

August 9, 2002

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: EXTEND CONTRACT NO. 190-ZZ05 – CLASSROOM SUPPLIES,
 CATALOG DISCOUNT**

COMMITTEE: FINANCIAL AFFAIRS

The purpose of the 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 contract, awarded by the Board on August 23, 2000, and extended on August 22, 2001, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be extended for two (2) additional one (1) year periods. The contract is currently in its first extension period. The awardees have agreed to extend for the second one (1) year extension period, by letter, on file, with the exception of Albanesi Educational Center, of Carrollton, Texas, American Guidance Service, Inc. (AGS), of Circle Pines, Minnesota, BMI Educational Services, Inc., of Dayton, New Jersey, Community Products, LLC, of Farmington, Pennsylvania, Demco, Inc., of Madison, Wisconsin, Helen Gilmore, Inc., of West Palm Beach, Florida, Michael Olaf Company, of Arcata, California, MPI, of Lansing, Michigan, PCI Educational Publishing Company, of San Antonio, Texas, Quill Corporation, of Lincolnshire, Illinois, School Stuff, of Fort Myers, Florida, Sport Supply Group, Inc., of Maple Glen, Pennsylvania, TFH (USA) LTD., of Gibsonia, Pennsylvania, and Vernon Library Supplies, Inc., of Norcross, Georgia. It is considered to be in the best interest of the Board to extend this contract, 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 2002, indicated an increase of 1.2%.

Fund Source
0100 - General

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

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **EXTEND** Contract 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 contract, effective September 1, 2002, through August 31, 2003, 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. 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.
6. CHILDCRAFT EDUCATION CORPORATION
2920 OLD TREE DRIVE
P.O. BOX 3239
LANCASTER, PA 17603-3239
OWNER: RONALD E. SUCHODOLSKI, PRESIDENT
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
7. CLASSIC SCHOOL PRODUCTS
174 SEMORAN COMMERCE PLACE
APOPKA, FL 32703
OWNER: CHARLOTTE SELTZER, PRESIDENT
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
8. 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.
9. DICK BLICK COMPANY
702 BROAD STREET
P.O. BOX 26
ALLENTOWN, PA 18105
OWNER: STAN METZENBERG, STOCKHOLDER
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.

10. EARLY CHILDHOOD DIRECT
2918 OLD TREE DRIVE
P.O. BOX 369
LANDISVILLE, PA 17603
OWNER: SCHOOL SPECIALTY, INC.

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

11. 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.

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

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

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

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

14. GET SMART
11751 SOUTH DIXIE HIGHWAY
MIAMI, FL 33156
OWNER: CAROLE BERNSTEIN, PRESIDENT

(WF)

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

15. GEYER INSTRUCTIONAL AIDS COMPANY
404 EAST HAWTHORNE STREET
FORT WAYNE, IN 46806
OWNER: FRED L. GEYER, PRESIDENT

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

16. HIGHSMITH, INC.
W-5527 HIGHWAY 106
P.O. BOX 800
FORT ATKINSON, WI 53538-0800
OWNER: HUGH HIGHSMITH, CHAIRMAN OF THE
BOARD

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

17. IT'S ELEMENTARY!
4875 WHITE BEAR PARKWAY
WHITE BEAR LAKE, MN 55110
OWNER: PAUL GRIFFITHS, PRESIDENT

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

18. KAPLAN COMPANIES, INC.
1310 LEWISVILLE - CLEMMONS ROAD
LEWISVILLE, NC 27023
OWNER: HAL KAPLAN, PRESIDENT

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

19. MARCO PRODUCTS, INC.
1443 OLD YORK ROAD
WARMINSTER, PA 18974
OWNER: ARDEN MARTENZ, PRESIDENT

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

20. MIAMI INTERNATIONAL CHESS ACADEMY
6530 S.W. 4 STREET
MIAMI, FL 33144
OWNER: BLAS J. LUGO, PRESIDENT

Item 1 - @ 20% discount.

21. MIDWEST TECHNOLOGY PRODUCTS AND SERVICES
2600 BRIDGEPORT DRIVE
SIOUX CITY, IA 51111
OWNER: LINDA A. FLOM, C.E.O.

(WF)

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

22. MONTESSORI SERVICES
836 CLEVELAND AVENUE
SANTA ROSA, CA 95401
OWNER: JANE CAMPBELL, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

23. NASCO
901 JANESVILLE AVENUE
P.O. BOX 901
FORT ATKINSON, WI 53538-0901
OWNER: GENEVE CORPORATION

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

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

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

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

25. OFFICE DEPOT
13794 N.W. 4 STREET, SUITE 200
SUNRISE, FL 33325
OWNER: BRUCE NELSON, CHAIRMAN/C.E.O.
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
26. ORIENTAL TRADING COMPANY, INC.
5455 SOUTH 90 STREET
OMAHA, NE 68127
OWNER: TERRY WATANABE, PRESIDENT
- Item 1 - @ 5% discount.
Item 2 - @ 5% discount.
27. PRUFROCK PRESS, INC.
100 NORTH 6 STREET, SUITE 400
WACO, TX 76701
OWNER: JOEL MCINTOSH
- Item 1 - @ 0% discount.
Item 2 - @ 0% discount.
28. 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.
29. 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.

30. SAX ARTS & CRAFTS
2405 S. CALHOUN ROAD
NEW BERLIN, WI 53151
OWNER: RICHARD H. NAGEL, PRESIDENT
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
31. SCHOOL SPECIALTY
101 ALMGREN DRIVE
AGAWAM, MA 01001
OWNER: DANIEL P. SPALDING, CHAIRMAN/C.E.O.
- Item 1 - @ 10-20% discount.
Item 2 - @ 10-20% discount.
32. SUMMIT LEARNING, INC.
825 S.W. FRONTAGE ROAD
FORT COLLINS, CO 80524
OWNER: CLIFFORD THYGESEN, C.E.O.
- Item 1 - @ 20% discount.
Item 2 - @ 20% discount.
33. THE PROPHET CORPORATION
D.B.A. GOPHER SPORT
220 24 AVENUE, N.W.
OWATONNA, MN 55060
OWNER: JOEL C. JENNINGS, C.E.O.
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.

34. 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.

(Second Annual Extension and Final Year of Contract)

35. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$2,910,817.67.

RHH/lja