

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: RENEW BID NO. 190-ZZ05 – CLASSROOM SUPPLIES, CATALOG DISCOUNT**

The purpose of this bid, opened on June 1, 2000, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of classroom supplies, for various schools. The terms of agreement, as contained in the subject bid, awarded by the Board on August 23, 2000, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be renewed for two (2) additional one (1) year periods. The contract is currently in its initial year. The awardees have agreed to renew for the first one (1) year period, by letter, on file, with the exception of Carlex, Inc., of Rochester Hills, Michigan, Creative Publications, Inc., of Chicago, Illinois, Dale Seymour Publications, Inc., of Parsippany, New Jersey, Jeld-Wen, Inc., of Chicago, Illinois, Matrix Data Corporation, of Cleveland, Ohio, Nanmar Services, Inc., of Medley, Florida, Queen Office Supplies, Inc., of New York, New York, Raintree Steck Vaughn, of Austin, Texas, S & S Worldwide, Inc., of Colchester, Connecticut, Spectrum Educational Supplies, Inc., of Raleigh, North Carolina, Teacher's Discovery, of Auburn Hills, Michigan, and Valiant, Inc., of South Hackensack, New Jersey. It is considered to be in the best interest of the Board to renew this bid, for an additional one (1) year period, at the current prices, to benefit from fixed discounts, during the next twelve (12) months, inasmuch as the Consumer Price Index (CPI), as of May 2001, indicated an increase of 3.6%.

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, **RENEW** Bid No. 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, 2001, through August 31, 2002, as follows:

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

1. A.W. PELLER & ASSOCIATES  
116 WASHINGTON AVENUE  
HAWTHORNE, 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  
OWNER: JERRY WAGNER, PRESIDENT/C.E.O.

Item 1 - @ 20-30% discount.  
Item 2 - @ 20-30% discount.

8. CENTRAL AUDIO VISUAL, INC.  
1212 SOUTH ANDREWS AVENUE  
FORT LAUDERDALE, FL 33316  
OWNER: MICHAEL S. LEVER, PRESIDENT/C.E.O.

Item 1 - @ 5-22% discount.  
Item 2 - @ 0-19% discount.

9. CHILDCRAFT EDUCATION CORPORATION  
P.O. BOX 3239  
LANCASTER, PA 17604-3239  
OWNER: RONALD E. SUCHODOLSKI, PRESIDENT

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

10. CLASSIC SCHOOL PRODUCTS  
174 SEMORAN COMMERCE PLACE  
APOPKA, FL 32703  
OWNER: CHARLOTTE SELTZER, PRESIDENT

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

11. 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.
12. DANDY LION PUBLICATIONS  
3563 SUELDO, SUITE L  
SAN LUIS OBISPO, CA 93401-7331  
OWNERS: DIANNE AND MICHAEL DRAZE  
  
Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
13. DEMCO, INC.  
P.O. BOX 7488  
MADISON, WI 53707-7488  
OWNER: GREG M. LARSON, PRESIDENT/C.E.O.  
  
Item 1 - @ 3-11% discount.  
Item 2 - @ 3-11% discount.
14. DICK BLICK COMPANY  
P.O. BOX 26  
ALLENTOWN, PA 18105  
OWNER: STAN METZENBERG, STOCKHOLDER  
  
Item 1 - @ 15% discount.  
Item 2 - @ 15% discount.
15. EARLY CHILDHOOD DIRECT  
P.O. BOX 369  
LANDISVILLE, PA 17538  
OWNER: SCHOOL SPECIALTY, INC.  
  
Item 1 - @ 20% discount.  
Item 2 - @ 20% discount.

16. ELLISON EDUCATIONAL EQUIPMENT, INC.  
25862 COMMERCENTRE DRIVE  
LAKE FOREST, CA 92630-8804  
OWNERS: LADORNA AND ROBERT J. EICHENBERG  
CO-CHAIRS

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

17. ETA/CUISENAIRE  
500 GREENVIEW COURT  
VERNON HILLS, IL 60061  
OWNER: JANE WOLDENBURG

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

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

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

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

(WF)

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

20. GEYER INSTRUCTIONAL AIDS COMPANY  
P.O. BOX 10060  
FORT WAYNE, IN 46850  
OWNER: FRED L. GEYER, PRESIDENT

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

21. HELEN GILMORE, INC.  
D.B.A. HELEN GILMORE LEARNING CENTER  
P.O. BOX 19015  
WEST PALM BEACH, FL 33416-9015  
OWNER: HELEN M. GILMORE, PRESIDENT
- Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.
22. HIGHSMITH, INC.  
P.O. BOX 800  
FORT ATKINSON, WI 53538-0800  
OWNER: HUGH HIGHSMITH, CHAIRMAN OF THE  
BOARD
- Item 1 - @ 8% discount.  
Item 2 - @ 8% discount.
23. IT'S ELEMENTARY!  
P.O. BOX 1151  
MINNEAPOLIS, MN 55440-1151  
OWNER: PAUL GRIFFITHS, PRESIDENT
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
24. KAPLAN COMPANIES, INC.  
P.O. BOX 609  
LEWISVILLE, NC 27023-0609  
OWNER: HAL KAPLAN, PRESIDENT
- Item 1 - @ 15% discount.  
Item 2 - @ 15% discount.
25. MARCO PRODUCTS, INC.  
1443 OLD YORK ROAD  
WARMINSTER, PA 18974  
OWNER: ARDEN MARTENZ, PRESIDENT
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.

26. MIAMI INTERNATIONAL CHESS ACADEMY  
6350 S.W. 4 STREET  
MIAMI, FL 33144  
OWNER: BLAS J. LUGO, PRESIDENT
- Item 1 - @ 20% discount.
27. MICHAEL OLAF COMPANY  
65 ERICSON COURT  
ARCATA, CA 95521  
OWNER: SUSAN STEPHENSON
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
28. 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.
29. MONTESSORI SERVICES  
836 CLEVELAND AVENUE  
SANTA ROSA, CA 95401  
OWNER: JANE CAMPBELL, PRESIDENT
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
30. MPI  
P.O. BOX 24155  
LANSING, MI 48909  
OWNER: DAVID MCSHERRY, PRESIDENT
- Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

31. NASCO  
901 JANESVILLE AVENUE  
P.O. BOX 901  
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.
32. NIENHUIS MONTESSORI USA, INC.  
320 PIONEER WAY  
MOUNTAIN VIEW, CA 94041  
OWNER: NIENHUIS MONTESSORI
- Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.
33. OFFICE DEPOT  
13794 N.W. 4 STREET, SUITE 200  
SUNRISE, FL 33325  
OWNER: BRUCE NELSON, C.E.O.
- Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.
34. ORIENTAL TRADING COMPANY, INC.  
5455 SOUTH 90 STREET  
OMAHA, NE 68127  
OWNER: TERRY WATANABE, PRESIDENT
- Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.
35. 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.



36. PRUFROCK PRESS, INC.  
P.O. BOX 8813  
WACO, TX 76714  
OWNER: JOEL MCINTOSH
- Item 1 - @ 0% discount.  
Item 2 - @ 0% discount.
37. QUILL CORPORATION  
100 SCHELTER ROAD  
LINCOLNSHIRE, IL 60069  
OWNER: JACK MILLER, PRESIDENT/C.E.O.
- Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.
38. 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.
39. 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.
40. SAX ARTS & CRAFTS  
P.O. BOX 510710  
NEW BERLIN, WI 53151  
OWNER: RICHARD H. NAGEL, PRESIDENT
- Item 1 - @ 20% discount.  
Item 2 - @ 20% discount.

41. SCHOOL SPECIALTY  
P.O. BOX 3004  
AGAWAM, MA 01001  
OWNER: DANIEL P. SPALDING, CHAIRMAN/C.E.O.
- Item 1 - @ 10-20% discount.  
Item 2 - @ 10-20% discount.
42. SCHOOL STUFF, INC.  
8595 COLLEGE PARKWAY  
FORT MYERS, FL 33919  
OWNER: MICHELLE LATORRE, PRESIDENT
- Item 1 - @ 17% discount.  
Item 2 - @ 17% discount.
43. 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.
44. SUMMIT LEARNING, INC.  
P.O. BOX 493  
FORT COLLINS, CO 80522-0493  
OWNER: CLIFFORD THYGESEN, C.E.O.
- Item 1 - @ 20% discount.  
Item 2 - @ 20% discount.
45. TFH (USA) LTD.  
4537 GIBSONIA ROAD  
GIBSONIA, PA 15044  
OWNER: TONY TIDMARSH, DIRECTOR
- Item 1 - @ 10% discount.  
Item 2 - @ 11% discount.

46. 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.

47. U.S. TOY COMPANY, INC.  
D.B.A. CONSTRUCTIVE PLAYTHING  
13201 ARRINGTON ROAD  
GRANDVIEW, MO 64030  
OWNER: MICHAEL KLEIN, PRESIDENT

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

48. VERNON LIBRARY SUPPLIES, INC.  
2851 COLE COURT  
NORCROSS, GA 30071  
OWNER: SHAI ROBKIN, PRESIDENT

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

**(First Annual Renewal and Second Year of Contract)**

49. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$2,679,563.30.

RHH/lja