



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Dr. Gary Norris, Superintendent
Mr. Scott Lempe, Associate Superintendent**

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD CATALOG DISCOUNT BID #7051

Bids to provide 'Catalog Discounts' were received from 75 vendors on January 4, 2007. The bids of AFP Industries, Inc., American Park & Play, Inc., Apex Office Products, Inc., Audio Visual Innovations, Inc., Audio Visual Solutions Corporation, B&H Photo-Video Pro Audio, CCS Presentation Systems, Camcor, Inc., Capital Microscope Services, Contrax Furnishings, Inc., E&R Industrial Sales, Inc., ETA/Cuisenaire, Educational Resources, Inc., Ernie Morris Enterprises, Fisher Science Education, Flaghouse, Inc., Focused Technology, General Binding Corporation, Gopher Sport, Great Source Education Group, a Division of Houghton Mifflin, Hammond & Stephens, a Division of Premier Agendas, Inc., Harcourt Achieve, Interstate Music, Kamico Instructional Media, Inc., Kaplan Early Learning Company, Laerdal Medical Corporation, Learning Services, Long's Electronics, Mar*co Products, Inc., Perfection Learning, Park & Play Structures c/o American Park & Play, Really Good Stuff, Resources for Reading, Rhythm Band Instruments, Inc., Rifton Equipment, S&S Worldwide, SATCO Supply, Sax Arts & Crafts, SEO Enterprises, Smiley's Audio-Visual, Inc., Southern Business Communications, Inc., Standard Stationery Supply Company, Triarco Arts & Crafts, Valiant I.M.C., Vernier Software & Technology, W.W. Grainger, Inc., and Wards Natural Science EST LLC were the best low bids meeting the advertised specifications. This bid is for a period of two years with the option to renew for two additional one year periods. The funds for these purchases are contained in the operating budgets of the schools and departments.

Requested by:
Pat Black

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 2-13-07

Fiscal Impact:

Not to exceed
\$250,000.00

Funding:

1101 Operating
Schools & Departments

Recommended Motion: That the bids of AFP Industries, Inc., American Park & Play, Inc., Apex Office Products, Inc., Audio Visual Innovations, Inc., Audio Visual Solutions Corporation, B&H Photo-Video Pro Audio, CCS Presentation Systems, Camcor, Inc., Capital Microscope Services, Contrax Furnishings, Inc., E&R Industrial Sales, Inc., ETA/Cuisenaire, Educational Resources, Inc., Ernie Morris Enterprises, Fisher Science Education, Flaghouse, Inc., Focused Technology, General Binding Corporation, Gopher Sport, Great Source Education Group, a Division of Houghton Mifflin, Hammond & Stephens, a Division of Premier Agendas, Inc., Harcourt Achieve, Interstate Music, Kamico Instructional Media, Inc., Kaplan Early Learning Company, Laerdal Medical Corporation, Learning Services, Long's Electronics, Mar*co Products, Inc., Perfection Learning, Park & Play Structures c/o American Park & Play, Really Good Stuff, Resources for Reading, Rhythm Band Instruments, Inc., Rifton Equipment, S&S Worldwide, SATCO Supply, Sax Arts & Crafts, SEO Enterprises, Smiley's Audio-Visual, Inc., Southern Business Communications, Inc., Standard Stationery Supply Company, Triarco Arts & Crafts, Valiant I.M.C., Vernier Software & Technology, W.W. Grainger, Inc., and Wards Natural Science EST LLC in an amount not to exceed \$250,000.00 be approved for award and purchase.

(over)

The School Board of Sarasota County, Florida

CATALOG DISCOUNT - BID #7051

Bid opened and recorded on January 4, 2007 @ 2:00 p.m.

1. Vendor name:	2. Vendor quote number:	3. Catalog name:	4. Catalog number and/or year:	5. Percentage discount off catalog list price for supplies:	6. Percentage discount off catalog list price for equipment:	7. Percentage discount off internet list price for supplies:
ABC School Supply	7051	ABC School Supply Early Learning	2006, 2007 will be available January 2007	18% See attachment	18% See attachment	See attachment
AFP Industries, Inc.	121206-8	AFP School Supply	2006	12%	8%	12%
American Park & Play, Inc.	Catalog Discount Bid #7051	Anthem Sports	2006	3%	6%	3%
American Park & Play, Inc.	Catalog Discount Bid #7051	Ball Fabric Structures, Inc. Price List dated 3/1/2006	N/A		5%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Barkman Concrete	The Architectural Series		10%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Cascades	Site Furnishing Catalog		15%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Cedar Forest Products Co.	Green Cover w/3 Shelters		4%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Erlau AG	2004/2005		4%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Goric	2006		4%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Jaypro Sports Equipment	2006	3%	6%	3%
American Park & Play, Inc.	Catalog Discount Bid #7051	KenCoat	Brown Bldg w/tree branch, receptacle, bench & planter front cover		5%	
American Park & Play, Inc.	Catalog Discount Bid #7051	RCP Shelters, Inc.	1957 50th 2007		5%	

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
ABC School Supply	See attachment	www.abcchoolsupply.com	See attachment	See attachment
AFP Industries, Inc.	8%	www.afpschoolsupply.com	none	none
American Park & Play, Inc.	6%	www.anthem-sports.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	5%	www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	10%	www.barkmanconcrete.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	15%	www.cascadesreplast.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	4%	www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	4%	www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	4%	www.goric.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	6%	www.jaypro.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	5%	www.kencoat.com/americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	5%	www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
ABC School Supply	\$100.00	Pat Scorzetti	352-688-8161 /352688-8161	pscorzetti@childcraftededucation.com	
AFP Industries, Inc.	\$50.00	Donald Sprague	305-663-8300 /305-665-1800	afpind@aol.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.	\$6,000.00	Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.	\$8,000.00	Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.	\$3,000.00	Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	

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American Park & Play, Inc.	Catalog Discount Bid #7051	Urbain Design	4th Edition		15%	
American Park & Play, Inc.	Catalog Discount Bid #7051	Sportsplay	2006		10%	
Apex Office Products, Inc.		Apex Office Supply & Furniture Catalog	2007	48%	20%	48%
Audio Visual Innovations, Inc.		Innovative Products Guide	2006/2007 Catalog	10%	22%	NA
Audio Visual Innovations, Inc.		Comprehensive	2006 Systems and Solutions Catalog	13%	20%	NA
Audio Visual Innovations, Inc.		Phonic Ear-Front Row Pro/To Go		10%	10%	NA
Audio Visual Solutions Corp.	Bid#7051	Audio Visual Solutions	2006 (2007 will soon be available as replacement)	23.1%	23.1%	23.1%
B & H Photo-Video Pro Audio	184199110		Winter 2007	0%	0%	0%
Brodhead Garrett	C-943553-BG	Brodhead Garrett	2006 Being included as example only 2007 Catalog will be sent after Jan 1, 2007	See attached letter	See attached letter	See attached letter
CCS Presentation Systems		AV Bluebook	2006	12%	21%	12%
Calico Industries, Inc.		Calico Industries, Inc	2006-2007	See attachment	See attachment	See attachment

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American Park & Play, Inc.	15%	www.cascadesreplast.com www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
American Park & Play, Inc.	10%	www.sportsplayinc.com www.americanparkplay.com	2006 pricing. New pricing expected from manufacturer in next 90 days and possibly a new catalog.	Plus freight
Apex Office Products, Inc.	20%	www.apexofficeproducts.com	Supply category-10% on cartridges, inks and computer supplies. Equipment-10% on printers, faxes, copiers, phones, TV, etc.	If furniture ordered, freight and installation charges may apply. On large commercial freight deliveries, an inside delivery charge may apply.
Audio Visual Innovations, Inc.	NA			25lbs. or more per item will be prepaid and added to invoice. Under 25lb.- free freight.
Audio Visual Innovations, Inc.	NA			25lbs. or more per item will be prepaid and added to invoice, Under 25lb.- free freight.
Audio Visual Innovations, Inc.	NA			25lbs. or more per item will be prepaid and added to invoice, Under 25lb.- free freight.
Audio Visual Solutions Corp.	23.1%	www.4avs.com		Freight will be added for large, heavy items that cannot be shipped by UPS and require truck/motor freight shipment.
B & H Photo-Video Pro Audio	0%	www.bhphoto.com		Free UPS up to 70lbs.
Brodhead Garrett	See attached letter	www.brodheadgarrett.com	items with 77 prefix items in sales flyers, promotions See attached letter	items with 77 prefix items in Automotive section truck icon items hazardous items oversize See attached letter
CCS Presentation Systems	21%	www.avbluebook.com		Free freight on purchases \$200+, otherwise freight is \$5.00.
Calico Industries, Inc.	See attachment	www.calicoindustries.com	See attachment	See attachment

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American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
American Park & Play, Inc.		Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
Apex Office Products, Inc.	No minimum	Ray Klaus	813-871-2010 x124 /813-875-9059	rklaus@apexop.com	
Audio Visual Innovations, Inc.	\$25.00	Monica Mercer	800-282-6733 /800-244-8630	mmercercer@aviinc.com	
Audio Visual Innovations, Inc.	\$25.00	Monica Mercer	800-282-6733 /800-244-8630	mmercercer@aviinc.com	
Audio Visual Innovations, Inc.	\$25.00	Monica Mercer	800-282-6733 /800-244-8630	mmercercer@aviinc.com	
Audio Visual Solutions Corp.	\$100.00	Nancy Aquilino	800-903-4287 /954-927-4287	info@4avs.com	
B & H Photo-Video Pro Audio	\$0.00	Nathan Hirshman	212-239-7503 /800-947-8003 x2954 /212-239-7400 /800-858-5517	nathanh@bhphotovideo.com	
Brodhead Garrett	No minimum	Currently not a B.G. rep available	800-321-6730 /800-232-8776	customercare@brodheadgarrett.com	
CCS Presentation Systems	\$25(after discount is applied)	Jordan Kanter	407-968-3492 /407-830-4789	jkanter@ccsprojects.com	
Calico Industries, Inc.	See attachment	Art Stewart	352-332-7272 /352-338-1927	astewart@calicoindustries.com	

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Camcor, Inc.	Bid #7051	2006/2007 AV Catalog	AV0906	5%*	5%*	5%*
Capital Microscope Services		CMS-Capital Microscope Services	Volume 15-2006/2007	5%	5%	5%
Carolina Biological Supply Co.	P/106270	Web Site: www.carolina.com				5%
Childcraft Education Corp.	7051	Childcraft 2007 Growing Years	2007	10% See attachment	10% See attachment	See attachment
Contrax Furnishings, Inc.		Chromcraft			40%	
Contrax Furnishings, Inc.		Diversified Woodcraft	2007 price list/catalog		25%	
Contrax Furnishings, Inc.		Jasper Chair	Product guide & supplemental 2006		46%	
Contrax Furnishings, Inc.		Jonti Craft	2007 catalog/price list		17%	
Contrax Furnishings, Inc.		MTS Seating	Workbook and price list 2006		42%	
Contrax Furnishings, Inc.		Sit On It Seating	Price list 10/15/06		50%	
Contrax Furnishings, Inc.		Smith Systems	2007 price list		42.5%	
Contrax Furnishings, Inc.		United Chair	Seating price list Jan 2007		52%	
Contrax Furnishings, Inc.		Whitehall	Supplemental price list 12/12/05 w/6% increase sticker		44%	
Contrax Furnishings, Inc.		Working Walls	Price Book 2006		20%	
Delta Education LLC	2006CD	Delta Education 2006-2007 Pre-K-6 Science & Math	2006-2007	See attachment	See attachment	See attachment
Demco, Inc.	CSE453	Demco Full Line	2007-valid through 12/31/07	15%	7%	15%
Dick Blick Company	QD20000	2007 Resources for Art Educators	"A" year 2007	20%	NA	NA
E & R Industrial Sales, Inc.	12272007JA					15%

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Camcor, Inc.	5%*	www.camcor.com	*Items too large to ship UPS will require a freight surcharge.	Items too large to ship UPS will require a freight surcharge.
Capital Microscope Services	5%	www.microscopesandmore.com	NA	NA
Carolina Biological Supply Co.	5%	www.carolina.com	See attachment	See attachment
Childcraft Education Corp.	See attachment	www.childcraft.com	See attachment	See attachment
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 4% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 4% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 3% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Installation: 5% of net product.	
Contrax Furnishings, Inc.		www.contraxfurn.com	Contrax does not mount on walls.	
Delta Education LLC	See attachment	See attachment	See attachment	See attachment
Demco, Inc.	7%	www.demco.com	See attachment	Furniture and Equipment
Dick Blick Company	NA	www.dickblick.com	See attachment	See attachment
E & R Industrial Sales, Inc.	5%	www.erindustrial.com		

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Camcor, Inc.	No minimum	Sonny Bell	321-239-3939 /800-298-1181	sbell@camcor.com	
Capital Microscope Services	N/A	Elvie Tidwell	877-634-3408 /863-701-8805	elvie@microscopesandmore.com	
Carolina Biological Supply Co.	\$0.00		800-334-5551 /336-538-6330	quotations@carolina.com	
Childcraft Education Corp.	\$100.00	Pat Scorzetti	352-688-8161 /352-688-8161	pscorzetti@childcrafteducation.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Contrax Furnishings, Inc.		John Crawford	800-699-7516 /352-373-0622	jcrawford@contraxfurn.com	
Delta Education LLC	See attachment	Steve Jones	904-599-9084 /904-599-9085	sjones@delta-edu.com	
Demco, Inc.	\$50.00	Patricia Burdick	800-462-8709 /888-329-4728	quote@demco.com	
Dick Blick Company	NA				
E & R Industrial Sales, Inc.	\$125.00	David Beasley	727-536-2166 /727-536-2206	dbeasley@erindustrial.com	

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ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	SCPS#7051	ETA/Cuisenaire Math	2007	On M7 items 18%	On M7 items 18%	On math items that begin with "IN" 18%
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	SCPS#7051	ETA/Cuisenaire Reading/LA	2007	On R7 items 6%	On R7 items 6%	On reading items that begin with "IN" 6%
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	SCPS#7051	ETA/Cuisenaire Science	2007	On T7 items 10%	On T7 items 10%	On science items that begin with "IN" 10%
Educational Resources, Inc.	#25670	Educational Resources	January 2007	5%	3%	5%
Ernie Morris Enterprises	Bid 7051	Ernie Morris Enterprises 2007	2007	Consumable supplies 50.4%, nonconsumable supplies 30.1%	Furniture 41.2%, furniture accessories 30.1%	Machines 25.3%, ribbons 22.5%
Fisher Science Education	SS-737078CG2007F	Fisher Science Education 2007 Catalog-Updated annually in January.	January 2007	25%	25%	25%
Flaghouse Inc.	16GBNBMB	Flaghouse Physical Education and Recreation	Fall/Winter 2006	15%	15%	15%
Focused Technology	FT1208065DS	Focused Technology Website				5%

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ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	On math items that begin with "IN" 18%	www.etaquisenaire.com	Items beginning with M7P-J7P-P7P-INP are excluded.	ETA/Cuisenaire offers FREE SHIPPING on orders of \$25 or more. Orders less than \$25 do receive the appropriate discount but incur a \$5.00 charge for S/H. Next Day, 2nd Day and 3 day Select are excluded from free shipping terms. See attachment.
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	On reading items that begin with "IN" 6%	www.etaquisenaire.com	Items beginning with R7P and INP are excluded. See attachment.	ETA/Cuisenaire offers FREE SHIPPING on orders of \$25 or more. Orders less than \$25 do receive the appropriate discount but incur a \$5.00 charge for S/H. Next Day, 2nd Day and 3 day Select are excluded from free shipping terms.
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	On science items that begin with "IN" 10%	www.etaquisenaire.com	Items beginning with T7P and INP are excluded. See attachment.	ETA/Cuisenaire offers FREE SHIPPING on orders of \$25 or more. Orders less than \$25 do receive the appropriate discount but incur a \$5.00 charge for S/H. Next Day, 2nd Day and 3 day Select are excluded from free shipping terms.
Educational Resources, Inc.	3%	www.edresources.com	Discounts may not be applied to site licenses, networks, factory direct items and other discount offers.	Shipping policy is 5% of the subtotal with a \$9.95 minimum plus a handling fee of \$5.00 will be assessed on all orders.
Ernie Morris Enterprises	Toners 22.5%	www.erniemorris.com		
Fisher Science Education	25%	www.new.fishersci.com	Discount excludes items ending in "ND"	Free transportation on orders over \$150.00, excluding live, hazardous items, and motor freight. Hazardous materials surcharge is \$19.00 per order.
Flaghouse Inc.	15%	www.flaghouse.com	Any items related to "C.A.T.C.H."	Non-parcel merchandise (truck freight).
Focused Technology	5%	www.focusedtechnology.com	None	None

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ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	\$0.00	Rich Keefner	800-445-5985 x3205 /866-280-8672	rkeefner@etacuisenaire.com	
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	\$0.00	Rich Keefner	800-445-5985 x3205 /866-280-8672	rkeefner@etacuisenaire.com	
ETA/Cuisenaire, a Division of A. Daigger & Co. Inc.	\$0.00	Rich Keefner	800-445-5985 x3205 /866-280-8672	rkeefner@etacuisenaire.com	
Educational Resources, Inc.	\$50.00	Linda Weaver	800-624-2926 x3337 /800-610-5005	lweaver@edresources.com	
Ernie Morris Enterprises	\$25.00	Timothy Morris	352-793-2745 /352-793-2778	tmorris@erniemorris.com	
Fisher Science Education	\$0.00	Steve Steinfeld	800-320-0320 VM x1367766 /800-955-4763	steven.steinfeld@thermofisher.com	
Flaghouse Inc.	\$0.00	Joel Dinnerman	800-793-7900 x7589 /800-734-2193	joel.dinnerman@flaghouse.com	
Focused Technology	NA	Darren Swain	941-926-0624 /941-927-6431	dswain@focusedtechnology.com	

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Frey Scientific, a Division of Delta Education	C-025139713-F	Frey Science Catalog	2007, 2008	27%	12%	27%
Frey Scientific, a Division of Delta Education	C-025139713-F	Frey Elementary Catalog	2007	27%	12%	27%
Gaylord Bros. Inc.	SD233	Gaylord 2007	2007	15%	15%	15%
General Binding Corporation	NA	Educational Tools for Creative Solutions	1640116 2006	30%	30%	30%
Gopher Sport *The Prophet Group dba Gopher Sport	7051 Catalog Discount	Gopher 2007	Gopher 2007 Gopher Fall 2007 Gopher 2008	*Please see letterhead for additional discount information. Does NOT include "Only from Gopher", Climbing walls, and heart rate monitors. 10%	*Please see letterhead for additional discount information--does not include "Only from Gopher" items, climbing walls & Polar Heart Rate Monitors. 10%	Discount can not be applied to internet purchases.
Great Source Education Group, a Division of Houghton Mifflin		Great Source Pre-K-12 Fall Catalog	Fall Edition	0%	NA	0%
Hammond & Stephens, a Division of Premier Agendas, Inc.	7051	Hammonds and Stephens Awards 2006	Fall 2006	5%	NA	5%
Hammond & Stephens, a Division of Premier Agendas, Inc.	7051	Hammonds and Stephens Classroom Management	Fall 2006	5%	NA	5%

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Frey Scientific, a Division of Delta Education	12%	www.freyscientific.com	No discount on hazardous chemicals, items with prefix of 10 or 11, red pricing.	Free shipping except for hazardous materials, live specimens, furniture/equipment.
Frey Scientific, a Division of Delta Education	12%	www.freyscientific.com	No discount on hazardous chemicals, items with prefix of 10 or 11, red pricing.	Free shipping except for hazardous materials, live specimens, furniture/equipment.
Gaylord Bros. Inc.	15%	www.gaylord.com	Excludes security systems.	Free shipping on supply orders over \$100.00. Furniture orders will be charged shipping.
General Binding Corporation	30%	www.gbcimagine.com/education	Only products on the enclosed price list. See attachment	None
Gopher Sport *The Prophet Group dba Gopher Sport	Discount can not be applied to internet purchases.	www.gophersport.com	*Please see attached letterhead Does not include "Only from Gopher" items, climbing walls and Polar Heart Rate Monitors	Excludes items with a truck icon by it. Then Discount will be applied and current freight charges added. We do not offer assembly or installation.
Great Source Education Group, a Division of Houghton Mifflin	NA	www.greatsource.com	Catalog and Internet price already reflect an educational discount of 25% off list price. Catalog and internet price subject to change.	Shipping & Handling charges are not included in catalog or internet price. Please estimate 9% of order value to cover these charges. They will be pre paid and added to the invoice.
Hammond & Stephens, a Division of Premier Agendas, Inc.	NA	www.hammondstephens.com	Applies to all in-stock warehouse items. Exceptions include; customs, medals, neck ribbons. Use most current catalog.	FOB Destination
Hammond & Stephens, a Division of Premier Agendas, Inc.	NA	www.hammondstephens.com	Applies to all in-stock warehouse items. Exceptions include; customs, medals, neck ribbons. Use most current catalog.	FOB Destination

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Frey Scientific, a Division of Delta Education	\$0.00	Henry Law	404-731-5441 /770-627-3858	hlaw@freybg.com	
Frey Scientific, a Division of Delta Education	\$0.00	Henry Law	404-731-5441 /770-627-3858	hlaw@freybg.com	
Gaylord Bros. Inc.	\$0.00	Jom Moretti	800-448-6160 /800-891-5280	bids@gaylord.com	
General Binding Corporation	\$15.00	Joseph Schultz	800-723-4000 x5641 /847-291-6378	joe.schultz@gbc.com	
Gopher Sport *The Prophet Group dba Gopher Sport	\$25.00 suggested but not required.	Amy Martinez, Regional Sales Mngr	800-533-0446 x310 /800-451-4855	amym@gophersport.com	*No attachment in envelope
Great Source Education Group, a Division of Houghton Mifflin	None	Dina Heffernan	888-883-5662 /561-883-6327	dina_heffernan@hmco.com	
Hammond & Stephens, a Division of Premier Agendas, Inc.	\$25.00	Jennifer Hansen, Inside Sales	800-228-9875 /800-633-0630	jhansen@hsc.com	
Hammond & Stephens, a Division of Premier Agendas, Inc.	\$25.00	Jennifer Hansen, Inside Sales	800-228-9875 /800-633-0630	jhansen@hsc.com	

The School Board of Sarasota County, Florida

CATALOG DISCOUNT - BID #7051

Bid opened and recorded on January 4, 2007 @ 2:00 p.m.

1. Vendor name:	2. Vendor quote number:	3. Catalog name:	4. Catalog number and/or year:	5. Percentage discount off catalog list price for supplies:	6. Percentage discount off catalog list price for equipment:	7. Percentage discount off internet list price for supplies:
Harcourt Achieve	NA	Steck-Vaughn	Fall 2006	*0%	*0%	*0%
Harcourt Achieve	NA	Rigby	Fall 2006	0%	0%	0%
Harcourt Achieve	NA	Saxon	2006-2007	0%	0%	0%
Highsmith Inc.	193773	L-Library	See attached list.	8%	8%	8%
Highsmith Inc.	193773	K-Reading Promo	See attached list.	8%	8%	8%
Highsmith Inc.	193773	S-School	See attached list.	8%	8%	8%
Interstate Music	1226-1	Interstate Music "Educator's Edition" #0123	0123 8-06	Prices in this special printing educators edition have been discounted 10%-60% for you, prices printed are thus net.	Catalog prices are net	None
Kamico Instructional Media, Inc.		Standards Connection	2006-2007	0%	0%	0%

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Harcourt Achieve	*0%	www.harcourtachieve.com	Save 25% on certain Steck-Vaughn titles when you order 10 or more of that title. Discount is already reflected in the 10+ prices throughout the catalog. Complete Set and Classroom Library configurations reflect a discount of up to 35%. Discount does not apply to teacher materials.	*FOB Destination must be requested
Harcourt Achieve	0%	www.harcourtachieve.com	NA	*FOB Destination must be requested
Harcourt Achieve	0%	www.harcourtachieve.com	NA	*FOB Destination must be requested
Highsmith Inc.	8%	www.highsmith.com	See attachment	See attachment
Highsmith Inc.	8%	www.highsmith.com	See attachment	See attachment
Highsmith Inc.	8%	www.highsmith.com	See attachment	See attachment
Interstate Music	None	www.interstatemusic.com	All purchase orders issued under this bid must state PO is from bid #7051 for correct pricing & free shipping.	Minimum orders \$75.00--only steel cabinets. On cabinets, freight will be added.
Kamico Instructional Media, Inc.	0%	www.kamico.com		10% shipping for books and games, 0% shipping for software.

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Harcourt Achieve	See above label	Gigi Fleshman	407-344-1779 /407-344-9059	gigi.fleshman@harcourt.com	*Catalog and internet prices already include educational discounts. *See attached information
Harcourt Achieve	NA	Gigi Fleshman	407-344-1779 /407-344-9059	gigi.fleshman@harcourt.com	*See attached information
Harcourt Achieve	NA	Nancy Richie	813-920-5221 /813-920-7372	nancy.richie@harcourt.com	
Highsmith Inc.	\$0 \$200.00 to receive free shipping and handling.	Dan Chiariello	877-449-1797 /866-492-0872	dchiariello@highsmith.com	
Highsmith Inc.	\$0 \$200.00 to receive free shipping and handling.	Dan Chiariello	877-449-1797 /866-492-0872	dchiariello@highsmith.com	
Highsmith Inc.	\$0 \$200.00 to receive free shipping and handling.	Dan Chiariello	877-449-1797 /866-492-0872	dchiariello@highsmith.com	
Interstate Music	\$75.00	Robert Goodden	800-982-2263 /800-529-0382	bgoodden@interstatemusic.com	
Kamico Instructional Media, Inc.	No minimum	Joshua Romberg	512-343-0801 /512-372-9204	kmichael@kamico.com	

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Kaplan Early Learning Co.		Early Childhood Edition	Most current (New catalog published mid-January)	17%	17%	17%
Kaplan Early Learning Co.		Primary Learning	2006	17%	17%	17%
Laerdal Medical Corporation	FL-Sarasota County 7051/7051	2006 Products Catalog	PRO-ML02-0018 REV.B	7%/4%-See attachment	7%/4%-See attachment	7%/4%-See attachment
Lakeshore Learning Materials	#7051	Lakeshore Learning Materials Catalog	2007	5%	5%	5%
Lakeshore Learning Materials	#7051	Lakeshore Elementary Catalog	2006-07	5%	5%	5%
Learning Services	FL7051	Spring 2006	Spring 2006	10%	3%	10%
Long's Electronics	FL20061208-071	Audio Visual-Long's Electronic		5%	5%	
Mar*co Products, Inc.	NA	Mar*co	2006-2007	Orders over \$500.00-- \$500-\$749.99-5%, \$750.00-\$999.99-10%, \$1000.00 + -15%.		Orders over \$500.00-- \$500-\$749.99-5%, \$750.00-\$999.99-10%, \$1000.00 + -15%.
Moore Medical LLC		Buyer's Guide 2007		15%		15%
Nasco	07-98354	See attachment	See attachment	See attachment	See attachment	See attachment
Nystrom Co- Herff Jones Ed Division	#7051	Nystrom 2006-07 Catalog	2006-07	0%	0%	0%
Perfection Learning		Pre-K-8 Books	2006-2007	24%* Cover Craft/Hardcover books, Volume Discount* Paperback Books -- see attached	NA	24%* Cover Craft/Hardcover books, Volume Discount* Paperback Books -- see attached

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Kaplan Early Learning Co.	17%	www.kaplanco.com	Please see enclosed exclusions document	Next day and second day air and K-Truck delivery are exempt from offer.
Kaplan Early Learning Co.	17%	www.kaplanco.com	Please see enclosed exclusions document	Next day and second day air and K-Truck delivery are exempt from offer.
Laerdal Medical Corporation	7%/4%-See attachment	www.laerdal.com	Pricing is based on current catalog See attachment	Prepaid/added
Lakeshore Learning Materials	5%	www.lakeshorelearning.com	Discount not valid on already discounted items.	None
Lakeshore Learning Materials	5%	www.lakeshorelearning.com	Discount not valid on already discounted items.	None
Learning Services	3%	www.learningservicesus.com	Please see addendum some licenses are non discountable.	Hardware items-freight is actual.
Long's Electronics			Discount is off of our price we list in the catalog, not the list price in the catalog.	Free shipping on orders over \$50.00 except for items which must go by motor freight, there is a charge for that.
Mar*co Products, Inc.		www.marcoproducts.com		Prepay and add ship costs. Orders under \$60.00-\$6.00, orders over \$60.00 add 10%, orders over \$500.00 add 5%
Moore Medical LLC		www.mooremedical.com	Does not include vaccines, sale catalogs or other promotional items.	\$11.00 handling fee on all orders under \$100.00
Nasco	See attachment	www.eNASCO.com	See attachment	See attachment
Nystrom Co- Herff Jones Ed Division	0%	www.nystromnet.com	Current catalog prices- prices change when catalog changes 9/1/07.	Customer pays all freight FOB Indianapolis, Indiana. Estimated shipping at 9%.
Perfection Learning	NA	www.perfectionlearning.com	*Proprietary products do not discount. All catalog prices subject to change	None

CATALOG DISCOUNT - BID #7051

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1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Kaplan Early Learning Co.	\$100.00	Jeff Preston	813-908-8298 /800-334-2014 x5470 /336-293-1122	jpreston@kaplan.com	
Kaplan Early Learning Co.	\$100.00	Jeff Preston	813-908-8298 /800-334-2014 x5470 /336-293-1122	jpreston@kaplan.com	
Laerdal Medical Corporation	If under \$100, \$10.00 fee	John Hawkins	800-648-1851 x2247 /800-266-4359	catherine.masten@laerdal.com	
Lakeshore Learning Materials	0	Rich Carlson	800-421-5354 /310-537-7990	biddept@lakeshorelearning.com	
Lakeshore Learning Materials	0	Rich Carlson	800-421-5354 /310-537-7990	biddept@lakeshorelearning.com	
Learning Services	None	Don McNeil	800-877-9378 /800-815-5154	don.mcneil@learningservicesus.com	
Long's Electronics	0	Dennis Wood	800-633-4984 /877-633-4984	dwood@longselectronics.com	
Mar*co Products, Inc.	\$500.00	Kathy L. Crocco	800-448-2197 /215-956-9041	kcrocco.marcoproducts@comcast.net	
Moore Medical LLC	\$100.00	Meredith Mack	800-234-1464 x5584 /877-354-5916	mmack@mooremedical.com	
Nasco	\$50.00	None	800-558-9595 /920-563-8296	info@eNASCO.com	
Nystrom Co- Herff Jones Ed Division	N/A	Mr. Dan Crimmins	954-424-6242 /317-329-3305	dmcrimmins@herffjones.com	
Perfection Learning	NA	Sheila Harrington, Regional Sales Manager	866-252-6580 x1152 /800-543-2745	sharrington@plconline.com	

1. Vendor name:	2. Vendor quote number:	3. Catalog name:	4. Catalog number and/or year:	5. Percentage discount off catalog list price for supplies:	6. Percentage discount off catalog list price for equipment:	7. Percentage discount off internet list price for supplies:
Perfection Learning		6-12 Books	2006-2007	24%* Cover Craft/Hardcover books. Volume Discount* Paperback Books. -- see attached	NA	24%* Cover Craft/Hardcover books. Volume Discount* Paperback Books. -- see attached
Peripole-Bergerault, Inc	4382-07C	Peripole-Bergerault, Inc	2007- General Music Catalog	20% plus shipping* See attached	20% plus shipping*	
Peripole-Bergerault, Inc	4382-07C	Bergerault U.S.A.	2006-2007 - Prof Mallet Keyboard Percussion	20% +shipping* (Congas, other Hand Percussion)	25% +shipping* (prof Mallet Keyboard Percussion)	
Play & Park Structures c/o American Park & Play	2007 Catalog Discount # 7051	Park & Play Structures	2007 Catalog	N/A	12%(2007 Catalog)	N/A
Polyvision Corporation	57323	2006 Product Catalog Polyvision	PL1-K12-1105	50%	50%	N/A
Really Good Stuff		Really Good Stuff	2007	Volume discount pricing will apply where indicated in each catalog 0%	Volume discount pricing where indicated 0%	0%
Renaissance Learning, Inc.	BD-7051	Fall Renaissance Learning Catalog	2006	*0% *Please refer to the attached addendum.	*0% *Please refer to the attached addendum.	*0% *Please refer to the attached addendum.
Resources For Reading	N/A	Resources For Reading	Nov 1, 2006-Oct 31, 2007	Zero- Note catalog price is already discounted up to 48% off list.	N/A	Zero- Note catalog price is already discounted up to 48% off list.

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Perfection Learning	NA	www.perfectionlearning.com	*Proprietary products do not discount. All catalog prices subject to change	None
Peripole-Bergerault, Inc		www.peripolebergerault.com	*(1)Bergerault Orff instruments to be 15% plus shipping (2)Bergerault Synthetic Bar Orff instruments to be 10% plus shipping. (3)* starred items to be net prices plus shipping. Includes Peripole Angel Halo Recorders, Temple Blocks, Deluxe Hand Drums, Gongs, Rainbow Hand Drums, Double Conga Sets, Bongos, Certain Song Bells, Resonator Bells + Assorted Hand Percussion.	Shipping costs to be Prepaid and added to invoices-on all orders SHIPPING CHARGES: Orders Up to \$69.99-\$6.95, \$70.00 to \$199.99-10% of order total, \$200.00 to \$499.99-9% of order total, \$500.00 to \$999.99-8% of order total, \$1000.00 or more-7% of order total.
Peripole-Bergerault, Inc		www.bergeraultUSA.com	*Starred items to be net prices plus shipping	Shipping to be pre-paid and added to invoice - on all orders
Play & Park Structures c/o American Park & Play	12%	www.playandpark.com	See attached pricing schedule	Catalog price plus freight.
Polyvision Corporation	N/A	www.polyvision.com	Items noted as "call for quote"	orders under \$500 add 10%
Really Good Stuff	0%	www.reallygoodstuff.com		All orders are subject to shipping and handling charges as stated in our catalog.
Renaissance Learning, Inc.	*0% *Please refer to the attached addendum.	www.renlearn.com	*Please refer to the attached addendum.	*Please refer to the attached addendum.
Resources For Reading	N/A	www.abcstuff.com	None	Freight is an additional 10% with \$6.00 minimum.

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1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Perfection Learning	NA	Sheila Harrington, Regional Sales Manager	866-252-6580 x1152 /800-543-2745	sharrington@plconline.com	
Peripole-Bergerault, Inc	None	Carol Lund, Bid Director	800-443-3592 /888-724-6733	contact@peripolebergerault.com	
Peripole-Bergerault, Inc	None	Carol Lund, Bid Director	800-443-3592 /888-724-6733	contact@peripolebergerault.com	
Play & Park Structures c/o American Park & Play	N/A	Kevin Shields	727-442-1160 /727-449-2332	kevin@americanparkplay.com	
Polyvision Corporation	None	Roger Hedges	678-542-3130 /678-542-3230	rhedges@polyvision.com	
Really Good Stuff	\$0.00	Alan Johnson, Order Processing MGR	203-261-1920 /203-268-1796	writeus@reallygoodstuff.com	
Renaissance Learning, Inc.	N/A	Denise Lieberman	800-338-4204 x4035 /866-558-4056	dept10@renlearn.com	
Resources For Reading	No minimum order \$6.00 min shipping.	Diane Zingale	800-278-7323 /650-871-4551	orders@abcstuff.com	

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Rhythm Band Instruments, Inc.	Bid# 7051	Rhythm Band Instruments	2006-2007	5%	5%	
Rifton Equipment	281584-Quote 3038293					
S&S Worldwide	7051	2007 S&S Education Plus	2007	10%		
S&S Worldwide	7051	S&S Discount Sports	2007	10%	10%	
S&S Worldwide	7051	S&S Active Learning	2007	10%	10%	
Sammons Preston Rolyan	100136269	Sammons Preston Professional Rehab Catalog	2007	See Price list (cd)	See price list	See price list
SATCO Supply	76-8285	Tools for Schools	Volume VIII	0%	0%	No Bid
Sax Arts & Crafts	CQ2006189197A P	Sax Arts & Crafts 2007	2007	20% off red pricing	10%	20%

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Rhythm Band Instruments, Inc.		www.rhythmband.com	Studio 49 and Wenger OrffMobile is a 2% discount only.	N/A
Rifton Equipment	25%	www.rifton.com		
S&S Worldwide	—	www.ssw.com	Discount does not apply to sale flyers or special promotions Discount applies to catalog current at time of order placement	Items labeled F.O.B./Drop ship in catalog will be charged shipping prepaid and added to invoice.
S&S Worldwide	—	www.ssw.com	Discount does not apply to sale flyers or special promotions Discount applies to catalog current at time of order placement	Items labeled F.O.B./Drop ship in catalog will be charged shipping prepaid and added to invoice.
S&S Worldwide	—	www.ssw.com	Discount does not apply to sale flyers or special promotions Discount applies to catalog current at time of order placement	Items labeled F.O.B./Drop ship in catalog will be charged shipping prepaid and added to invoice.
Sammons Preston Rolyan	See price list	www.sammonspreston.com		F.O.B. Destination on all UPS ground orders over \$100.00 with the exception of \$1.50 fuel surcharge. All other shipping charges (oversized items, truck freight, rush delivery, etc.) are the responsibility of the customer.
SATCO Supply	No Bid	www.tools4schools.com	None	None
Sax Arts & Crafts	10%	www.saxarts.com	-fine/sterling silver -computer software/hardware -Shorewood Prints. See attachment	firing clays, furniture and equipment.

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Rhythm Band Instruments, Inc.	\$0.00	Randy Hargis	800-424-4724 /800-784-9401	angela@rhythmband.com	
Rifton Equipment	—	Rachel Mercer	800-571-8198 /800-865-4674	sales@rifton.com	
S&S Worldwide	—	Todd Sinn	800-243-9232 /800-432-2842	tsinn@ssww.com	
S&S Worldwide	—	Todd Sinn	800-243-9232 /800-432-2842	tsinn@ssww.com	
S&S Worldwide	—	Todd Sinn	800-243-9232 /800-432-2842	tsinn@ssww.com	
Sammons Preston Rolyan	None	Marilyn Neil	941-809-7016	marilyn.neal@patterson-medical.com	
SATCO Supply	\$50.00	Craig Thompson Note: Is only in St. Paul office. Will not make visits to your school district.	800-328-4644 /651-604-6606	sales@satcosupply.net	
Sax Arts & Crafts	\$0.00	Michelle Leon-Silva	800-362-4729 /800-626-8852	saxbids@saxarts.com	

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School Health Corp.	1261801-00	2007 SH School Nurse Catalog	2007	11%	11%	11%
School Specialty	2006189221AP	School Specialty Education Essentials	2007	25% off all in-stock catalog items. 12% off all factory-to-school catalog items. "All catagories"	25% off all in-stock catalog items. 12% off all factory-to-school catalog items. "All catagories"	25% off all in-stock catalog items. 12% off all factory-to-school catalog items. "All catagories"
Science Kit, LLC	SE62423	Science Kit & Boreal Lab Middle/High School	2007	15%*	15%*	15%*
SEO Enterprises	SARQT07-1	Microscopes & Accessories	2005-2006	N/B	35% off list	N/B
Smiley's Audio-Visual, Inc.	Bid # 7051	Audio Visual & Presentation Equipment Catalog	2006 (2007 available end of January)	10%	10%	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	3M Digital Projector Summary Table	12/4/06 Retail price list enclosed	accessories 10%	34%	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	3M Digital Media Systems	12/4/06 Retail price list enclosed	accessories 5%	23%	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	3M Digital Boards & Digital Easels	12/4/06 Retail price list enclosed	accessories 10%	30%	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	3M Overhead Projectors	Dec 2006 3M retail price list enclosed	15%	60%	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	Bretford "Basics"	2007 retail price list attached 31 pages	Pipe fittings, accessories 35%	53%	Pipe fittings, accessories 35%

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
School Health Corp.	11%	www.schoolhealth.com	See catalog discount exclusion list.	Free shipping + handling on orders over \$150.00
School Specialty	25% off all in-stock catalog items. 12% off all factory-to-school catalog items. "All catagories"	www.schoolspecialty.com	N/A	N/A
Science Kit, LLC	15%*	www.sciencekit.com	*Live, preserved, telescopes, any special orders, Quantum Tutors, Kodak Cameras, Pasco items, publisher kits and their replacement parts are excluded from this discount.	Science Kit, LLC will absorb all shipping charges, with the exception of live materials, items required to ship via motor freight, and items requested for overnight or two-day delivery
SEO Enterprises	35% off list	www.seoenterprises.com	Meiji, Swift, Nikon & Leica 25%. Ohaus Balances 27%. Video scopes and cameras 20%.	All N/C
Smiley's Audio-Visual, Inc.	N/A	N/A	Better discounts available through Smiley's on individual catalog prices enclosed for Bretford, Califone, Elmo, 3M, Promax, Eiki, Dukane, Panasonic LCD projectors, Promax + Samsung	None
Smiley's Audio-Visual, Inc.	N/A	N/A	None	None
Smiley's Audio-Visual, Inc.	N/A	N/A	None	None
Smiley's Audio-Visual, Inc.	N/A	N/A	None	None
Smiley's Audio-Visual, Inc.	N/A		70% off retail price for models 1810, 1830, 1880, and 1895 60% all other models on the attached list	None
Smiley's Audio-Visual, Inc.	53%	www.bretford.com	Excludes SmartDeck, laptop storage cabinets + carts, electric screens	None

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
School Health Corp.	\$25.00	Damian Dollard	813-234-4924 /813-234-4925	ddollard@schoolhealth.com	
School Specialty	N/A	Michelle Leon Silva	941-776-0254 /863-583-0443	mleonsilva@schoolspecialty.com	
Science Kit, LLC	on orders over \$200.00	Cannon Church	800-828-7777 /800-828-3299	bids@sciencekit.com	
SEO Enterprises	\$25.00	Michael Ludwick	863-644-3555 (800-330-6543) /863-647-1369	mike@seoenterprises.com	
Smiley's Audio-Visual, Inc.	\$25.00	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	

CATALOG DISCOUNT - BID #7051

Bid opened and recorded on January 4, 2007 @ 2:00 p.m.

1. Vendor name:	2. Vendor quote number:	3. Catalog name:	4. Catalog number and/or year:	5. Percentage discount off catalog list price for supplies:	6. Percentage discount off catalog list price for equipment:	7. Percentage discount off internet list price for supplies:
Smiley's Audio-Visual, Inc.	Bid # 7051	Califone	2007 Retail price list enclosed 2007 catalog available end of January	Audiocard programs, blank cards, carrybags + cases, Racks 20%	41%	Audiocard programs, blank cards, carrybags + cases, Racks 20%
Smiley's Audio-Visual, Inc.	Bid # 7051	DuKane	9/1/06 Retail Price List enclosed	15%	58% Image Pro Data Video Projectors 58% Visual presenters + cameras	N/A
Smiley's Audio-Visual, Inc.	Bid # 7051	EIKI	Audiovisual Products EIKI AV/classroom Retail price list enclosed	10%	40%	10%
Smiley's Audio-Visual, Inc.	Bid # 7051	EIKI	12/15/06 Data + Video Projectors Retail price list enclosed	accessories-lamps, cases, mount, etc 20%	31%	20%
Smiley's Audio-Visual, Inc.	Bid # 7051	Elmo Visual Presenters	Nov. 1, 2006 Retail price list enclosed	15% accessories (carry bags, cords, etc.)	24.5%	15%
Smiley's Audio-Visual, Inc.	Bid # 7051	Panasonic Mobile Projectors (LCD projectors)	Panasonic retail price list enclosed	accessories; lamps, carry bags, etc. 15%	55%	15%
Smiley's Audio-Visual, Inc.	Bid # 7051	Promax Visual Presenters + LCD panel	January 07 Customer price list enclosed	accessories 20%	35%	accessories 20%
Smiley's Audio-Visual, Inc.	Bid # 7051	Samsung Presenter Products	1/1/06 retail price list enclosed	10%	15%	N/A
Southern Business Communications, Inc.	N/A	Audio Visual + Presentation Equipment	2006	23.1%	23.1%	N/A
Sport Supply Group, Inc. dba BSN Sports	3054869-2006	BSN Sports	Fall 2006	10%	10%	10%
Sport Supply Group, Inc. dba US Games	3054869-2006	US Games Fall 2006	Fall 2006	10%	10%	10%
Sportime	No quote number; use 'USC' on all Pos	Sportime Fitness & Sports; Abilitations	2007	See attached letter	See attached letter	See attached letter

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Smiley's Audio-Visual, Inc.	41%	www.califone.com	None	None
Smiley's Audio-Visual, Inc.	N/A	www.dukcorp.com/av	50% all overhead projectors 46% all TOA wireless microphones	None
Smiley's Audio-Visual, Inc.	40%	www.eiki.com	48% for Eiki overhead projectors	None
Smiley's Audio-Visual, Inc.	31%	www.eiki.com	None	None
Smiley's Audio-Visual, Inc.	24.5%	www.elmoussa.com	None	None
Smiley's Audio-Visual, Inc.	55%	www.panasonic.com/projectors	excludes model PT-P1SDU digital photo projector	None
Smiley's Audio-Visual, Inc.	35%	www.promax-tech.com	None	None
Smiley's Audio-Visual, Inc.	N/A	N/A	32% for models SDP950DXA, SDP900DXA 25% for models SDP-6500DX, SVP5500ST, SVP5500DX	None
Southern Business Communications, Inc.	N/A	www.sbcg.com	None	Freight will be pre-paid and added to invoice for items weighing 100lbs+
Sport Supply Group, Inc. dba BSN Sports	10%	www.bsnsports.com	See attachment	See attachment
Sport Supply Group, Inc. dba US Games	10%	www.us-games.com	See accompanying list.	See accompanying letter
Sportime	See attached letter	www.sportime.com , www.abilitations.com	See attached letter	N/A

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Smiley's Audio-Visual, Inc.	None	Cathy Smiley	800-282-3497 /863-667-3186	cathy@smileysaudiovisual.com	
Southern Business Communications, Inc.	\$50.00	Dennis Carpenter	813-241-3947 /813-241-3948	dcarpenter@sbcg.com	
Sport Supply Group, Inc. dba BSN Sports	\$0.00	Jeff Sergio	239-707-2025 /239-353-9655	jsergio@sportssupplygroup.com	
Sport Supply Group, Inc. dba US Games	None	Jeff Sergio	239-707-2025 /239-353-9655	jsergio@sportssupplygroup.com	
Sportime	N/A	Leroy Nelson, Contracts Manager	800-283-5700 /800-333-0712	lnelson@sportime.com	

The School Board of Sarasota County, Florida

CATALOG DISCOUNT - BID #7051

Bid opened and recorded on January 4, 2007 @ 2:00 p.m.

1. Vendor name:	2. Vendor quote number:	3. Catalog name:	4. Catalog number and/or year:	5. Percentage discount off catalog list price for supplies:	6. Percentage discount off catalog list price for equipment:	7. Percentage discount off internet list price for supplies:
Standard Stationery Supply Co.		2006 School Supplies	2006	5%		5%
The Library Store, Inc.	BID07	2006-2007 Library and School Supplies	2006-2007	12%	10%	12%
Triarco Arts + Crafts	Z4501	Triarco Arts + Crafts	2007	20% See enclosed information sheet	20% See enclosed information sheet	20% See enclosed information sheet
Valiant IMC	7051	Valiant 2006	Valiant 2006	additional 5%*	additional 5%*	additional 5%*
Vernier Software & Technology	None	Vernier 2006 Data-Collection Technology	2006	See Line 10* 0%	See Line 10* 0%	See Line 10* 0%
W.W. Grainger Inc.	N/A	W.W. Grainger, Inc.	Most current Grainger catalog-Please visit www.grainger.com-online catalog	N/A	N/A	Most current Grainger catalog-Please visit www.grainger.com-online catalog minimum 10%*
Wards Natural Science EST LLC	612050-999	2007 Biology/Chemistry 2007 Geology	2007	10%	10%	10%
Windtree Enterprises, Inc.	CD2007SBSC7051	Educational Materials	2007	10%	5%	N/A
Zep Manufacturing, Co.	Eric 07	Volume 5 Zep Manufacturing		Chemicals 38%	Equipment 25%	Same as line 5 plus 2% rebate to online orders only (semi-annual payout)

1. Vendor name:	8. Percentage discount off internet list price for equipment:	9. Indicate website address:	10. Exceptions to discount if any:	11. Exceptions to free freight if any:
Standard Stationery Supply Co.		www.bestschoolbuys.com		\$50.00 minimum order for free freight.
The Library Store, Inc.	10%	www.thelibrarystore.com	There is no discount on 3M or checkpoint security items or Roll Laminators. See attachment	Freight will be added to all furniture and equipment
Triarco Arts + Crafts	20% See enclosed information sheet	www.triarcoarts.com	See attached sheet	See attached sheet
Valiant IMC	additional 5%*	www.800valiant.com	None	Minimum order
Vernier Software & Technology	See Line 10* 0%	www.vernier.com	*Quantity discounts may apply to Vernier equipment. Please contact us for item specific price quotes.	Shipping charge may apply: minimum \$10.00, up to maximum of 3% of total order.
W.W. Grainger Inc.	Most current Grainger catalog- Please visit www.grainger.com- online catalog minimum 10%*	www.grainger.com	Volatile items such as copper wire and refrigerant does not apply.	Any rush, or air freight shipments.
Wards Natural Science EST LLC	10%	www.wardsci.com	Discount excludes all Vernier, Passport and Kodak products.	Orders over \$200.00 receive free shipping and handling except on live material, haz. chemicals, motor freight items.
Windtree Enterprises, Inc.	N/A			Orders less than \$75.00.
Zep Manufacturing, Co.	Same as line 6 plus 2% rebate to online orders only (semi-annual payout)	www.ibuyzep.com		Orders under \$150.00

CATALOG DISCOUNT - BID #7051

Bid opened and recorded on January 4, 2007 @ 2:00 p.m.

1. Vendor name:	12. Minimum order (to receive discount):	13. Area representative name:	14. Phone number: /15. Fax #:	16. Email address:	Notes:
Standard Stationery Supply Co.	\$25.00	Debbie or Margaret	800-870-1315 /847-870-1338	bids@bestschoolbuys.com	
The Library Store, Inc.	\$50.00	N/A			
Triarco Arts + Crafts	\$50.00	Triarco Arts & Crafts, LLC	763-559-5590 /763-559-2215	bids@triarcoarts.com	
Valiant IMC	\$100.00	Ron Wolsten	800-825-4268 x1048 /800-453-6338	rwolsten@800valiant.com	*discount from catalog or internet price, not list price
Vernier Software & Technology	\$0.00	None, specifically	503-277-2299 /503-277-2440	orders@vernier.com	
W.W. Grainger Inc.	N/A	Ronald Schivinski	941-753-3904 /941-755-7969	ronald.schivinski@grainger.com	*Additional discounts apply utilizing the State of Florida MRO and Hand and Power Tool Contracts.
Wards Natural Science EST LLC		Wayne Marcus	866-362-1734 /800-635-8439	customer_service@wardsci.com	
Windtree Enterprises, Inc.	\$50.00	Eric Shavrick	800-233-7042 /954-968-8547	bid@windtree.FDN.com	
Zep Manufacturing, Co.	\$0.00	Eric Layton	813-376-6999 /813-806-0807	eric.layton@zepmfg.com	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
 CATALOG DISCOUNT BID - #7051
 JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

Vendor Name	Reason for Not Awarding
ABC School Supply	Rejected. Vendor qualified bid. Bid response valid only through January 2009.
American Park & Play, Inc. (Anthem Sports)	Rejected. Athletic equipment awarded on Athletic Clothing and Equipment bid #7035.
American Park & Play, Inc. (Ball Fabric Structures, Inc.)	Rejected. Vendor did not supply catalog as per bid specifications.
American Park & Play, Inc. (Barkman Concrete)	Rejected. Products offered are handled through Construction Services. Not approved product for Catalog Discount, high minimum order to receive discount.
American Park & Play, Inc. (Erlau AG)	Rejected. High minimum order to receive discount.
American Park & Play, Inc. (Goric)	Rejected. SBSC has standardized playground equipment.
American Park & Play, Inc. (Sportsplay)	Rejected playground equipment. Awarded balance of catalog.
Brodhead Garrett	Rejected. Vendor qualified bid. Bid response valid only through December 31, 2007.
Calico Industries, Inc.	Rejected. Vendor qualified bid. Pricing good for one year only.
Carolina Biological Supply Co.	Rejected. Vendor qualified bid. Bid response valid only through February 2008, required guaranteed minimum annual purchase.
Childcraft Education Corp.	Rejected. Vendor qualified bid. Bid response valid only through January 31, 2009.
Contrax Furnishings, Inc. (Sit on It Seating)	Rejected. SBSC has standardized furniture products.
Contrax Furnishings, Inc. (Whitehall Furniture)	Rejected. SBSC has standardized furniture products.
Contrax Furnishings, Inc. (Chromcraft)	Rejected. SBSC has standardized furniture products.
Contrax Furnishings, Inc. (MTS Seating)	Rejected. SBSC has standardized furniture products.
Contrax Furnishings, Inc. (United Chair)	Rejected. SBSC has standardized furniture products.
Delta Education LLC	Rejected. Vendor qualified bid. Vendor bid FOB: Origin not FOB: Destination as per bid specifications.
Demco, Inc.	Rejected. Vendor qualified bid. Bid response valid only through January 2008.
Dick Blick Company	Rejected. Vendor qualified bid. Bid response valid only through December 2007.
Frey Scientific, a Division of Delta Education	Rejected. Vendor qualified bid. Bid response valid only through December 2008.
Frey Scientific, a Division of Delta Education (Elementary)	Rejected. Vendor qualified bid. Bid response valid only through December 2007.
Gaylord Bros. Inc.	Rejected. Vendor did not supply catalog as per bid specifications.
General Binding Corporation	Awarded for catalog items, ringbinders and CombBind supplies. Laminator and laminating supplies awarded to different vendors on AV Bid #7008.
Highsmith Inc. (L-Library)	Rejected. Vendor qualified bid. Bid response valid one year only.
Highsmith Inc. (S-School)	Rejected. Vendor qualified bid. Bid response valid one year only.
Highsmith Inc. (K-Reading Promo)	Rejected. Vendor qualified bid. Bid response valid one year only.
Lakeshore Learning Materials	Rejected. Vendor qualified bid. Bid response valid only through February 2008.
Moore Medical LLC	Rejected. Vendor qualified bid. Bid response valid only through January 2008.
Nasco	Rejected. Vendor is non-responsive. Vendor did not submit separate bid forms for every catalog as required per bid specifications.
Nystrom Co- Herff Jones Ed Division	Rejected. Vendor qualified bid. Vendor bid FOB: Origin not FOB: Destination as per bid specifications.
Peripole-Bergerault, Inc	Rejected. Vendor qualified bid. Bid response valid only through January 31, 2008.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
 CATALOG DISCOUNT BID - #7051
 JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

Polyvision, Corporation	Rejected. Products are ordered as installed on Pinellas County Schools Bid.
Renaissance Learning, Inc.	Rejected. Vendor qualified bid. Vendor bid FOB: Origin not FOB: Destination as per bid specifications.
Sammons Preston Rolyan	Rejected. Vendor qualified bid. Bid response valid one year only.
School Health Corp.	Rejected. Vendor qualified bid. Bid response valid only through January 4, 2009.
School Specialty	Rejected. Vendor qualified bid. Bid response valid one year only.
Science Kit, LLC	Rejected. Vendor qualified bid. Bid response valid only through January 4, 2008.
Sport Supply Group, Inc. dba BSN Sports	Rejected. Vendor qualified bid. Bid response valid only through January 3, 2009.
Sport Supply Group, Inc. dba US Games	Rejected. Vendor qualified bid. Bid response valid only through January 3, 2009.
Sportime	Rejected. Orders are placed through US Communities bid. Prices through December 31, 2007.
The Library Store, Inc.	Rejected. Vendor qualified bid. Bid response valid only through January 4, 2009.
Windtree Enterprises, Inc.	Rejected. Unable to evaluate. Vendor did not submit catalog.
Zep Manufacturing Co.	Rejected. Unable to evaluate. Vendor did not submit a price list.