



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/ 794-2221 Fax: 813/ 794-2111

727/ 774-2221 TDD: 813/ 794-2484

352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

June 1, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Third Year Renewal of Three-Year Contract
Bid # 09-010-DR: Art Supply Catalog Discount
Dick Blick Company
Nasco
Sax Arts and Crafts
School Specialty

On May 20, 2008, official action was taken to award the above-referenced bid to Dick Blick, Nasco, Sax Arts and Crafts, and School Specialty. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. Subsequently, the second year of the agreement was awarded on April 21, 2009 and covers the period of July 1, 2009 through June 30, 2010.

Considering services have been satisfactory, John Van Fleet, Sales Representative, Dick Blick Company; Dave Johnson, Manager of Sales Contracts, Nasco; Joe Gooden, Bid Manager, Sax Arts and Crafts; and Jimmie Wilson, Assistant Secretary, School Specialty; were all contacted to verify their willingness to enter into the third year of the agreement. As such they have agreed in writing (attached) to enter into the third year of the contract.

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with the above-referenced vendors. The third year of the contract will cover the period July 1, 2010 through June 30, 2011.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dr

Date/Time:

04/23/2010 14:25

813-794-2713

PURCHASING

PAGE 01/01



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*2nd request
thanks*

BID RENEWAL REQUEST
BID #09-010-DR
BID TITLE: Art Supply Catalog Discount

X

Yes, I agree to renew Bid #09-010-DR under the same terms and conditions as the existing bid. The third year period shall be from July 1, 2010 through June 30, 2011.

see attached

No, I do not agree to renew Bid #09-010-DR.

COMPANY NAME: School Specialty
SIGNATURE: *[Signature]*
TYPED NAME AND TITLE: Jimmie Wilson, Assistant Secretary
TELEPHONE (WITH AREA CODE): 888-388-3224
FAX NUMBER (WITH AREA CODE): 800-675-1775
E-MAIL: *bidrequests@schoolspecialty.com*
DATE: 4/27/10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Debra Reaves, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2219 (PHONE)
(813) 794-2111 (FAX)

District Wide Accreditation • Southern Association of Colleges and Schools



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BID RENEWAL REQUEST BID #09-010-DR BID TITLE: Art Supply Catalog Discount

X

Yes, I agree to renew Bid #09-010-DR under the same terms and conditions as the existing bid. The third year period shall be from July 1, 2010 through June 30, 2011.

No, I do not agree to renew Bid #09-010-DR..

COMPANY NAME: Dick Blick Company

SIGNATURE:

TYPED NAME AND TITLE: John VanFleet, Sales Representative

TELEPHONE (WITH AREA CODE): 800-704-7744

FAX NUMBER (WITH AREA CODE): 800-621-8293

E-MAIL: j.vanfleet@dickblick.com

DATE: 3-24-10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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John Van Fleet
Sales Representative

695 U.S. Highway 150 East
P.O. Box 1267
Galesburg, IL 61402
Ph 800-704-7744, Ext. 5258
Fax 800-621-8293
j.vanfleet@dickblick.com



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see attached

No, I do not agree to renew Bid #09-010-DR.

COMPANY NAME: School Specialty/Sea Arts and Crafts

SIGNATURE: _____

TYPED NAME AND TITLE: Joe Gooden, Bid Manager

TELEPHONE (WITH AREA CODE): 888.388.3224

FAX NUMBER (WITH AREA CODE): 800.675.1775

E-MAIL: bidnotices@schoolspecialty.com

DATE: 5/12/2010

DUE DATE: May 12, 2010

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

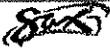
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School & Office Supplies



Arts Education



Early Childhood CHILDCRAFT®

Physical Education & Health



Special Needs Abilitations

Furniture & Equipment

To Order

Phone: 888-388-3224
Fax: 888-388-6344
www.schoolspecialty.com

Bid Questions

Phone: 800-554-7632
Fax: 800-675-1775
bidnotices@schoolspecialty.com

April 27, 2010

PASCO COUNTY SCHOOLS
20430 GATOR LN
LAND O LAKES, FL 34638-2804
Account # 243802

School Specialty is pleased to respond to your Bid Invitation #09-010-DR Art Supply Catalog Discount

Terms and conditions

Discount:

Educator Net Price (ENP) less 15% on all current School Specialty ENP priced catalogs (unless catalog bears notation: no other discounts apply).

Contract Period:

June 01, 2010 through June 30, 2011. Pricing for contract period effective upon notification of award referencing our Bid #2010232854SS to bidnotices@schoolspecialty.com.

Freight Terms:

Free S/H

What's New!

The look of our 2010 catalogs have shifted from being brand product focused (i.e. covers that say Sax, Childcraft, ABC, etc) to focusing on the needs of our customers (new catalogs will be as Early Childhood, Art Education, Physical Education ,etc) Most of these catalogs will feature Educator's Net pricing (ENP).

We are confident that you will find the Educator Net Price beneficial to your schools. Our Educator Net Price (ENP) allows competitive shopping for your school supply needs. Educator Net Pricing (ENP) will provide you with:

- Standardized pricing across School Specialty brands
- Easy to find pricing
- Decreased order complexity
- Added discount opportunities
- Everyday low price
- Invoice error reduction

Sincerely,

Kaiesha Mardenborough x 7228
Bid Operations Coordinator



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Heather Fiorentino, Superintendent

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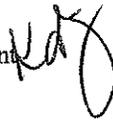
Department of Purchasing

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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

April 20, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: School Specialty: Catalog Discount Increase
Bid #10-052-SN: Classroom Supplies
Bid# 09-010-DR: Art Supplies Catalog Discount
Bid # 08-101-SN: Library Materials and Supplies
Bid #09-063-AF: Math Equipment Supplies

School Specialty was awarded the following bids:

- Bid #10-052-SN: Classroom Supplies, Board approved December 15, 2009, 4% discount off Educators' Net Price
- Bid# 09-010-DR: Art Supplies Catalog Discount, Board approved April 21, 2009, 20% discount off unit prices out of the Sax Arts and Crafts Catalog and 25% discount off unit price out of the School Specialty Catalog
- Bid # 08-101-SN: Library Materials and Supplies, Board approved June 17, 2008, and renewed for the second year on March 16, 2009, 25% Discount off unit price
- Bid #09-063-AF: Math Equipment Supplies, Board approved on December 1, 2008 and renewed for the second year on December 1, 2009, 25% discount off the unit price

On April 13, 2009, School Specialty contacted the Purchasing Department to offer a 15% discount off their Educator Net Pricing (Educator Net Prices equate to a 25% discount off unit), in lieu of the discounts noted above. The request was a result of School Specialty changing their catalog pricing structure nation-wide. As a result of the request, the Purchasing Department completed a cost analysis to determine if the new 15% discount from Educator Net Pricing would be more cost-effective for the District. After the analysis, the new pricing structure is estimated to save the District approximately \$21,621 above the original discounted awards. Therefore, we are requesting permission to accept School Specialties new published prices using the Educators' Net Pricing in their 2010 catalogs. This equates to a 25% discount off unit prices, plus an additional 15% discount. By accepting this offer, the District will be receiving a deeper discount and lower pricing.

Should you have any questions regarding this matter or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dgr

Attachment



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Heather Fiorentino, Superintendent

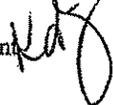
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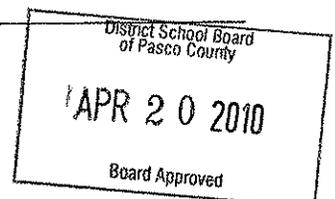
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dsr

Attachment

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: April 14, 2010 10:34:00



District School Board of Pasco County

Bid Recommendation

Bid Title	Art Supplies "Discount" Catalog - District Wide		Number of Vendors Notified	106
Bid Number	08-010-DR		Number of Bids Distributed	18
Date Solicited	3/18/08		Number of Vendors Bidding	14
Date Opened	04/17/08		Number of Formal "No Bid" Responses	1
Date Board Presentation	5/20/08		Funding Source	General Fund
Total Savings	\$ 16,000.00 Estimated		Grand Total of Bid (First year estimate)	\$ 80,000.00

Recommendation: Recommend acceptance of bid as noted on attached bid tabulation sheet as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: This bid is for the entire District's "as needed" requirements for art supplies and equipment requested by the CIS Department. The percentage bid is firm and fixed for the term of the bid (catalogs may be updated in January and July only). This is a three year bid renewable annually by mutual consent of both parties. The first year of the contract will cover the period of July 1, 2008 through June 30, 2009.

Notations and Exceptions: This is a multi-award bid (up to five vendors) based upon a weighted point system which considers, discount, inventory, location and service. The award is determined by ranking the vendors highest to lowest based upon the largest number of points. The following companies are recommended for award: Dick Blick Company (64 points), Nasco (40 points), Pyramid School Products (50 points), Sax Arts and Crafts (75 points), and School Specialty (35 points).

Recommend rejection of bids from Discount School Supply, Ellison Educational Equipment, Kaplan Early Learning Company, Lakeshore Learning Company, Quill Corporation, S & S Worldwide, and U. S. Toys Company for failure to meet one or more of the following specifications: 1) catalog inventory of Art related items were not sufficient to analyze bid, 2) does not meet F.O.B. requirements.

Total savings was based on past usage.

Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All others submitted in response to the solicitation, if any, are here by rejected as late.

Bids Evaluated By: Barbara Falkingham, Fine Arts Teacher on Assignment

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra D. Goodman, CPPB, Purchasing Agent



District School Board
of Pasco County

Date/Time:

MAY 20 2008

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: April 17, 2008 2:30 PM BID TITLE: Art Supplies "Catalog Discount" -- District Wide BID #: 09-010-DR	Dick Blick Company P.O. Box 1267 Galesburg, IL 61402-1267	Discount School Supply 2 Lower Ragsdale, Ste. 200 Montaery, CA 93940	Ellison Educational Equipment 25862 Commerce Dr Lake Forest, CA 92630	Hearlgy P.O. Box 1747 Pittsburg, KS 66762
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Discount from catalog: Supplies	20%	18% (in stock items only)	*15%
	Equipment	Call for quote	NB	*15%
	Name of Catalogs:	B8 Art Educators Resource Catalog 2008	Discount School Supply	Ellison Shaping Education 2007-2008
	Anticipated date of Delivery of order: Average Monthly Inventory (at cost):	10-14 17 Million	2 - 5 Varies	30 3.2 Million 700 Thousand
	Exclusions:	Sales Catalog and all internet specials are not eligible (except items number prefixes A, B, C or Z)	Drop shipment items which are pictured with a small truck in catalog will be charge a 15% shipping fee.	6% Freight Fees of total order, minimum \$6). \$25 minimum requirement for discount (Excluding machine parts, no minimum over on receive free delivery.
		Drop ship items ("F" in item number) are not eligible for the 24% discount or free shipping. Free shipping does not apply to 50# modeling materials, paper rolls, foambord, linoleum rolls, the 999 or Master Etch presses or other products so noted in the catalog. Additional charge will be assessed for these items.	Little Tykes products, as well as any promotionally priced items, are excluded from further discount.	Modules, lesson plans, and whole class curriculum are exempt from Discount offer.
			Large quantity orders make take up to 4 - 14 weeks for delivery.	
	Corporate Office Location:	6910 Eagle Way Chicago, IL 60678	2 Lower Ragsdale, Ste 200 Monteney, CA 93940 DSS: 6746 Stuart Ave Jacksonville, FL 32254	25862 Commerce Dr Lake Forest, CA 92630
	Street:			915 E. Jefferson
	City/State:			Pittsburg, KS 66762
	\$50 minimum (yes or no):	Yes	Yes	No
	Accept VISA Cards (Yes or no):	Yes	Yes	Yes

MAY 20 2008

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
DATE OF OPENING: April 17, 2008 2:30 PM			
BID TITLE: Art Supplies "Catalog Discount" -- District Wide			
BID #: 09-010-DR			
	Kaplan Early Learning Company 1310 Lweisville-Clemmons Rd Lewisville, NC 27023	Lakeshore Learning Materials 2695 E. Dominguez St. Carson, CA 90895	Nasco 901 Janesville Ave. Fort Atkinson, WI 53538
	Discount from catalog:	15%	5%
	Supplies		
	Equipment	NB	5%
	Name of Catalogs:	Early Childhood Edition Lakeshore Learning Catalog Lakeshore Elementary Catalog	Nasco Arts & Crafts
	Anticipated date of Delivery of order:	7-10	7-21
	Average Monthly Inventory (at cost):	1 Million Plus	NB
	Exclusions:	Discount & Free shipping based on Minimum order of \$100.	
		Offer no void with anyother sales offers, bids, quotes, coupons or discounts.	
		Does not apply to playground structures, parts, surfacing or services of playground. Does not apply to lifts, computers, & accessories, Assessments, & Screening Materials, "All About ECERS-R", "All About ITTERS-R", Tot Tree and Minotour School Activity Bus.	
	Corporate Office Location:	1310 Lewisville Lewisville, NC	901 Janesville Ave. Fort Atkinson, WI 53538
	Street:		
	City/State:		
	\$50 minimum (yes or no):	100.00	No
	Accept VISA Cards (Yes or no):	Yes	Yes
			\$50 after Discount is
			Reference Quotation number when ordering: 08-16628 11/1/09 2009 Catalog Effective through 12/31/08 2008 Catalog good discount.
			Fee Shipping Exceptions are Clay, Plaster and Modeling Material totaling 50 lbs or more. Kraft Rolls & Paper Towels (500 & 1,000 Ft. Rolls) Linoleum Rolls, Furniture & Equipment, Items with "Z" Prefix. Items with the Truck Logo. Sales catalogs are not included in quoted discount.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: April 17, 2008 2:30 PM BID TITLE: Art Supplies "Catalog Discount" - District Wide BID #: 09-010-DR		S & S Worldwide 75 Mill Street Colchester, CT 06415		School Specialty W 6316 Design Dr Greenville, WI 54942		Standard Stationery Supply Co. 2251 Foster Ave Wheeling, IL 60090		U.S. Toy Co. Inc. a/b/a Constructive Playthings 13201 Arrington Rd Grandview, MO 64030	
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Discount from catalog:								
	Supplies	10%						5%	5%
	Equipment								5%
	Name of Catalogs:	Education Plus							Constructive Playthings
	Anticipated date of Delivery of order: Average Monthly Inventory (at cost):	30 9.8 Million						7-10	1,570,000.00
	Exclusions:	Discount does not apply to sale flyers or special promotions. Discount applies to catalog current at time of order placement. Installations not included. Items labeled F.O.B./Drop Ship in catalog will be charged shipping prepaid and added to invoice.							Freight not included for orders under \$600. All Orders must be marked: Bid #8302F7600. All Equipment marked with Symbol F.O.B. Factory is excluded from the discount and free Freight. Discount is for Constructive Plaything Catalog only. All other catalogs, Sales Flyers, and offers are Excluded.
	Corporate Office Location:	75 Mill Street Colchester, CT 06415							
	\$50 minimum (yes or no):	No						Yes	\$25 minimum
	Accept VISA Cards (Yes or no):	Yes						No	Yes

Board Approved

MAY 20 2008

District School Board
Pasco County

