



## 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](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/794-2221 Fax: 813/794-2221  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

November 16, 2010

### MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

**RE:** Second Year Renewal of Three-Year Contract  
#10-052-SN Classroom Supplies Catalog Discount  
Ace Educational Supplies, Becker's School Supplies, Classic School Supply,  
The Learning Station, Pyramid School Products, and School Specialty

On December 15, 2009, official action (attached) was taken to award RFP 10-052-SN to the above-referenced vendors. This is a three-year bid renewable annually at the mutual agreement of the parties. The first year of the agreement will expire on December 31, 2010.

Considering the services have been satisfactory, the vendors were contacted to determine their willingness to enter into the second year of this contract under the existing terms and conditions. As such, Ace Educational Supplies, Becker's School Supplies, Classic School Supply, The Learning Station, Pyramid School Products, and School Specialty have agreed in writing to enter into the second year of the contract.

At this time, it is my recommendation to enter into the second year of the contract. The second year of the contract will cover the period of January 1, 2011 through December 31, 2011.

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

KDG/vj

Attachments

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District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: November 9, 2010 09:24:00



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October 15, 2010

**RFP RENEWAL REQUEST**  
**RFP #: 10-052-SN RFP TITLE: Classroom Supplies**  
**VENDOR: Ace Educational Supplies**

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011.

No, I do not agree to renew 10-052-SN.

Company Name: Ace Educational Supplies

Signature: Richard Ludwig Date: Oct 15, 2010

Typed Name and Title: Richard Ludwig **President**

Telephone (w/area code): 800-432-0213 Fax Number (w/area code): 800-865-5564

Email: [rludwig@bellsouth.net](mailto:rludwig@bellsouth.net)

**DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN OCTOBER 22, 2010**

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law by reviewing Sections 1012.32 and 1012.465, Florida Statutes. This law became effective September 1, 2005.

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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
 ATTN: Vickie Jones, Buyer Assistant  
 PURCHASING DEPARTMENT  
 20430 GATOR LANE  
 LAND O' LAKES, FL 34638  
 (813) 794-2226 (PHONE) (813) 794-2713 (FAX)



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October 15, 2010

### RFP RENEWAL REQUEST

RFP #: 10-052-SN RFP TITLE: Classroom Supplies

VENDOR: Becker's School Supplies

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011.

No, I do not agree to renew 10-052-SN.

Company Name: Becker's School Supplies

Signature: Kurt W. Becker Date: 10/15/10

Typed Name and Title: Kurt W. Becker

Telephone (w/area code): 800-523-1490 Fax Number (w/area code): 856-792-9292

Email: kurt.becker@cjbinc.com

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352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

October 15, 2010

## RFP RENEWAL REQUEST

RFP #: 10-052-SN RFP TITLE: Classroom Supplies

VENDOR: Classic School Supply

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011.

No, I do not agree to renew 10-052-SN.

Company Name: Classic School Supply

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Typed Name and Title: Larry Shewan

Telephone (w/area code): 888-885-2488

Fax Number (w/area code): 888-434-0083

Email: lshewan@classicschoolsupply.com

**DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN OCTOBER 22, 2010**

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**Pyramid School Products**  
6510 North 54th Street  
Tampa FL 33610-1808

October 15, 2010

### RFP RENEWAL REQUEST

RFP #: 10-052-SN RFP TITLE: Classroom Supplies

VENDOR: Pyramid School Products

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011.

No, I do not agree to renew 10-052-SN.

Company Name: Pyramid School Products

Signature: Lawrence Miller Date: 10-20-10

Typed Name and Title: LAWRENCE MILLER, PRESIDENT

Telephone (w/area code): 813-621-6446 Fax Number (w/area code): 813-621-7688

Email: [bids@pyramidsp.com](mailto:bids@pyramidsp.com)

**DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN OCTOBER 22, 2010**

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October 15, 2010

### RFP RENEWAL REQUEST

RFP #: 10-052-SN RFP TITLE: Classroom Supplies

VENDOR: School Specialty

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011. *See Attached*

No, I do not agree to renew 10-052-SN.

Company Name: School Specialty

Signature: [Signature] Date: 10/20/2010

Typed Name and Title: Joe Gooden

Telephone (w/area code): 888-388-3224 Fax Number (w/area code): 800-675-1775

Email: bidnotices@schoolspecialty.com

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Pasco County Schools



# District School Board of Pasco County

2277 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Health Services Department

www.pasco.k12.fl.us

Department of Purchasing  
Kendra Goodman, 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

October 15, 2010

**RFP RENEWAL REQUEST**  
**RFP #: 10-052-SN RFP TITLE: Classroom Supplies**  
**VENDOR: The Learning Station**

Yes, I agree to renew 10-052-SN for Classroom Supplies for the second year under the same terms and conditions as the existing contract. The renewal period will begin on January 1, 2011 and expire on December 31, 2011.

No, I do not agree to renew 10-052-SN.

Company Name: The Learning Station

Signature: Nancy Reitano Date: 10/29/10

Typed Name and Title: Nancy Reitano

Telephone (w/area code): 800-833-1073 Fax Number (w/area code): 727-868-8129

Email: ~~learning\_sta@gte.net~~ learningstore@verizon.net

**DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN OCTOBER 22, 2010**

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# District School Board of Pasco County

## Bid Recommendation

|                                |   |  |  |                              |
|--------------------------------|---|--|--|------------------------------|
| <b>RFP Title</b>               | Classroom Supplies-Catalog Discount "As-Needed" |  | <b>Number of Vendors Notified</b>          | 172                          |
| <b>RFP Number</b>              | 10-052-SN                                       |  | <b>Number of Proposals Distributed</b>     | 56                           |
| <b>Date Solicited</b>          | October 1, 2009                                 |  | <b>Number of Vendors Proposing</b>         | 33                           |
| <b>Date Opened</b>             | October 28, 2009                                |  | <b>Number of Formal "No Bid" Responses</b> | 1                            |
| <b>Date Board Presentation</b> | December 15, 2009                               |  | <b>Funding Source</b>                      | General                      |
| <b>Total Savings</b>           | <b>Est. Annual \$61,320</b>                     |  | <b>Grand Total of RFP</b>                  | <b>Est. Annual \$400,000</b> |

**Recommendation:**

Recommend acceptance of proposals as noted on the attached tabulation sheet as the highest scoring, responsive, responsible proposers meeting written specifications.

**Term of Contract:**

This is a three year contract, renewable annually by mutual agreement of all parties. The first year of the contract will commence on January 1, 2010 and expire on December 31, 2010.

**Notations and Exceptions:**

This is a multi-awarded RFP (awarded to a maximum of six vendors) based upon a weighted point system. The weighted point criteria were based upon the following: Lowest Net Cost (15), Vendor Inventory (4), References (10) and a maximum of five (5) bonus points for online ordering. Estimated annual expenditures will vary depending upon need; however, discounts will remain firm for the duration of the contract. Catalogs can be updated in July and January of each contract year.

A total of forty-six (46) of the most commonly used bid items were selected from various new elementary, middle and high school orders. Vendors who could not supply 60% of these items were disqualified and are noted with an asterisk (\*).

The saving was determined by subtracting the average discount of the awarded vendors from the annual expenditures by the District.

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

District School Board  
of Pasco County

DEC 15 2009

Board Approved



**District School Board of Pasco County  
Bid Recommendation**

RFP # 10-052-SN  
Page 2

**Proposals Evaluated By:**

Stephanie Noble, Buyer, Purchasing Department  
Vickie Jones, Buyer Assistant, Purchasing Department

**Proposals Prepared By:**

Stephanie Noble, Buyer, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPO, CPPB, Purchasing Agent



District School Board  
of Pasco County  
DEC 15 2009  
Board Approval

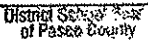
DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

| RFP TITLE:                              | Abrams Learning Trends   | Ace Educational Supplies  | Beckers School Supplies  | Classic School Supply   |
|---|--|---|--|---|
| Classroom Supplies - "Catalog Discount" | P O Box 10025  | 5596 South University Drive   | 1500 Melrose Highway   | PO Box 178  |
| RFP OPENING DATE:                       | Waterbury, CCT 06725   | Davis, FL 33928   | Pennsauken, NJ 08110-1410  | Waynesboro, VA 22980  |
| October 28, 2009 @ 2:30 p.m.            | 800-227-9120   | 800-432-0213  | 800-523-1490   | 888-885-2488  |
| RFP #:                                  | 800-737-3322   | 800-865-5564  | 856-792-9292   | 888-434-0083  |
| 10-052-SN                               |  |   |  |   |
| Discount Offered                        | 0%   | 10%   | 18%  | 30%   |
| Catalog Name                            | Abrams Learning Trends<br>January 2009   | Ace Educational Supplies<br>2009  | Beckers Elementary & Early Childhood<br>2010   | Classic School Supply   |
| Did not meet intent of bid              | ***  |   |  |   |
| Exclusions from bid                     | 10% shipping on total order or a minimum of \$8.00 whichever is greater. Discounts are reflected in catalog. | Free freight on orders over \$50. Additional shipping charges on items with shipping symbols. | Furniture and Equipment items marked with a red check mark are excluded from the free delivery. Freight will apply. A very small percentage of items found in the 2010 catalogs marked with a 't' symbol are excluded. | Furniture and Equipment items that are not in-stock are excluded from F.O.B. and Discount items that are no in-stock have an item number beginning with 'D' |
| Reference Number                        |  |   |  | PC-10-052-SN  |
| Total Points:                           | ***  | 119.40  | 78.33  | 103.07  |

District School Board  
 of Pasco County  
 DEC 15 2009  
 Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

|  |  |  |  |  |
|--|--|--|--|--|
| <b>RFP TITLE:</b><br>Classroom Supplies - "Catalog Discount" | <b>Classroom Products Warehouse</b><br>225 N. Fairway Drive<br>Vernon Hills, Illinois 60061  | <b>US Toy d.b.a Construction Playthings</b><br>13201 Arrington Road<br>Grandview, MO 64030-2886  | <b>Dick Blick</b><br>P.O. Box 1267<br>Galesburg, IL 61402  | <b>Educator's Outlet</b><br>PO Box 397<br>Timnath, CO 80547  |
| <b>RFP OPENING DATE:</b><br>October 28, 2009 @ 2:30 p.m.     | 888-271-8305   |  | 800-447-8192   | 800-315-2212   |
| <b>RFP #:</b><br>10-052-SN                                   | 888-280-6110   |  | 800-621-8293   | 866-254-5786   |
| <b>Discount Offered</b>                                      | 15%  | 5%   | 20%  | 15%  |
| <b>Catalog Name</b>  | Classroom Products Warehouse<br>February 2009  | US Toy/Constructive Playthings   | Blick Art Materials  | Educator's Outlet  |
| <b>Did not meet intent of bid</b>                            | ***  | ***  | ***  | ***  |
| <b>Exclusions from bid</b>                                   | Requested Expedited shipping will be at actual charges-ground shipping free. Texas Instrument and Casio Calculators and products are excluded from discount-free shipping still applies. | All items marked with * F.O.B. Factory are excluded from discount and free freight. There will be free freight on orders over \$300 or more of U.P.S. size items(these are all items not marked with a + that denotes a truck shipped item.) There will be free freight on orders of \$650 or more if there is one or more items marked + that denotes truck shipped items. No phone orders accepted. Minimum order amount \$25.00. All other sale flyers and offers are excluded. | Sale Catalogs (all items number prefixes besides A,B,C,Z) and all internet specials are not eligible for this offer. Quantity pricing is not discountable. Your order will receive the better of the discounted base price or the quantity price for which you are eligible based on your order quantity. Free shipping on orders over \$50. 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. Additional charges will apply to lower your order to the ground (lift gate) or to locate it just inside the door (inside delivery). This discount will expire on December 31, 2010. Please contact to renew your discount on or before the date. | Express or special instruction shipments are exclusions from f.o.b. Exclusions from proposal-calculators |
| <b>Reference Number</b>                                      |  | BID #8302FT300/650   | QD20000  | B11025   |
| <b>Total Points:</b>   | ***  | ***  | ***  | ***  |

  
**IDEC 15 2009**  
 Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

|   |   |                                |  |   |
|---|---|--------------------------------|--|---|
| <b>RFP TITLE:</b>                       | EAI Education   | Ernie Morris Enterprises, Inc. | ETA/Cuisenaire   | Hammond & Stephens  |
| Classroom Supplies - "Catalog Discount" | PO Box 7046   | 232 N. Main Street             | 500 Greenview Court  | PO Box 629  |
| <b>RFP OPENING DATE:</b>                | Oakland, NJ 07436   | Busnell, FL 33513              | Vernon Hills, IL 60061   | Fremont, NE 68026   |
| October 28, 2009 @ 2:30 p.m.            | 800-770-8010  | 352-793-2745                   | 800-445-5985 x5177   | 800-228-9875  |
| <b>RFP #:</b>                           | 201-891-5689  | 352-793-2778                   | 888-333-9588   | 800-633-0630  |
| 10-052-SN                               |   |                                |  |   |
| <b>Discount Offered</b>                 | 15%   | 22%                            | 20%  | 5%  |
| <b>Catalog Name</b>                     | EAI Education Math<br>EAI Education Literacy  | Ernie Morris School Supplies   | Math, Reading, and Science catalogs  | Planning & Student<br>Development<br>School Specialty     |
| <b>Did not meet intent of bid</b>       | ***   | ***                            | ***  | ***   |
| <b>Exclusions from bid</b>              | Shipping on order over \$100 is free, under \$100 add \$7.00 shipping. Actual shipping charges do apply to calculators, storage products, oversize and drop shipped items from factory. Discount no included on calculators and peripherals, CBLs, CBRs, probes, Navigator Systems, Software, Stopwatches/Timers, or Overhead Projectors (order these items at catalog price.) No additional discounts will be taken off items offered on sale. | N/A                            | Discounted order less than \$50 are excluded from f.o.b. Item numbers with the letter P in the third position of the item number are excluded from the discount. | Discount is on in-stock warehouse items only, not customs |
| <b>Reference Number</b>                 | BID# RFP# 10-052-SN   | 10-052-SN                      |  | RFP 10-052-SN   |
| <b>Total Points:</b>                    | ***   | ***                            | ***  | ***   |

Board Approved  
 DEC 15 2009  
 District School Board  
 of Pasco County

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

|  |   |  |  |
|--|---|--|--|
| <b>RFP TITLE:</b><br>Classroom Supplies - "Catalog Discount" | <b>Highsmith, a Division of Lab Safety Supply, Inc.</b><br>PO Box 5210<br>Janesville, WI 53547-5210<br>800-543-2180<br>800-350-6236   | <b>Innovative Learning Concepts, Inc</b><br>6760 Corporate Drive<br>Colorado Spring, CO 80919<br>800-888-9191<br>719-593-2446  | <b>Kaplan Early Learning Company</b><br>1310 Lewiville-Clemmons Rd.<br>Lewisville, NC 27023<br>800-334-2014<br>336-712-2243  |
| <b>RFP OPENING DATE:</b><br>October 28, 2009 @ 2:30 p.m.     |   |  |  |
| <b>RFP #:</b><br>10-052-SN                                   |   |  |  |
| <b>Discount Offered</b>                                      | 8%  | 0%   | 15%  |
| <b>Catalog Name</b>  | Highsmith/Upstart/Furniture, Equipment, Supplies  | TouchMath  | Kaplan Early Childhood and Kaplan K-5  |
| <b>Did not meet intent of bid</b>                            | ***   | ***  | ***  |
| <b>Exclusions from bid</b>                                   | Not valid with library sparks magazine, Express or Learning Wells Brands, 3M and checkpoint security products, sale catalogs, orders already in progress, or in conjunctions with other bids. Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to your invoice. Minimum order \$25.00. Discount period 2010. | Any order under \$100 is \$10 shipping and handling. Any order over \$100 is 10% shipping and handling. Any order over \$10,000 is free shipping and handling if shipping to one location. | minimum order of \$100 or more. Discount will be applied to the most current pricing available when order is placed. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacing or services of playground, lofts, computers and accessories, assessment and screening materials, "All About ECERS-R", "All About ITERS-R", "Total Tree (#96616) and Minotaur School Activity Bus, Playground Items on pgs 182-183 in the Infant Toddler Catalogs. Next day air, 2nd day air and K-Truck Delivery services are excluded from our free freight offer. |
| <b>Reference Number</b>                                      | 52849   |  | C#191  |
| <b>Total Points:</b>   | ***   | ***  | ***  |

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

|  |   |  |  |   |
|--|---|--|--|---|
| <b>RFP TITLE:</b><br>Classroom Supplies - "Catalog Discount" | <b>Learning Services</b><br>PO Box 10636<br>Eugene, OR 97440<br>800-877-9378<br>800-815-5154  | <b>The Learning Station</b><br>10425 U.S. Hwy. 19<br>Port Richey, FL 34668<br>800-833-1073<br>727-868-8129 | <b>Nasco</b><br>901 Janesville Ave.<br>Fort Atkinson, WI 53538<br>800-558-9595<br>920-563-8296   | <b>Nienhuis Montessori</b><br>140 East Dana Street<br>Mountain View, CA 94041<br>800-942-8697<br>850-964-8162 |
| <b>Discount Offered</b>                                      | 3-10%   | 20%  | 10-20%   | 10%   |
| <b>Catalog Name</b>  | Learning Services   | The Learning Station   | Science, Math, Arts/Crafts, Family Consumer Science, Early Learning, PE  | Premium Montessori materials 2009/10  |
| <b>Did not meet intent of bid</b>                            | ***   |  | ***  | ***   |
| <b>Exclusions from bid</b>                                   | Free Shipping and handling for all of your software orders over \$150. All other items will be charged actual shipping. 10% off catalog prices for software and 3% off catalog prices for the balance of the catalog. | None   | \$50 minimum order. F.O.B. except for Clay, plaster, modeling material totaling 50 lbs or more, paper and Kraft rolls, limoleum rolls, furniture and equipment live material and chemicals and items with "Z" prefix or truck logo. These items are shipped F.O.B. shipping point. Ready-or-Not Tot and accessories, To-Sew, and Haan Craft kits are not discounted. Exnopus frogs and live material coupon cards are not discounted. Discounts are off unit price not quantity price. If the quantity price is lower than the discounted unit price, you receive the lower quantity price. Truck shipments are dock delivery, catalogs are mailed annually. | None  |
| <b>Reference Number</b>                                      | FL-10-052-SN  |  | 45929  |   |
| <b>Total Points:</b>   | ***   | 65.80  | ***  | ***   |

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| RFP TITLE:                              | Oriental Trading Company   | Paxton Patterson   | Pitsco   | Positive Promotions  |
|---|--|--|--|--|
| Classroom Supplies - "Catalog Discount" | 4206 S 108 Street<br>Omaha, NE 68137   | 7523 S. Sayre Ave.<br>Chicago, Illinois 60638  | PO Box 1708, 913 E. Jefferson<br>Pittsburg, KS 66762   | 15 Gilpin Ave<br>Hauppauge, NY 11788   |
| RFP OPENING DATE:                       | 800-228-0038<br>800-869-2351   | 800-323-8484<br>708-594-1907   | 800-835-0686<br>800-533-8104   | 631-486-2279<br>877-258-1226   |
| RFP #:                                  |  |  |  |  |
| 10-052-SN                               |  |  |  |  |
| Discount Offered                        | 10%  | 3%   | 0%   | 5%   |
| Catalog Name                            | Main, Craft, Hands on Fun  | Annual catalog   | Pitsco Education<br>Pitsco Drafting & Supplies   | Achievement, Create a Positiv  |
| Did not meet intent of bid              | ***  | ***  | ***  | ***  |
| Exclusions from bid                     | Free standard delivery orders over \$60. F.O.B. designation charges prepaid and added to invoice. No discount for express delivery. Oriental Trading Main Catalog prices good through 3/30/10. Hands on Fun will expire 1/30/10. Sensational Crafts expires 1/30/10. Pricing honored for 3 months on all seasonal or specialty catalogs. | All orders under \$100, please add a \$10 shipping charge. All shipments \$100 and over, shipping is free. | Hazardous material charge of \$30 may apply to items marked in the catalog as such. Quantity specification will apply. Shipping Charges apply to all orders (list on file) | Free standard shipping. Express and rush charges are available in catalog and website. Discount may not be applied or combined with any other discount or offer. |
| Reference Number                        | 608049   | C729406  | BTH-910-07-101231H   | RFP 10-52-SN   |
| Total Points:                           | ***  | ***  | ***  | ***  |

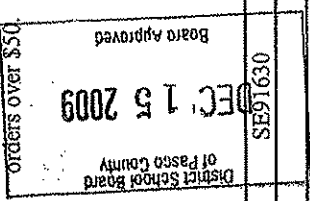
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| RFP TITLE:                              | Pyramid School Products   | S&S Worldwide   | Seat Sack  | School Specialty                           | Science Kit, LLC  |
|---|---|---|--|--|---|
| Classroom Supplies - "Catalog Discount" | 6510 North 54th Street<br>Tampa, FL 33610-1908  | 75 Mill Street<br>Colchester, CT 06415  | PO Box 9732<br>Naples, FL 34101                  | W6316 Design Drive<br>Greenville, MI 49424 | 777 East Park Drive<br>PO Box 5003<br>Tonawanda, NY 14151   |
| RFP OPENING DATE:                       | 800-792-2644  | 800-243-9232  | 239-596-2200                                     | 888-388-3224                               | 800-828-7777  |
| October 28, 2009 @ 2:30 p.m.            | 813-621-7688  | 800-432-2843  | 239-571-0622                                     | 800-675-1775                               | 800-828-3299  |
| RFP #:                                  |   |   |  |  |   |
| 10-052-SN                               |   |   |  |  |   |
| Discount Offered                        | 10%   | 12%   | 40%  | 4% off Educator's Net Price                | 14%   |
| Catalog Name                            | Furniture catalog   | S&S Education   | Seat Sack  | School Specialty                           | Science Kit   |
| Did not meet intent of bid              |   | ***   | ***  |  | ***   |
| Exclusions from bid                     | Exclusions from f.o.b. all furniture and equipment. Prices are net for all furniture and equipment. | Items labeled f.o.b. drop ship in catalog will be charged shipping prepaid and added to invoice. Discount does not apply to sale flyers or special promotions. Installation not included. | 20% off Lock-r-Sack, Lock-n-Sack and Hand-e-Sack |  | Live, preserved, telescopes, any special orders, vernier probe ware, Kodak cameras, Pasco items, publisher kids and their replacement parts are excluded from this discount. Science Kit will absorb all shipping charges, with the exception of live materials, hazardous materials items required to ship via motor freight, and items requested for overnight or two-day delivery on orders over \$50. |
| Reference Number                        | 10-052 (PASCO SB)   | 10-032-SN   |  |  | SEP1630   |
| Total Points:                           | 133.67  | ***   | ***  | 94.70                                      | ***   |





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| <b>RFP TITLE:</b><br>Classroom Supplies - "Catalog Discount" | <b>Valiant IMC</b><br>55 Ruta Court<br>Hackensack, NJ 07<br>800-631-0867<br>800-557-2637 | <b>Vernier Software</b><br>13979 SW Millikan Way<br>Beaverton, OR 97005-2886<br>503-277-2299<br>503-277-2440 | <b>tion, LLC d.b.a. Ward's Nat</b><br>5100 West Henrietta Road<br>PO Box 92912<br>Rochester, NY 14692-9012<br>800-962-2660<br>877-247-0176  | <b>Wood, etc. Corp.</b><br>131 Yorktown<br>Dalla, TX 75208<br>214-747-1310<br>214-747-1317 | <b>WRS Group, Ltd.</b><br>PO Box 21207<br>Waco, TX 76702<br>800-299-3366<br>888-977-7653 |
| <b>RFP OPENING DATE:</b><br>October 28, 2009 @ 2:30 p.m.     |  |  |   |  |  |
| <b>RFP #:</b><br>10-052-SN                                   |  |  |   |  |  |
| <b>Discount Offered</b>                                      | 5%   | 0%   | 10%   | 20%  | 12%  |
| <b>Catalog Name</b>  | Valiant IMC  | Vernier Software   | Ward's Natural Science  | Early Learning Furniture   | Health Edco  |
| <b>Did not meet intent of bid</b>                            | ***  | ***  | ***   | ***  | ***  |
| <b>Exclusions from bid</b>                                   | Minimum order for free shipping \$100.   | Quantity Discounts may apply. Please contact us for price quotes.  | 10% Discount (except Vernier LabPro, Probes and Sensors, Pasco PasPort, Probes and Sensors and Kodak Digital Products). Free Shipping on orders over \$100 or more (except living/perishable material, hazardous material and motor freight shipments). | None   | Does not apply to HealthEdco Curriculum Item C70001-C70008                               |
| <b>Reference Number</b>                                      |  |  |   | 10-052-SN  |  |
| <b>Total Points:</b>   | ***  | ***  | ***   | ***  | ***  |

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