPLIES, CATALOG DISCOUNT

The purpose of this bid, opened on June 1, 2000, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of classroom supplies, for various schools. This is a term bid which states that the Board may purchase quantities, as may be required, at the discount bid, but is not obligated to purchase any guaranteed amount. Of 143 vendors sent bid forms or card notices of this advertised bid, 73 responded, with 64 bids meeting specifications, (includes 4 duplicate bids; not all vendors bid all items) 6 non-responsive bids (1 did not have catalog, 1 did not provide firm discount, 2 used correction fluid, 1 submitted catalog not accepted for this bid, 1 did not have an original signature), and 3 no bids.

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 #190-ZZ05 - CLASSROOM SUPPLIES, CATALOG DISCOUNT**, to purchase, at firm discounts, quantities, as may be required, of classroom supplies, for various schools, during the term of the bid, effective September 1, 2000, through August 31, 2001, as follows:

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

1. A.W. PELLER & ASSOCIATES, INC.
116 WASHINGTON AVENUE
HAWTHORN, NJ 07507
OWNER: ALLEN W. PELLER

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

2. ABC/DRAGO, INC.
3312 NORTH BERKELEY LAKE ROAD
DULUTH, GA 30096-9419
OWNER: CARL ANDERSON, PRESIDENT/C.E.O.

Item 1 - @ 18% discount.
Item 2 - @ 18% 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, INC.
4436 S.W. 74 AVENUE
MIAMI, FL 33155
OWNER: VIVIAN C. CASTELLANOS, PRESIDENT (HF)

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

5. ALBANESI EDUCATIONAL CENTER
1914 WALNUT PLAZA
CARROLLTON, TX 75006
OWNER: FRANCO ALBANESI

Item 1 - @ 3% discount.
Item 2 - @ 0% discount.

6. AMERICAN GUIDANCE SERVICE, INC. (AGS)
4201 WOODLAND ROAD
CIRCLE PINES, MN 55014
OWNER: LARRY RUTKOWSKI, PRESIDENT/C.E.O.

Item 1 - @ 0-25% discount.
Item 2 - @ 0% discount.

7. BMI EDUCATIONAL SERVICES, INC.
P.O. BOX 800
DAYTON, NJ 08810-0800
OWNER: JERRY WAGNER, PRESIDENT/C.E.O.
- Item 1 - @ 20-30% discount.
Item 2 - @ 20-30% discount.
8. CARLEX, INC.
1545 WEST HAMLIN ROAD
ROCHESTER HILLS, MI 48309
OWNER: AVA M. HANNA, PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
9. CENTRAL AUDIO VISUAL, INC.
1212 SOUTH ANDREWS AVENUE
FORT LAUDERDALE, FL 33316
OWNER: MICHAEL S. LEVER, PRESIDENT
- Item 1 - @ 5-22% discount.
Item 2 - @ 0-19% discount.
10. CHILDCRAFT EDUCATION CORPORATION
2920 OLD TREE DRIVE
LANCASTER, PA 17603
OWNER: RONALD E. SUCHODOLSKI, PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
11. CLASSIC SCHOOL PRODUCTS (TOOLS FOR TEACHING)
174 SEMORAN COMMERCE PLACE, SUITE A106
APOPKA, FL 32703
OWNERS: CHARLOTTE SELTZER, PRESIDENT
CARL SELTZER, VICE-PRESIDENT
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.

12. COMMUNITY PRODUCTS, LLC
D.B.A. RIFTON EQUIPMENT AND COMMUNITY
PLAYTHINGS
P.O. BOX 255
FARMINGTON, PA 15437
OWNER: CHRISTIAN P. DOMER, PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
13. CREATIVE PUBLICATIONS, INC.
2 PRUDENTIAL PLAZA, SUITE 1175
CHICAGO, IL 60419
OWNER: JOANNE SCHILLER, PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
14. DALE SEYMOUR PUBLICATIONS, INC.
299 JEFFERSON ROAD
PARSIPPANY, NJ 07054
OWNER: CAITLIN C. ROTCHFORD, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
15. DANDY LION PUBLICATIONS
3563 SUELDO, SUITE L
SAN LUIS OBISPO, CA 93401
OWNERS: DIANNE AND MICHAEL DRAZE
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
16. DEMCO, INC.
P.O. BOX 7488
MADISON, WI 53707-7488
OWNER: JOHN E. WALL, CHAIRMAN OF THE BOARD
- Item 1 - @ 3-11% discount.
Item 2 - @ 3-11% discount.

17. DICK BLICK COMPANY
P.O. BOX 26
ALLENTOWN, PA 18105
OWNER: STAN METZENBERG, STOCKHOLDER
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
18. EARLY CHILDHOOD DIRECT
P.O. BOX 369
LANDISVILLE, PA 17538
OWNER: SCHOOL SPECIALTY, INC.
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
19. ELLISON EDUCATIONAL EQUIPMENT, INC.
25862 COMMERCE DRIVE
LAKE FOREST, CA 92630-8804
OWNERS: LADORNA AND ROBERT J. EICHENBERG
CO-CHAIRS
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
20. ETA/COUSINAIRE
500 GREENVIEW COURT
VERNON HILLS, IL 60061
OWNER: JANE WOLDENBURG
- Item 1 - @ 17% discount.
Item 2 - @ 17% discount.
21. FLAGHOUSE
601 FLAGHOUSE DRIVE
HASBROUCK HEIGHTS, NJ 07604
OWNER: GEORGE CARMEL, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.

22. GET SMART
11751 SOUTH DIXIE HIGHWAY
MIAMI, FL 33156 (WF)
OWNER: CAROLE BERNSTEIN, PRESIDENT

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

23. GEYER INSTRUCTIONAL AIDS COMPANY
P.O. BOX 10060
FORT WAYNE, IN 46850
OWNERS: FRED L. GEYER JR., PRESIDENT
PAULINE C. GEYER, TREASURER

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

24. HELEN GILMORE, INC.
HELEN GILMORE LEARNING CENTER
510 WEST LANTANA ROAD
LANTANA, FL 33462
OWNER: DR. HELEN M. GILMORE, PRESIDENT

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

25. HIGHSMITH, INC.
P.O. BOX 800
FORT ATKINSON, WI 53538
OWNERS: DUNCAN HIGHSMITH, PRESIDENT/C.E.O.
HUGH HIGHSMITH, CHAIRMAN OF THE
BOARD

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

26. IT'S ELEMENTARY!
P.O. BOX 1151
MINNEAPOLIS, MN 55440-1151
OWNER: PAUL GRIFFITHS, PRESIDENT

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

27. JELD-WEN, INC.
D.B.A. PAXTON/PATTERSON
5719 WEST 65 STREET
CHICAGO, IL 60638
OWNER: R.C. WENDT, PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.
28. KAPLAN COMPANIES, INC.
1310 LEWISVILLE-CLEMMONS ROAD
LEWISVILLE, NC 27023
OWNER: HAL KAPLAN, PRESIDENT
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
29. MAR*CO PRODUCTS, INC.
1443 OLD YORK ROAD
WARMINSTER, PA 18974
OWNERS: ARDEN MARTENZ, PRESIDENT
CAMEON FUNK, VICE PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
30. MATRIX DATA CORPORATION
21555 DRAKE ROAD
CLEVELAND, OH 44136
OWNER: VI OGRINC, PRESIDENT
- Item 1 - @ 11% discount.
Item 2 - @ 11% discount.
31. MIAMI INTERNATIONAL CHESS ACADEMY
5880 S.W. 8 STREET
MIAMI, FL 33144
OWNER: BLAS J. LUGO, PRESIDENT
- Item 1 - @ 20% discount.

32. MICHAEL OLAF COMPANY
65 ERICSON COURT
ARCATA, CA 95521
OWNER: SUSAN STEPHENSON

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

33. MIDWEST TECHNOLOGY PRODUCTS AND SERVICES
P.O. BOX 3717
SIOUX CITY, IA 51102
OWNER: LINDA A. FLOM, C.E.O. (WF)

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

34. MONTESSORI SERVICES
836 CLEVELAND AVENUE
SANTA ROSA, CA 95401
OWNERS: JANE CAMPBELL, PRESIDENT
GUY CAMPBELL, VICE PRESIDENT

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

35. MPI
P.O. BOX 24155
LANSING, MI 48909
OWNERS: DAVID MCSHERRY, PRESIDENT

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

36. NANMAR SERVICES, INC.
9949 N.W. 89 AVENUE, SUITE 18
MEDLEY, FL 33178
OWNER: ARCENIO GONZALEZ, PRESIDENT

Item 1 - @ 5% discount.

37. NASCO
901 JANESVILLE AVENUE
FORT ATKINSON, WI 53538-0901
OWNER: GENEVI CORPORATION

Item 1 - @ 15% Arts and Crafts, 10% others discount.
Item 2 - @ 15% Arts and Crafts, 10% others discount.

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

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

39. OFFICE DEPOT
13794 N.W. 4 STREET, SUITE 200
SUNRISE, FL 33325
OWNER: DAVID I. FUENTE, C.E.O.

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

40. ORIENTAL TRADING COMPANY, INC.
5455 SOUTH 90 STREET
OMAHA, NE 68127
OWNER: TERRY WATANABE, PRESIDENT

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

41. PCI EDUCATIONAL PUBLISHING COMPANY
P.O. BOX 34270
SAN ANTONIO, TX 78265-4270
OWNER: JEFF MCLANE, PRESIDENT

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

42. PRUFROCK PRESS, INC.
100 NORTH 6 STREET, SUITE 400
WACO, TX 76701
OWNER: JOEL MCINTOSH

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

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

(WF)

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

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

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

45. RAINTREE STECK VAUGHN
P.O. BOX 26015
AUSTIN, TX 78755
OWNER: STECK VAUGHN PUBLISHING CORPORATION

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

46. REAL-WAY, INC.
D.B.A. REAL-WAY SCHOOL SUPPLY
18699 S.W. 107 AVENUE
MIAMI, FL 33157
OWNER: GEORGE F. FRONK, DIRECTOR

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

47. RUTH A. PRYOR
D.B.A. PRIORITY MONTESSORI MATERIALS
3920 'P' ROAD
PAONIA, CO 81428
OWNER: RUTH A. PRYOR
- Item 1 - @ 2% discount.
Item 2 - @ 2% discount.
48. S & S WORLDWIDE, INC.
75 MILL STREET
COLCHESTER, CT 06415
OWNER: STEPHEN SCHWARTZ, PRESIDENT
- Item 1 - @ 10% discount.
Item 2 - @ 10% discount.
49. SAX ARTS & CRAFTS
P.O. BOX 510710
NEW BERLIN, WI 53151
OWNER: DICK NAGEL, PRESIDENT
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
50. SCHOOL SPECIALTY
P.O. BOX 3004
AGAWAM, MA 01001
OWNER: DANIEL SPALDING, CHAIRMAN/C.E.O.
- Item 1 - @ 10-20% discount.
Item 2 - @ 10-20% discount.
51. SCHOOL STUFF, INC.
8595 COLLEGE PARKWAY
FORT MYERS, FL 33919
OWNERS: MICHELLE LATORRE, PRESIDENT
CHARLIE LATORRE, VICE PRESIDENT
- Item 1 - @ 17% discount.
Item 2 - @ 17% discount.

52. SPECTRUM EDUCATIONAL SUPPLIES, INC.
7711 WELBORN STREET, SUITE 111
RALEIGH, NC 27615
OWNER: BRETT CALDWELL, PRESIDENT

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

53. SPORT SUPPLY GROUP, INC.
D.B.A. US GAMES
P.O. BOX 3256
MAPLE GLEN, PA 19002
OWNER: EMERSON RADIO, INC.

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

54. SUMMIT LEARNING, INC.
P.O. BOX 493
FORT COLLINS, CO 80522
OWNER: CLIFFORD THYGESEN, C.E.O.

Item 1 - @ 20% discount.

Item 2 - @ 20% discount.

55. TEACHER'S DISCOVERY
2676 PALDAN DRIVE
AUBURN HILLS, MI 48326
OWNER: BRUCE MCWILLIAMS, PRESIDENT

Item 2 - @ 5 -10% discount.

56. TFH (USA) LTD.
4537 GIBSONIA ROAD
GIBSONIA, PA 15044
OWNER: TONY TIDNARSH, DIRECTOR

Item 1 - @ 10% discount.

Item 2 - @ 11% discount.

57. THE PROPHET CORPORATION
D.B.A. GOPHER SPORT
P.O. BOX 998
OWATONNA, MN 55060-0998
OWNER: JOEL C. JENNINGS, C.E.O.

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

58. U.S. TOY COMPANY, INC.
D.B.A. CONSTRUCTIVE PLAYTHING
13201 ARRINGTON ROAD
GRANDVIEW, MO 64030
OWNER: FRANCES GERSHON, CEO

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

59. VALIANT, INC.
55 RUTA COURT
SOUTH HACKENSACK, NJ 07606
OWNER: SHELDON GOLDSTEIN, PRESIDENT

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

60. VERNON LIBRARY SUPPLIES, INC.
2851 COLE COURT
NORCROSS, GA 30071
OWNERS: SHAI ROBKin, PRESIDENT
JUDY ROBKin, SECRETARY

Item 1 - @ 5 -13% discount.
Item 2 - @ 5 -13% discount.

61. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$3,783,298.33. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja