

District School Board of Pasco County RFP Recommendation

RFP Title	Art Supplies "Discount" Catalog - District Wide		Number of Vendors Notified	174
RFP Number	11-063-DR		Number of RFPs Distributed	13
Date Solicited	1/30/2011		Number of Vendors Bidding	14
Date Opened	3/9/2011		Number of Formal "No Bid" Responses	0
Date Board Presentation	4/5/2011		Funding Source	General
Total Savings	\$16,000 Estimated		Grand Total of RFP	\$80,000 (First Year Estimate)

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

Term of Contract: This RFP is for the entire District's "as needed" requirements for art supplies and equipment requested by the Curriculum and Instructional Services Department. The percentage RFP is firm and fixed for the term of the RFP (catalogs may be updated in January and July only). This is a three year RFP renewable annually by mutual consent of both parties. The first year of the contract will cover the period of July 1, 2011 through June 30, 2012.

Notations and Exceptions: This is a multi-award RFP (up to six 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. The following companies are recommended for award: Dick Blick (131.25 points), Nasco (145 points), School Specialty (107.5 points).

Recommend rejection of RFPs from Ace Educational, Kaplan Early Learning, Kelvin Electronics, Lakeshore Learning, Pitso, Pyramid School Products, S & S Worldwide, Smilemakers, and U.S. Toys for failure to meet one or more of the following specifications: 1) Catalog inventory of Art related items were not sufficient to analyze RFP, 2) Does not meet F. O. B. requirements.

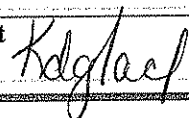
Total savings were based on past usage.

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.

RFPs Evaluated By: Rebecca Musselman, Supervisor for Curriculum and Instructional Services

RFPs Prepared By: Debra Reaves, Buyer Assistant

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



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		ACE Educational Supplies Inc.		Becker's School Supplies		Dick Blick Company	
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		5595 South University Drive		1500 Melrose Hwy		P. O. Box 1267	
RFP #: 11-063-DR		Davie, FL 33328		Pennsauken, NJ 08110-1410		Galesburg, IL 61402	
Board Meeting 4/5/2011		UNIT PRICE		UNIT PRICE		UNIT PRICE	
ITEM #	DESCRIPTION		10%		18%		20%
	Fixed Percentage Discount						
	Catalog Name:	Acc Educational Supplies		Elementary Edition Early Childhood Edition		2011 Resources for Art Educators	
	Date:	2011		2011		2011	
	Quote #	11-063-DR		N/A		QD20000	
	Exclusions to F.O.B. Destination:	20% of catalog price to items with shipping symbols.		Any item in 2011 catalogs with a red check mark next to it. Any order under \$50 after discount.		Drop ship items, those indicated with an "F" in the item number (2nd character), are not eligible for the 20% discount or free shipping. Call 800-704-7744 for special pricing and shipping quotes.	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM RFP TITLE: Art Supplies "Catalog Discount" - District Wide RFP #: 11-063-DR *Board Meeting 4/5/2011*		ACE Educational Supplies Inc. 5595 South University Drive Davie, FL 33328		Becker's School Supplies 1500 Melrose Hwy Pennsauken, NJ 08110-1410		Dick Blick Company P. O. Box 1267 Gagesburg, IL 61402	
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE	Sale Catalogs *all items number prefixes besides A, B, C, or Z and all internet specials are not eligible for this offer. Quantity pricing is not discountable. In addition to the discount, Blick Art Materials offers free shipping on shipping on individual purchase orders over \$200. Free shipping does not apply to 50# modeling materials, paper rolls, foam board, linoleum rolls, the 999 or Master Etch presses or other products so noted in the catalog. An additional charge will be asserted for these items. Orders shipped via truck line deliver to your curb or dock. Additional charges will apply to lower your order to the ground (lift gate) or to locate it just inside the door (inside deliver). Call to obtain shipping estimates for these items or services. 200	
	Exclusions from Proposal: Minimum Purchase:	N/A		Any item marked with an ELP or No Further Discount Icon will not carry a discount. \$50.00			
				(to receive discount and free shipping)			
	On-Line Ordering:						
	Vendor able to offer online ordering:	Yes					No

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM RFP TITLE: Art Supplies "Catalog Discount" - District Wide RFP #: 11-063-DR *Board Meeting 4/5/2011*		Kaplan Early Learning Company 1310 Lewisville-Clemmons Rd Lewisville, NC 27023		Kelvin Electronics 280 Electronics 280 Adams Blvd. Farmingdale, NY 11735	
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE		
	Fixed Percentage Discount	15%			0%
	Catalog Name:	K-5 Edition and Early Childhood Education		Kelvin Educations #258	
	Date:	2011		Kre8 Engineering and Kelvin	2010/2011
	Quote #	c191			62060
Exclusions to F.O.B. Destination:		None - No minimum order required for Free Shipping or for Discount.		Shipping less than \$100 is \$10, over \$100 is 10%	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		Lakeshore Learning Materials	Nasco	Oriental Trading Company, Inc.
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		2695 E. Dominguez St.	901 Janesville Ave	4206 S. 108 Street
RFP #: 11-063-DR		Carson, CA 90895	Fort Atkinson, WI 53538-0901	Omaha, NE 68137
Board Meeting 4/5/2011				
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	5%	20% off Stock items 5% off items with "Z" Prefix. Quantity breaks do not apply	5%
	Catalog Name:	Lakeshore Early Childhood	Nasco #931	Crafts, Hands on Fun, Scrapbooking, beading & More
	Date:	2011	2011 thru 12/31/11	Varies
	Quote #	11-063-DR	Nasco #970 Effective 1/1/12 11-063-DR	608049
Exclusions to F.O.B. Destination:		None	Free Shipping with \$50 purchase or more. Exceptions are items with "Z" prefix and items with the Truck Logo	Fun Impressions Catalog No discount will be given for shipping and handling charges. Free delivery on orders over \$60.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		Pitco Education	Pyramid School Products
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		P.O. Box 1708	6510 North 54th Street
RFP #: 11-063-DR		Pittsburg, KS 66762	Tampa, FL 33610-1908
Board Meeting 4/5/2011			
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	0%	10%
	Catalog Name:	Pitco Education and Hearlthy Drafting & Supplies	Pyramid School Products
	Date:	February, 2011	2010-2011
	Quote #	472168	11-063-DR
	Exclusions to F.O.B. Destination:	<p>Hazardous material charge of \$30. Shipping Charges: Orders up to \$99.99 will be \$8, Orders from \$100 to \$499.99 will be 8%; Orders from \$500 to \$999.99 will be 7%, \$1,000 to \$2,750 will be 5%; Orders from \$2,751 to \$3,500.99 will be 4%; Orders over \$3,501 will be 3%.</p>	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		S & S Worldwide		School Specialty	
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		75 Mill Street		W6316 Design Dr.	
RFP #: 11-063-DR		Colchester, CT 06415		Greenville, WI 54942	
Board Meeting 4/5/2011					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	15%	
	Fixed Percentage Discount				
	Catalog Name:		S & S Education	Sax Art Education-School Specialty	
	Date:		2011	2011	
	Quote #		11-063-DR	2011239394SS	
	Exclusions to F.O.B. Destination:		Items labeled F. O. B./Drop Ship in catalog will be charged shipping prepaid and added to invoice.	Parcels with a 7 or 9 prefix free shipping and handling on orders \$49 and over. Less than \$49, the shipping and handling charge is \$9.95. Truck/Freight shipping and handling charges are 15% of the order total if less than \$2,000 on items with a 6 or 8 prefix, with a \$49 minimum charge. If the order is greater than \$2,000, please call 877-350-0645 or email freight_quote@schoolspecialty.com for a freight quote. Inside delivery \$45 per order, lift gate \$69 per order.	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		S & S Worldwide		School Specialty	
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		75 Mill Street		W6316 Design Dr.	
RFP #: 11-063-DR		Colchester, CT 06415		Greenville, WI 54942	
Board Meeting 4/5/2011		UNIT PRICE		UNIT PRICE	
ITEM #	DESCRIPTION	<p>Discount applies to catalog current at time of order placement. Discount does not apply to sales flyers or special promotions.</p> <p>Exclusions from Proposal:</p> <p>Minimum Purchase:</p> <p>On-Line Ordering:</p> <p>Vendor able to offer online ordering:</p>			
		NA	None	Yes	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		SmileMakers	Constructive Playthings
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		425 Sha Lane	13201 Arrington Rd
RFP #: 11-063-DR		Spartanburg, SC 29307	Grandview, MO 64030-2886
Board Meeting 4/5/2011			
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	10%	5%
	Catalog Name:	SmileMakers	Constructive Playthings
	Date:	Spring 2011	2010/2011
	Quote #	11-063-DR	8302FT400/750
		All items marked with the symbol *F.O.B., Factory are Excluded from free shipping. Free shipping on orders of \$400 or more of UPS size items (these are all items NOT Marked with a "+" that denotes a "truck shipped" item.). Free shipping on orders of \$750 or more if there is one or more items marked "+" that denotes truck shipment. The "+" mark is in the catalog following the price of the truck shipped items. All items marked with the Symbol "*" F.O.B., Factory are Excluded form this free freight offer. Bid is for F.O.B. Shipping Point, not delivered; for orders under the "free freight" amounts will have freight added to the invoice.	
Exclusions to F.O.B. Destination:		NA	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 9, 2011 2:30 PM		SmileMakers	Constructive Playthings
RFP TITLE: Art Supplies "Catalog Discount" - District Wide		425 Sha Lane	13201 Arrington Rd
RFP #: 11-063-DR		Spartanburg, SC 29307	Grandview, MO 64030-2886
Board Meeting 4/5/2011			
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Exclusions from Proposal:	Custom Items	No phone orders accepted. Discount if for the Constructive Playthings Catalog only. All other catalogs, sale flyers and offers are excluded.
	Minimum Purchase:	No	\$25.00
	On-Line Ordering:		
	Vendor able to offer online ordering:	Yes, Not customized Site	

