

**City of Providence**  
STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

# RESOLUTION OF THE CITY COUNCIL

No. 178

EFFECTIVE April 14, 2014

RESOLVED, That the Members of the Providence City Council  
hereby Authorize Approval of the following Piggybacking of an award contract by  
the Board of Contract and Supply, in accordance with Section 21-26 of the Code of  
Ordinances.

School Specialty, Inc.  
(School Department)

\$300,000.00

IN CITY COUNCIL

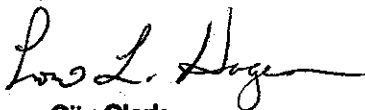
APR 03 2014

READ AND PASSED

  
PRES.

  
CLERK  
ACTING

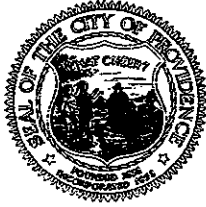
Effective without the  
Mayor's Signature



City Clerk

ACTING

MATTHEW M. CLARKIN, JR.  
INTERNAL AUDITOR  
25 DORRANCE STREET, ROOM #307  
PROVIDENCE, RI 02903  
Phone: (401) 421-7740 EXT. 577  
Fax: (401) 351-1056  
mclarkin@providenceri.com



City of Providence, Rhode Island  
Office of the Internal Auditor

February 20, 2014

Ms. Anna Stetson  
City Clerk  
City of Providence  
25 Dorrance Street  
Providence, RI 02903

Dear Madame Clerk:

In accordance with Section 21-26 of the City's Code of Ordinances, I am writing to request that the following requested contract awards be submitted to the City Council and the Ways & Means Committee for approval.

- *Emergency Management* – Change order for Raytheon, Portsmouth, RI in an amount not to exceed \$100,000 for the Rhode Island Common Operating Picture.

In accordance with Section 21-26 of the City's Code of Ordinances, I am writing to request that the following requested contract awards be submitted to the City Council and the City Council's Education Subcommittee for approval.

- *School Department* – Approval of piggybacking of an award through The Cooperative Purchasing Network (TCPN) for the purchase of art, classroom, school supplies and related products from School Specialty Inc. of Greenville, WI in an amount not to exceed \$300,000 per year for the period July 1, 2013 through January 1, 2015.

Sincerely,

A handwritten signature in black ink, appearing to read "Matthew M. Clarkin, Jr.", is written over a horizontal line.

Matthew M. Clarkin, Jr.  
Internal Auditor

Cc: Lori Hagen, Deputy City Clerk Second  
Alan Sepe, Director of Operations  
Francisco Ramirez, Director of Purchasing  
Peter T. Gaynor, Director of PEMA  
Judith Petrarca, Purchasing Administrator – School Department

ANGEL TAVERAS  
Mayor

# Providence Schools

Providence Public School District  
Purchasing Office  
797 Westminster Street  
Providence, RI 02903-4045  
tel. 401.456.9264  
fax 401.456.9292

SUSAN F. LUSI, Ph.D.  
Superintendent

February 6, 2014

The Honorable Angel Taveras, Chairman  
Board of Contract & Supply  
City Hall  
Providence, RI 02903

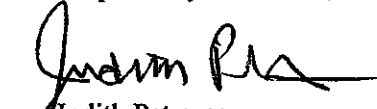
Dear Mayor Taveras:

The Cooperative Purchasing Network (TCPN) is a nationwide purchasing cooperative designed to be a procurement resource for local and state government agencies, school districts (K-12), higher education and nonprofits. As a registered participant of the program, agencies can access a broad line of competitively solicited contracts which provide quality products, services and solutions. The Providence School Department is now a registered participant of TCPN.

The Providence School Department wishes to take advantage of this program by piggybacking the award with The Cooperative Purchasing Network (TCPN) for Art, Classroom, School Supplies and Related Products with School Specialty Inc. W6316 Design Drive, Greenville, WI 54942 in an amount not to exceed \$300,000.00 per year for the duration of the agreement. This agreement will be in place from July 1, 2013 thru January 1, 2015. Please see enclosed backup detailing the terms of the award and agreement.

Funding will be thru various Federal and Local codes. 

Respectfully submitted,

  
Judith Petrarca  
Purchasing Administrator

  
MINORITY/WOMEN PARTICIPATION \$ 0 % 0

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An Equal Opportunity Employer. The Providence School Department does not discriminate on the basis of race, age, sex, religion, sexual orientation, gender identity or expression, national origin, color, disability or veteran status. Vision: The Providence Public School District will be a national leader in educating urban youth. Mission: The Providence Public School District will prepare all students to succeed in the nation's college's and universities, and in their chosen professions.

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## School Specialty School Supplies

**Company:**  
School Specialty

**Contract(s):**  
Furniture  
School Supplies and Related Education Products

**Contract Number:**  
R4930 (All PO's must reference "Per TCPN Contract")

**Contract Term:**  
January 31, 2010 to January 31, 2015

**Products and Services:**  
School Specialty's entire catalog offering. School Supplies Office Supplies Art Education Classroom Direct Early Childhood Reading and Literacy PE & Recreation; Fitness & Sport Special Needs; Sensory Learning & Behavior Speech and Language Career & Technical Education Furniture & Equipment Science

**Documents:**  
[Click here for due diligence documents.](#)

**Order Placement:**  
Contract terms allow PO's to be sent directly to this vendor and must reference "Per TCPN Contract."

**Pricing:**  
Contact vendor for pricing.

**Vendor Contacts:**

**Customer Care**  
National Phone Number:  
1-888-388-3224  
Mon - Fri: 7:30a - 5:00p

**National Fax Number:**  
1-888-388-6344

To place a fax or e-mail a PO, please refer to the inside front cover of your School Specialty catalog

**Online / Electronic Orders and Inquiries**  
<http://www.schoolspecialty.com>

Call: 800-513-2465  
Fax: 800-513-2467  
Mon - Fri: 7:00a - 6:00p CST  
[onlinehelp@schoolspecialty.com](mailto:onlinehelp@schoolspecialty.com)

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4/29/2011

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## FURNITURE



We have a furniture manufacturer, and a local dealer, that's tailor-made for your office, library, lab, classroom, cafeteria or conference room, and your budget!

TCPN is a national governmental purchasing cooperative

able to leverage one of the largest pools of purchasing potential. We competitively bid and award contracts to national vendors in accordance with purchasing procedures mandated by state procurement laws and regulations. This means equal pricing for the smallest entities and the largest buyers. TCPN contracts are available for use and benefit all entities that must comply with state purchasing laws (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities).

Participation in TCPN will provide your entity the legally required competition for contracts on commonly purchased products and services. We award contracts based on quality, proven performance, and most importantly, pricing.

TCPN was established under state law to help other governmental entities operate efficiently and economically, and this is our only mission. Utilizing a TCPN contract means you deal directly with the vendor, as you would normally, using the TCPN contract as your own. We've already done the hard part, and we'll be with you every step of the way to help increase your efficiency, shorten your delivery time, and stretch your tax dollars.

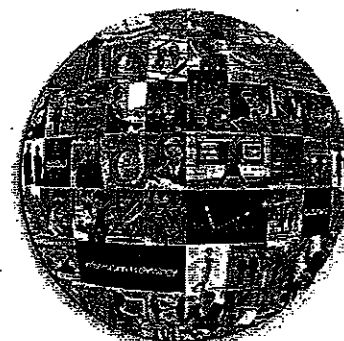
Governmental entities working together, saving the soft costs associated with the competitive bid process, reaping the benefits of nationally leveraged pricing, and it's free of charge—no dues, no fees, nothing... *that's working smart!*

### OUR PROCESS

- TCPN issues an RFP (or bid) for a commodity or service
- RFP (or bid) is advertised for four (4) weeks nationally
- All sealed responses are recorded and publically opened
- Responses are tabulated and vendors evaluated
- Contract is awarded to Vendor
- Awarded contract is ratified by Board of Directors



Our procedures have been ISO 9001:2008 certified for 6 years and are independently audited twice yearly—because we know you might be audited too!



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The Cooperative Purchasing Network

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COOPERATIVE PURCHASING AGREEMENT » State Statutes

This TCPN Cooperative Purchasing Membership Agreement will allow a Member Agency to purchase commodities and/or services, from any and all TCPN Official Contract Holders, under the same terms, conditions and price as stated in each awarded contract. It is hereby agreed to by TCPN and the Member Agency that:

1. TCPN has followed procurement procedures for products and/or services offered by this Agreement in accordance with TCPNs governing procurement statutes and regulations.
2. It is the sole responsibility of each Member Agency to follow their state procurement statutes as it pertains to cooperative purchasing, or joint power agreements, with in-state or out-of-state public agencies.
3. TCPN makes their cooperative purchasing contracts available to Member Agencies "as is," and is under no obligation to revise the terms, conditions, scope, price, and/or any other conditions of the contract for the benefit of the Member Agency.
4. The use of each contract by the Member Agency shall adhere to the terms and conditions of the TCPN contract, including the order placement procedures provided by each Official Contract Holder.
5. It is the sole responsibility of the Member Agency to accept delivery of products and/or services, and the Member Agency hereby agrees to make timely payments to each Official Contract Holder for products and/or services received pursuant to this Agreement. Any dispute which may arise between the Member Agency and the Official Contract Holder are to be resolved between the Member Agency and the Official Contract Holder. TCPN will make every effort to facilitate a favorable remedy for both parties.
6. This Agreement incorporates all Agreements, covenants and understandings between TCPN and the Member Agency. No prior Agreement or understanding, verbal or otherwise, by the parties or their agents, shall be valid or enforceable unless embodied in this Agreement. This Agreement shall not be altered, changed or amended except by written revision or addendum executed by both parties.
7. This Agreement between TCPN and the Member Agency shall be presided over by TCPN governing law and jurisdiction, and shall become effective immediately and remain in effect unless terminated by either party with thirty (30) days written notice to the other party. Any such notice shall be sent to the address listed below.

Member Agency:

Department Name:

Agency Type:

Make a Selection...

First Name:

Last Name:

Street Address:

City:

State:

Make a Selection...

Zip Code:

Telephone:

Fax:

Email:

How did you hear about us?  
Please take a moment to tell us where you heard about TCPN.  
*If it was at a conference, from a vendor, in a magazine, or another TCPN member, please give us the specific name.*

You must check the box below before submitting

☐ I HAVE READ AND AGREE TO THE TCPN COOPERATIVE PURCHASING MEMBERSHIP AGREEMENT TERMS AND CONDITIONS.

Submit Reset



The Cooperative Purchasing Network

January 15, 2010

School Specialty, Inc.  
ATTN: Mr. Mark Christopher, VP  
W6316 Design Drive  
Greenville, WI 54942

Dear Mr. Christopher:

The Cooperative Purchasing Network (TCPN) is pleased to announce that School Specialty, Inc. has been awarded an annual contract for the following services based on the proposal submitted to TCPN:

Commodity

School Supplies and Related Education Products

Contractor

School Specialty, Inc.

The contract is effective immediately and will expire on January 31, 2011. The contract may be renewed annually for up to an additional four years, if mutually agreed to by TCPN and School Specialty, Inc.

The partnership between School Specialty, Inc. and TCPN can be of great help to participating agencies. Please feel free to provide copies of this letter to your sales representatives to assist in their work.

If you have any questions or concerns, please feel free to call Matthew Mackel at the TCPN office at 713-744-6349.

Sincerely,

Jason Wickel  
TCPN, Director

Robert A. Pechacek  
Region 4 ESC, Deputy Director, Financial Services/CFO

7145 West Tidwell Road • Houston, TX 77092-2096  
(713) 744-6356 • Toll Free (888) 884-7695  
FAX (713) 744-0648 • [www.tcpn.org](http://www.tcpn.org)

QUALITY MANAGEMENT SYSTEM  
CERTIFIED BY DNV  
== ISO 9001:2008 ==

Petrarca, Judith

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**From:** Candice Nunn [cnunn@tcpn.org]  
**Sent:** Thursday, April 28, 2011 3:29 PM  
**To:** Petrarca, Judith  
**Subject:** TCPN Membership

Congratulations! We have received your Membership Agreement and have added your name and entity to our Membership list. You and your entity are now authorized to begin purchasing from any and all of our Official Contract Holders. A complete list of all contracts can be found on our website at [www.TCPN.org](http://www.TCPN.org). Be sure to check the website frequently for updates and news about exciting new contracts and vendors. Or subscribe online to our RSS feed and have news sent to you automatically!

We look forward to working with you and appreciate you participating in our purchasing cooperative. If we can be of assistance in any way, please do not hesitate to contact us.

*Jason Wickel*

Director, TCPN

Candice Nunn  
TCPN Secretary



The Cooperative Purchasing Network  
7145 W. Tidwell  
Houston, TX 77092-2096  
713-744-6394  
[www.tcpn.org](http://www.tcpn.org)









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Mike Churchill

617 899 7336

[michael.churchill@schoolspecialty.com](mailto:michael.churchill@schoolspecialty.com)

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fax: 1-888-388-6344 or [www.schoolspecialty.com](http://www.schoolspecialty.com)

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4. Select **LOG IN/REGISTER** at the top right of the page.
5. If you are already registered, enter your username and password.
6. If you are not registered, choose **REGISTER AS A USER OF AN ORGANIZATION** (If you are a school, you can search by your school's billing organization name, be sure to include the school's city and state or enter your account number).

 [www.schoolspecialty.com](http://www.schoolspecialty.com)

The Cooperative Purchasing Network (TCPN)  
Evaluation Tab

Thursday, October 22, 2009

Description	Total Weighted Value	Learning Tools	Bishop Books	Library Interiors of Texas	Harcourt Outlines Inc.	Brooks Duplication Co.	Jurisdiction of Function	Sebel	Piseco Education	Educators Outlet	ACD Direct	RWC Gonzalez	School Specialty
References for local governments and past performance	10	8	8	8	8	8	7	9	8	8	8	10	10
Nationwide Coverage and Range of Services	10	8	8	7	8	6	5	9	9	8	8	5	18
Project Management Skills	10	8	8	8	8	7	8	9	8	8	8	8	10
Product Solutions	30	18	18	18	18	15	18	24	24	18	18	20	28
Pricing Model and Cost Assurances	30	18	18	20	20	15	18	20	20	18	20	20	28
Applicable & additional products offered TCPN's participating agencies	10	10	5	8	8	8	5	8	8	8	8	10	10
Total	100	70	54	68	68	69	52	79	77	63	67	73	93

Evaluation committees for this contract:

- Frank Norwood - TCPN
- Stuart Verdon - TCPN
- Phillip Vasquez - TCPN
- Jason Wickel - TCPN

RFP # 08-10 for School Supplies & Related Educational Products was advertised in accordance with the State of Texas bid laws.

It is recommended that the following award of annual contract be made:

Contract	Award
School Supplies	School Specialty Lakeshore Learning Materials

The Cooperative Purchasing Network (TCPN)  
Evaluation Tab

Thursday, October 22, 2009

Description	Total Weighted Value	Glen Products	Learning Services	Lone Star Furnishings	Highlandth	Midwest Technology Products	Lakeshore Learning	Films Media Group	AVES Audio Visual Systems	Education 2020
References for local governments and past performance	10	8	9	9	9	9	10	9	9	10
Nationwide Coverage and Range of Services	10	7	9	8	10	8	10	8	9	9
Project Management Skills	10	7	8	9	6	7	8	7	8	9
Product Solutions	30	15	22	18	15	12	23	12	15	20
Pricing Model and Cost Assurances	30	15	22	20	20	18	24	18	15	20
Applicable & additional products offered TCPN's participating agencies	10	9	10	8	7	8	8	5	8	10
Total	100	81	80	70	67	62	83	68	61	78

Evaluation committee for this contract:

- Frank Norwood

- TCPN
- Stuart Verdon

- TCPN
- Phillip Vasquez

- TCPN
- Jason Wickel

- TCPN

The Cooperative Purchasing Network (TCPN)  
Questionnaire

Thursday, October 22, 2008

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V
	Description	Learning Tools	Bookop Books	Library Interiors of Texas	Harcourt Inc.	Brooks Duplicate Co.	Junction of	Shelf	Place Education	Educators Outlet	ACD Direct	RWC Gonzalez	School Specialty	Glen Products	Learning Services	Long Star Furnishings	Highmark	Midwest Technology Products	Lakeshore Learning	Film Media Group	AVES Visual Systems Inc	Education 2020
1																						
2	Bidder/1A MWBE (Y/N)	N	Y	N	Y	Y	Y	N	N	N	N	Y	N	N	N	N	N	N	N	N	N	N
3	HUB Vendor (Y/N)	N	NA	N	N	Y	NA	N	N	N	N	Y	N	N	N	N	N	N	N	N	N	N
4	Resident Bidder (Y/N)	Y	N	Y	N	Y	N	N	N	N	Y	Y	N	N	N	Y	N	N	N	N	N	N
5	Fellow Candidate (Y/N)(Public Contract)	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	PO	N	N	N	N	N
6	Observant or Supervision for the Federal Government	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N
7	Observment or Supervision for State Government	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N
8	Can Additional Products be added to the contract	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
9	Pricing submitted includes the participation fee (Y/N)	NA	N	Y	N	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
10	Vendor agrees to rent to TCPN the participation fee (Y/N)	NA	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
11	Additional discounts for guaranteed quantity (Y/N)	N	N	Y	N	Y	Y	Y	Y	N	Y	Y	N	Y	Y	Y	N	Y	N	N	N	Y
12	Processing/Information provided (Y/N)	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
13	Vendor can supply all areas of the State of Texas (Y/N)	NA	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
14	Vendor can supply states outside of Texas (Y/N)	NA	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y
15	Vendor has other cooperative contract in place (Y/N)	NA	N	Y	Y	Y	NA	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	NA
16	Vendor provided education and/or government references (Y/N)	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
17	Vendor provided a marketing plan (Y/N)	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
18	Provide a brief history of your company, including the year it was established	Y	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
19	Provide company's official registered name	Y	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
20	Prices offered are better than other Co-ops	NA	N	N	N	N	N	N	N	N	N	N	N	Y	N	N	Y	Y	N	N	N	N
21	List the states with in Texas and throughout the US	Y	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
22	Provide company's affiliations of TCPN and TCRN partners	N	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y
23	Has number of sales and service offices for states/ being bid in process	N	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
24	Will Company participate in TCRN promotional events	N	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
25	Please define your standard terms of payment.	N	N	Y	Y	Y	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y

The Cooperative Purchasing Network (CPN)  
Questionnaire

Tuesday, October 22, 2009

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V
26	Describe how your company will introduce the TCPN program	Y	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y
27	TCPN's ability to audit quarterly sales reports	N	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	N	Y	Y
28	Company's level of insurance coverage	N	N	Y	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	N	N	N
29	Minimum Order Requirements	N	N	Y	Y	Y	Y	Y	N	N	N	Y	N	N	Y	Y	Y	Y	Y	N	N	N
30	Signature Form	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
31	Contractors Franchising/Replicating Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
32	Background Check Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
33	Business Operations in Sudan and Iran Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
34	Language Proficiency to CA Procurement Rules Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
35	CA Labor Code Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
36	NON-Colluding Form	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
37	Exceptions to T's and C's	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	N
38	Insurance Certificate	N	N	Y	N	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	N	N	N

# School Supplies RFP # 09-10 Bidders List

Company	Contact	Address 1	City	State	Zip	Phone	E-mail
100% Educational Videos	Kim Schillman	4921 Robert Matthews Pkwy #2	El Dorado Hill	CA	95672	(800) 483-3383	Kim@schoolvideos.com
1st Source America	George Guerrero	10118 Sand Pass	Houston	TX	77064	877-970-4626	georgeg@firstsourceamerica.com
A 2 Z Educational Supplies	Debbie Barnett Beal	240 W First St	Humble	TX	77338	281-540-6001	db@a2zsupplies.com
A Splash of Class	Billie Phillips	2525 Dog Leg Trail	McKinney	TX	75069	(972) 480-9160	asplashofclass_1@yahoo.com
A+ Literacy Education and Dev	Elayne McNeil	12910 Avinda Vaquero	Houston	TX	77077	281-558-1979	elayne@literacyedservices.com
Abecedarian	Ursula Jackson	PO Box 92843	Austin	TX	78709	(800) 342-1165	info@alphabetletter.com
Abrams & Company Publishers	Janet Wells	PO Box 10025	Waterbury	CT	06725	800-227-9120	janet@stellarteachingsolutions.com
AC SUPPLY	JOHN WILMES	1746 WINDING GLEN DRIVE	ST. CHARLES	MO	63302	800 536 0238	john.acsupply@sbcglobal.net
AccuCut Services, LLC	Joe Guinan	1035 E. Dodge St.	Fremont	NE	68025	(800) 288-1670	joeguilman@accucut.com
ACE Educational Supplies, Inc.	Richard Ludwig	5595 South University Drive	Dale	FL	33328	(800) 432-0213	bids@ACEeducational.com
ACE Educational Supplies, Inc.	Richard Ludwig	5595 S. University Drive	Dave	FL	33328	(954) 473-2635	ACEbids@bellsouth.net
ACP Direct	Tim Teichner	PO Box 703168	Dallas	Texas	75370	800-238-8009	tim@acpdirect.com
Active Kids Educational Toys	Jennifer Shuman	4220 Roxbury Dr	El Paso	TX	79922	(915) 253-2383	jennifer@activekidseducationalttoys.com
Advanced Academics	Gary Cray	100 East California Ave	Oklahoma City	OK	73104	(405) 239-1900	gary@advancedacademics.com
Advanced Digital Technologies	D A Menard	3521 Central Blvd Suite 1	Nederland	TX	77627	(409) 726-8121	adigitaltechs@yahoo.com
Advanced Educational Products, Inc.	Jennifer Maiomana	2495 Main St	Buffalo	NY	14214	(800) 311-1522	jmaiorana@aepbooks.com
Advanced Graphics	Denis Richardson	PO Box 2001	Katy	TX	77492	(281) 391-8595	denis@agkaty.com
Advantage Office Products	Mark Herring	7542 Kathy Ln Suite 101	Bentbrook	TX	76126	(817) 249-2889	mwherring@sbcglobal.net
Adventures In Learning	Greg Laufer	3608 Tierra Vergel	El Paso	TX	79938	(314) 285-1899	greg@alliq.com
Allyn & Bacon/Merrill Professional	Maureen O'Brien	501 Boylston Street # 900	Boston	MA	02116	(866) 217-7609	maureen.o'brien@pearson.com
American Book Company	Devin Pintozzi	PO Box 2638	Woodstock	GA	30188	(888) 264-5877	rperwell@americanbookcompany.com
American Ceramic Supply	Connie Speer	2442 Ludelle St.	Ft. Worth	TX	76105	817-535-2651	sales@americanceramics.com
Amso	Linda Taylor	118 E 23rd	Houston	TX	77008	713-864-0564	lindatay@swbell.net
Apple Textbooks	William Haynie	8343 Rosewell Road	Atlanta	GA	30350	(800) 871-6162	william@appletextbooks.com
Arbor Scientific	Wendy Aglus	P O Box 2750	Ann Arbor	MI	48106	(800) 367-6695	wendy@arborsci.com
Armadio Clay & Supplies	Christina McKillian	3307 E 4th St	Austin	TX	78702	(512) 385-7311	christina@armadilloclay.com
Arriba Scientific	Yvonne Carroll	440 CR 441	Thorndale	TX	76577	(512) 898-2535	ycarroll@arribascientific.com
Asel Art Supply	Mark A. Tibbets	8920 Premier Row	Dallas	TX	75247	214-634-1667	mtibbets@aimail.net
At the Teacher Store. com	Cindy Esq	406 East second	Del Rio	TX	78840	(830) 778-9600	attheteacherstore@yahoo.com
ATD-AMERICAN CO	Bob Roche	135 Greenwood Ave	Wyncote	Pa	19095	215-576-1000	broche@atd.com
Atomic Learning, Inc.	Peter Schneider	43 East Broadway	Little Falls	MN	56345	320-632-5064	pschneider@atomiclearning.com
Audio Visual Aids Corp	Ron George	2903 North Flores Street	San Antonio	TX	78212	(800) 422-1282	rgeorge@audiovisualaids.com
AVES AUDIO VISUAL SYSTEMS, INC	RUSS ROBBINS	P.O. BOX 500	SUGAR LAND	TX	77487	(281)295-1300	sales@avvideo.com
Award Reading and Writing	Shelly Morris	331 West 57th St	New York	NY	10019	(713) 444-2144	shelly@libraryandcurriculum.com
Baytech Supply, Inc	David Yablocski	PBM#212, 6336 N New Braunfel	San Antonio	TX	78209	(210) 828-3100	baylincorp@aol.com
Bio Corporation	Rebecca Hedstrom	3911 Nevada Street	Alexandria	MN	56308	320-763-9094	biocorp@rea-alp.com
BMI EDUCATIONAL SERVICES	DEBBIE GRISCHUK	P.O. BOX 800	DAYTON	NJ	08810	(800) 222-8100	DGRISCHUK@BMIONLINE.COM
BMI Educational services	Lynnda Bradley	PO Box 800	Dayton	NJ	08810-	(800) 222-8100	lbradley@bmionline.com
Bosworth Papers, Inc.	Maureen Shields	6300 W by NW Blvd	Houston	Texas	77040	713-460-5060	customerservice@bosworthpapers.com
Brady Hull & Associates	Brady Hull	26411 I 45 N	Woodlands	TX	77380	(281) 367-8087	brady@bradyhull.com
BrainChild	Joey Gamble	2706 South Horseshoe Drive, Su	Naples	FL	34102	(800) 811-2724	jgamble@brainchild.com
BrainPOP	Sandeep Scotto	27 West 24th Street, suite 605	New York	NY	10010	(212) 689-9923	sandeeps@brainpop.com
Brewer Educational Resources	Edward Maldonado	205 Ledgenest Dr.	McKinney	TX	75070	972-552-5646	edward@brewereducationalresources.com
Brewer Educational Resources	Melissa Brewer	205 Ledgenest Dr.	McKinney	TX	75070	972-552-5646	melissa@brewereducationalresources.com
Bright Apple, Inc.	Cheryl Hickman	PO Box 14554	Scottsdale	AZ	85267	(800) 728-9783	cheryl@rampub.com
Brooks Duplicator Company	Allen Brooks	10402 Rockley Road	Houston	TX	77099	(281) 568-9787	allen@brookscopany.com
Brooks Duplicator Company	Melanie Levy	10402 Rockley Road	Houston	TX	77099	(281) 568-9787	info@brookscopany.com
Business Education Publishing	Michael Geawich	PO Box 8558	Warwick	RI	02888	(888) 781-6921	mgwcawich@businesseducationpublishing.com
Business Stationers	Kaandra Moschous	3800 St-Patrick	Montreal	QC	H4E 1A	(514) 989-8899	knoschous@businessstationers.com
Business Stationers	Sharon Byfield	3800 St. Patrick Street	Montreal	Quebe	H4E 1A	514-989-8899	tenders@businessstationers.com

Cambium Learning Technologies	Dee Garcia	26426 Bubbling Brook	San Antonio	TX	78258 (800) 460-1642	dgarcia@intellitools.com
Cancoor, INC	Robyn Zapata	PO Box 1899	Burlington	NC	27216 (800) 868-2462	bids@cancoor.com
Cancoor, INC	Ray Bailey, Jr	PO Box 1899	Burlington	NC	27216 (800) 868-2462	rbhr@cancoor.com
Career Kids, LLC	Linda Schwartz	5043 Gregg Way	Auburn	CA	95602 (800) 537-0909	linda@careerkids.com
Carnegie Learning Inc	Larissa Krew	437 Grant Street	Pittsburgh	PA	15219 (480) 710-8225	lkrew@carnegielearning.com
Center For Disaster Risk Policy	Chris Floyd	113 Collegegate Loop # 648	Tallahassee	FL	32306- (850) 644-9961	"Chris Floyd"<cfloyd@cdrip.net>
CENTRAL POLY CORPORATION	MELISSA RODRIGUE	18 DONALDSON PLACE	LINDEN	TX	7036 908-862-7570	MELISSA@CENTRALPOLY.COM
Channing Bete Company	Miklanti Hall	One Community Place	South Deerfield	MA	01373 800-828-2827	mhall@channing-bete.com
Chiquitillos	J. Ramon Vasquez	P.O. Box 131621	Tyler	TX	75713- 903-561-1389	chiquitillos@att.net
CIRE Industrial Supplies	Eric Davenport	420 Houston Avenue	Port Arthur	TX	77640 (409) 982-9570	eric@direindustrialsupply.com
Classroom Creations	Don Tyson	8010 Coral Trail	San Antonio	TX	78244 (210) 601-2244	classroomcreations@satx.tx.com
Classroom Products Warehouse	Barbara Glasser	225 N. Fairway Drive	Vernon Hills	IL	60061 (888) 271-8305	bglasser@cpwco.com
Clayworld, Inc.	Tracy McAlister	1200 E. Houston Street	San Antonio	TX	78205 210-222-1331	customersevice@clayworld.com
Clayworld, Inc.	Jenny Smith	1231 West Martin Street	San Antonio	TX	78207 (210) 222-1331	txsales@clayworld.com
COASTAL TRAINING TECHNOLOGIE	MARVIN ZOILLO	500 STUDIO DRIVE	VIRGINIA BEACH	VA	23452 800-695-0756 ext.	marvinz@coastal.com
Compass Learning	Donna Vaughn	7878 N. 18th St.	Phoenix	AZ	85020 800-422-4339	bids@compasslearning.com
Copy Plus	Mike Flemate	4500 N. 10th ste.240	McAllen	Texas	78504 956-666-7587	mike@copyplusonline.net
Corporate Express	Derrell Conway	2230 Ave J	Arlington	TX	76006 (817) 530-2331	derrell.conway@cexp.com
Corporate Express	Lawrence Gray	5941 Midway Park NE	Albuquerque	NM	87109 505-345-1848	lawrence.gray@cexp.com
CPI Office Products	Diana Albrecht	PO Box 59109	Dallas	TX	75229 (972) 280-0905	dla@cpiop.com
Crabtree Publishing Company	Andrea Crabtree	350 Fifth Ave Ste 3308	New York	NY	10118 (800) 387-7650	andrea_c@crabtreebooks.com
Creative Classrooms UniqueByDesign	Mary Geiger	3001 S Hardin Blvd	McKinney	TX	75070 (214) 578-9921	uniquegeiger@live.com
Custom Identification Systems	Fernando Padilla	7116 Cambia Ct.	Live Oak	TX	78233 (210) 268-3877	fpadilla@customidsystems.net
Daydream Education	Adam Cordell	8120 Monticello Ave.	Skokie	IL	60076 (312) 224-4774	support@daydreameducation.com
Deer Park Teacher supply	Brent smith	4201 Center St A-1	Deer Park	TX	77536 (281) 476-5500	smith9507@sbcglobal.net
Delta Systems Co	Jeanne Patchin	1400 Miller Parkway	McHenry	IL	60050 (800) 323-6270	jeannie@delta-systems.com
DEMCO, Inc	Amy Schmale	4810 Forest Run Rd	Madison	WI	53704 866-588-9068	amys@demco.com
Desktop School Supplies	Larry Jost	210 Adell Blvd	Sunnyvale	TX	75182 (972) 331-9401	larry@desktopschoolsupplies.com
Developmental Studies Center	Shelly Morris	2000 Embarcadero	Oakland	CA	94606 (713) 444-2144	shelly@libraryandcurriculum.com
Disco Print Supply, LLC	Mimi Kharlis	P.O. Box 18887	Irvine	CA	92623 (949) 261-6402	mitkharris@hotmail.com
Discount School Supply	Lydia Wilson	2 Lower Ragsdale Dr. Ste. 200	Monterey	CA	93840 (800) 836-9515	bids@discountschoolsupply.com
Discount School Supply	Heather Gilbert	2 Lower Ragsdale, Suite 125	Monterey	CA	93940 831-641-3087	hgilbert@excelligence.com
Discovery Toys	Cindy Jeans	4950 Waringford Drive	Methville	MO	63128 (314) 487-7408	KidzzatHeart@aol.com
DLB Educational Corporation	Dan Brast	14110 Luthie Road	Houston	TX	77039 281-987-0383	dlbeduc@pdq.net
Dynamic Dealings Inc	Chuck Davis	2100 E Stan Schlueter loop	Killeen	TX	76542 (254) 628-8272	chuck@dynamicdesignsinc.com
DynaStudy, Inc.	Ellen Harris	P.O. Box 1767	League City	TX	77574- (877) 361-0560	eharris@dynastudy.com
DynaStudy, Inc.	Ellen Harris	P.O. Box 1767	League City	Texas	77574 877-381-0550	eharris@dynastudy.com
e.Republic, Inc	Joe Yaple	100 Blue Ravine Blvd	Folsom	CA	95630 (916) 932-1300	bidwatch@centerdigitaigov.com
ECI Video	Melinda Woodson	1225 Round Table Dr	Dallas	TX	75247 (214) 969-6946	melinda@ecivideo.com
EDI Educators Depot Inc.	Steve Tower	17424 West Grand Pkwy South sngarland	Dallas	TX	77479 (866) 736-2012	customer.service@eddepotinc.com
Education 2020	Marcia Willson	4110 North Scottsdale Rd Suite	Scottsdale	AZ	85251 (877) 202-0338	mwillson@education2020.com
Educational Access Center	Dr. Willis J. Collins	1514 East Cleveland, Suite 112	East Point	GA	30344 (800) 381-7150	wcollins@eacenter.net
Educational Resources	Wanda Kitzmiller	1550 Executive Drive	Elgin	IL	60123 888-665-8305	bids@edresources.com
EducationCity.com	Kathleen Ven Bowers	47 E Chicago suite 380	Naperville	IL	60540 (800) 995-5410	office@educationcity.com
Educator Expo	Elisha Scott	P.O. Box 222003	Dallas	TX	75222 (972) 642-4000	escott@educatorexpo.com
Educator's Depot, Inc	David Jones	17424 W Grand Pkwy S Suite 20 Sugar Land	Dallas	TX	77479 (979) 387-3001	customer.service@eddepotinc.com
Educator's Depot, Inc	Tammy Makofski	17424 W Grand Pkwy S Suite 20 Sugar Land	Dallas	TX	77479 (866) 736-2012	TMakofski@eddepotinc.com
Educators Outlet	Kristin Haws	P.O. Box 397	Timnath	CO	80547 800-315-2212	kristin@educatorsoutlet.com
Enable IT Solutions, Inc	Bubba Russo	13033 Pond Springs Ste 200	Austin	TX	78729 512-918-3487 X50	brusso@enableits.com
Engage Educational Technologies	Karyn Janiak	7308 Callbham Lane	Austin	TX	78736 877-447-9224	kayn@engageedutech.com
Eraser Dust	Irma Escortias	4528 Fm 1960 Rd West	Houston	TX	77069 (281) 537-2832	Learn@eraserdust.com
eSpecial Needs	Scott Kouri	11724 Lackland Industrial Drive	St. Louis	MO	63146 314-682-2424 X111	skouri@especialneeds.com
Estrellita	Karen Myer	1203 Flynn Rd. #250	Camarrillo	CA	93012 (805) 984-1052	info@estrellita.com

Evan-Moor Corporation	Mary Wiedemann	18 Lower Ragsdale Drive	Monterey	CA	93940	(800) 714-0971	bids@evan-moor.com
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Every Season Family Center	Mike McCool	544 E. Wheatland Plaza	Duncannonville	TX	75116	(972) 298-7109	bentferdinc@sbcglobal.net
ExamForce, Inc.	Bill Nelson	7150 NW 114th Ave N	Largo	FL	33773	(727) 507-9646	billn@examforce.com
Express Booksellers	Jule Maxwell	6400 Maple Ave #850	Dallas	TX	75235	214-564-3392 or to jule@expressbooksellers.com	
films Media Group	Doug Mingle	200 American Metro Blvd Ste 12	Hamilton	NJ	08619	(800) 257-5126	doug.mingle@films.com
Firelight Books / TAKS Wheels	Michael Nichols	11650 CR 4215	Tyler	TX	75706	800-975-0054	mikernichols@yahoo.com
Firelight Books LLC	Mike R Nichols	11650 CR 4215	Tyler	TX	75706	800-975-0054	mikernichols@firelightbooks.com
Fisher Science Education	Catherine Garcia	4500 Turnberry Dr.	Harover Park	IL	60133	800-955-1177	cathy.garcia@thermofisher.com
FJ Business Forms	Leroy R Kinzel	105 Warwick Glen	Victoria	TX	77904	(800) 728-4450	lrkinzel@earthlink.net
Flocabulary, LLC	Vlad Guthovitch	25 Washington Street, Suite 547	Brooklyn	NY	11201	(718) 852-2105	vlad@flocabulary.com
Forestry Suppliers	Don Nabors	P.O. Box 8397	Jackson	MS	39284	800-752-8461	bid@forestry-suppliers.com
Future Sounds, LLC	Russell Moran	1700 W Polo Rd	Grand Prairie	TX	750052	(972) 522-1410	info@futuresoundstudios.com
Gaseath Steven Publishing	Melissa McConnell, Bi	23221 Morgan Court	Strongsville	OH	44149	(800) 321-1147	bids@waebbooks.com
Gateway Printing and Office Supply	Tracy Velazquez	13003 SW Fwy	Stafford	TX	77477	(281) 277-6500	tracy@jonescook.com
Gateway Printing dba Jones & Cook	St Cynthia Pozos	11889 Starcrest Drive	San Antonio	Texas	78247	210 650-3995	cindy@jonescook.com
Gaylord Bros Inc	Jerome Dubos	POBox 4901	Syracuse	NY	13221	-(800) 448-6160	bids@gaylord.com
GBC	Rich Krachey	300 Tower Pkwy	Lincolnshire	IL	60069	(847) 484-3569	bids@gbc.com
General Binding (GBC)	Richard Krachey	One GBC Plaza	Northbrook	IL	60062	(800) 723-4000	bids@gbc.com
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Geolog	David Walling	3803 Wood Gardens Ct	Kingwood	TX	77339	(281) 312-1297	david@smartschoolsystems.com
George F. Cram	Jeff O'Brien	P.O. Box 426	Indianapolis	IN	46201	800-227-4199	jobrien@georgecram.com
Gibbs Consulting, Inc	Marianne Gibbs	19806 Partridge Run Dr	Houston	TX	77094	(281) 492-2936	mgbids@writeoutthetbox.com
Gien Products Inc	Arthur Oen	1711 Newport Circle	Santa Ana	CA	92705	800-486-4455 x121	aoen@gienproducts.com
Global Tradequest, Inc	Joyce Bratcher	1100 Crosspointe Ln, Suite D	Webster	NY	14580	866-592-3334 ext	joycebratcher@globaltradequest.com
Gonzalez Office Products	Patricia Gonzalez	8711 Burnet Rd., Ste. D-42	Austin	TX	78757	5123002300	pam@gonzalezofficeproducts.com
Govsupplier, LLC	Stillman Maxon	5959 Westheimer	Houston	TX	77057	(713) 269-2572	esmaxon2587@yahoo.com
Gulf Coast Paper	Gary Ellis	635 Billy Mitchell	Harlingen	TX	78521	(800) 460-3297	gpcp04@aol.com
Gulf Coast Paper Company, Inc	Clay Dibble	3705 Houston Hwy	Victoria	TX	77903	(361) 485-8515	cdibble@gulfcoastpaper.com
Hammond & Stephens	Bonnie Novacek	P.O. Box 629	Fremont	NE	68026	800-228-9875	sales@hscom.com
Hampton-Brown, Inc	Bonnie Sidoss	26385 Carmel Rancho Blvd	Carmel	CA	93927	(210) 230-6807	bskloss@ngsp.com
Harcourt Outlines	Sandra Cwinnup	7765 S 175 W	Milroy	IN	46156	800-428-6584	sgwinup@harcourtoutlines.com
Harcourt Outlines, Inc	Brad Sizemore	7765 S. 175 W.	Milroy	IN	46156	800-428-6584	brad@harcourtoutlines.com
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Health Edco a division of WRS Group, I	Susan Williams	5045 Franklin	Waco	TX	76710	(800) 776-6461	sales@wrsgruop.com
Heathlhy	Carrie Lee	PO Box 1708	Pittsburg	KS	66762	(866) 622-1003	cllee@heathlhy.com
Heath Scientific	Pat Nicholas	320 Texas Street	Cedar Hill	TX	75104	(972) 291-4223	pat@heathscientific.net
Heath Scientific	Pat Nichols	320 Texas Street	Cedar Hill	TX	75104	(972) 291-3730	pat@heathscientific.net
Hernandez Office Supply	Diana Gordon	119 17th Street	Nederland	TX	77627	(409) 724-0135	alice@hernandezsupply.com
High Tech Equipment	Tim Stephens	4828- B North Shepherd.	Houston	TX	77018	(713) 694-2922	timstephens@hightechequipment.com
Highsmith Inc.	Bill Flood	W5527 Hwy. 106	Ft. Atkinson	WI	53538	920-563-9571	bflood@highsmith.com
HMH Supplemental Publishers, Inc.	Dawn Wilkes	10801 North Mo Pac Expresswa	Austin	TX	78459-	(877) 696-7389	HABids@harcourt.com
Hodges Badge Co. Inc.	Jennifer Rocha	P.O. Box 1290	Portsmouth	RI	08271	800-556-2440	jrocha@hodgesbadge.com
Houghton Mifflin Harcourt Learning Tec	Eve Myers	22734 Timberlake Creek Road	Tomball	TX	77377	(281) 513-2828	eve_myers@hmco.com
Houghton Mifflin Harcourt Publishing C	Autumn Sheffield	10801 N. Mopac Expressway	Austin	TX	78759	512-721-7852	HABids@hnhpub.com
Imagenet Office Systems	Jennifer McDaniel	6050 N. Course	Houston	TX	77072	832-775-1216	jmcDaniel@imagenetos.com
Infusing Technology K12, LLC	Jackie deluna	PO Box	Wichita Falls	TX	76301	(940) 720-0905	jackie@infusingtechnology.com
Imvocacorp Printing	Ven Kurvari	PO Box 703517	Dallas	TX	75370	(214) 920-9898	vk@inovacorp.com
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Instructional Materials Service	Joe Detling	2568 Tamus	College Station	TX	77943	(979) 845-6601	j-detling@tamu.edu
Its About Time, Herff Jones Education	Yadisa Disla	84 Business Park Drive	Armonk	NY	10504	(914) 273-2233	ycdislaolson@herffjones.com
JADE Distributing/Publishing	Daniel Esparza	20231 Alasocita Shores	Humble	TX	77346	(281) 358-0192	daniel@jade-books.com



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John R Green School Supply Company	Michael Green	411 W 6th St	Covington	KY	41011	(859) 655-8709	michaeltgreen@johnngreenco.com
John Wiley & Sons, Inc.	Chris Hegg	14352 Ridge Ave	Orland Park	IL	60462	(708) 590-6944	chegg@wiley.com
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Junction of Function, Inc	Kelly Wilk	8603 Ibis Cove Circle	Naples	Florida	34119	239-777-4009	kwilk11247@aol.com
Kamico Instructional Media, Inc	Kathy Wilk	8603 Ibis Cove Cir	Naples	Florida	34119	239-777-4009	kwilk11247@aol.com
KAMICO Instructional Media, Inc.	Kathy Michael	4413 Spicewood Springs Rd	Austin	TX	78759	(512) 343-0801	kmichael@kamico.com
Kaplan Early Learning Company	Hope Meadows	4477 FM 2843	Salado	TX	76571	254-947-7283	kmichael@kamico.com
Kid Safety of America	Dave Meadows	P.O. Box 609	Chino	NC	27023	800-334-2014	meadows@kaplanco.com
Kidsafety of America	Margaret Kamson	6251 Schaefer Ave Suite B	Chino	CA	91710	800-524-1156	info@kidsafetystore.com
LAKE SHORE LEARNING MATERIALS	DIANA LOPEZ	3251 Schaefer Ave, Suite B	CARSON	CA	91710	709-902-1340	feedback@kidsafetystore.com
Lakeshore Learning Materials	Diana Lopez	2695 E DOMINGUEZ STREET	CARSON	CA	90895	800-421-5354	EXT BIDEPT@LAKE SHORE LEARNING.COM
LCR	Shelly Morris	2695 E. Dominguez St.	Carson	CA	90895	(800) 421-5354	x2:diopez@lakeshorelearning.com
Leapfrog School House	Kelsey Wolfman	26002 Oakridge Drive	Spring	TX	77380	(713) 444-2144	shelly@libraryandcurriculum.com
Learning Links Inc.	Joyce Friedland	6401 Hollis Street suite 125	Emeryville	CA	94608	(800) 883-7430	lshcontracts@leapfrogsoftware.com
Learning Services	Tiffany Thackara	P. O. Box 10636	Eugene	Oregon	97440	800-877-9378	joyce@learninglinks.com
Learning Tools	Aurora L. Hart	7128 FM 1960 E	Humble	TX	77348	281-361-7067	tiffany@learningservicesus.com
Learning Zone	Karol Hesilow	10531 Guitale	San Antonio	TX	78216	(210) 341-4373	aurora.learningtools@gmail.com
Lectorum Publications	Alejandra Schmidt	524 Broadway, 5th floor	New York	NY	10012	800-853-3291	learningzoneinfo@yahoo.com
Lectorum Publications	Sabrina Abreu	524 Broadway, 5th floor	New York	NY	10012	800-853-3291	aschmidt@scholastic.com
Lee & Low Books, Inc.	Shelly Morris	95 Madison Avenue	New York	NY	10016	800-853-3291	sabreu@scholastic.com
Let It Multiply	Alester Givens	400 Morgan Mill Road	Stephenville	TX	76401	(254) 968-7874	shelly@libraryandcurriculum.com
Library and Curriculum Resources	Shelly Morris	26002 Oakridge Dr	Spring	TX	77380	(713) 444-2144	algivens@letitmultiply.com
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Library Video Company	Debra Kirchnevel	E Wynnewood Rd	McKinney	PA	19096	(800) 843-3620	Dave@LL-TX.Com
Limitless Office Products	William Piasarra	5100 El Dorado Pkwy #102-903	McKinney	Texas	75040	214-764-4092	dkirchnevel@libraryvideo.com
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LitConn, Inc	Frank Ohnesorgen	4726 W Jacquelyn Ave	Fresno	CA	93722	(877) 842-1350	service@linguisystems.com
Literacy First	William Goforth	3109 150th Place Southeast	Mill Creek	WA	98012	(425) 745-3029	sales@litconn.com
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Magazine Subscriptions PTP	Rosalee Cleaman	2707 Princeton Dr.	Austin	Texas	78741	512-442-5470	brad@lcfurnishings.com
Manning's Supply	Jody Swango	PO Box 18004	Beaumont	TX	77706	(409) 899-1122	mag_subscription@att.net
Maple Office Supply	Ealine Peter	2033 Farrington	Dallas	TX	75207	214-638-2696	jodye@manningssupply.com
Marimon	Karen Mcandrews	7300 N Gessner	Houston	TX	77040	(713) 856-2019	epeter@mapleofficesupply.com
Marimon Business Systems	Mike Good	7300 N. Gessner Rd	Houston	TX	77040	713-856-2060	kmcandrews1@sbcglobal.net
McGraw Hill Contemporary	Marty Pitts	25 Misky Pond Drive	Frisco	TX	75034	(214) 957-7909	mgood@marimoninc.com
Mello Smello, LLC	Tom Billings	6010 Earle Brown Drive	Minneapolis	MN	55430	763-504-5918	marty_pitts@mcgraw-hill.com
MGM Equipment Source, LLC	Arlene Kennedy	2534 W. Gregg Dr.	Chandler	AZ	85224	(480) 777-0777	adinke@mellosmello.com
Midwest Technology Products	Robert E Kindy	PO Box 3717	Stou City	IA	51102	(800) 831-5904	tom@mgamequipmentsource.com
Montgomery County Music Center	Penny Koepsel, Ph.D	930 W Dallas St	Conroe	TX	77301	(936) 760-0252	AKENNEDY@MIDWESTTECHNOLOGY.COM
Mult-Health Systems, Inc	Katheryne Moore	PO Box 950	North Tonawanda	NY	14150	(800) 456-3003	musiccenterinc@cs.com
National Center For Youth Issues	Helene Hanson	PO Box 22185	Chatanooga	TN	37422	800-477-8277	penny.koepsel@nhs.com
National Professional Resources, Inc	Sarah Day	25 South Regent St	Port Chester	NY	10573	(800) 453-7461	kmoores@nvyf.org
NCS Pearson, Inc.	Marc Dean Millot	6710 E Camelback Rd	Scottsdale	AZ	85251	480-429-4067	hanson@npinc.com
New Education Economy	Leigh Weisser	718 South Royal St.	Alexandria	VA	22320	(703) 587-6679	sarah.hobbs@pearson.com
NIMCO, Inc	John Kling	PO Box 9	Calhoun	KY	42327	(800) 962-6662	deanmilot@mac.com
Oak Cliff Office Products	Victoria J Dumont	1876 Lone Star Dr.	Dallas	TX	75212	(214) 943-7421	leigh@nimcoinc.com
Office Depot, Inc.	Richard Bateman	14600 Thrifty Blvd, St 300	Fort Worth	TX	76155	817-684-4416	johnk@oakcliffofficesupply.com
Office Effects		1022 Wirt Rd., Ste. 316	Houston	TX	77055	713-957-4700	vicki.dumont@officedepot.com
							rbateman@officeeffects.com

Office Effects, Inc.	Richard Bateman	1022 Wft	Houston	TX	77065	(713) 957-4700	RBateman@officeeffects.com
Office Expo	Carl Jefferson	13342 Midway Rd	Frisco	TX	75244	(972) 220-1614	c.jefferson85@yahoo.com
OfficeMax	Jim Sides	6007 Randolph Blvd	San Antonio	TX	78233	210-378-4717	jimsides@officemax.com
OneStop Procurement Services, Inc.	Joe Mathews	2009 North RR620, Suite 340	Austin	TX	78734	(512) 266-7900	joe.mathews@onestopprocurement.com
Overlooked Books	Shelly Behr	664 Loop rd	Killeen	TX	76542	888-463-1169	overlookedbooks@hotmail.com
Pacific Learning	Shelly Morris	15342 Graham St	Huntington Beach	CA	92649	(713) 444-2144	shelly@libraryandcurriculum.com
PAFER Investment Corp	Stephen Bogue	4212 E Los Angeles Ave #4132	Simi Valley	CA	93063	805-581-3925	opsolutions@sbloglobal.net
Palmer Snyder Furniture	Chris Lutz	1050 Chinoe RD, Suite 106	Lexington	KY	40502	800-535-4519 Ext.	clutz@palmersnyder.com
Park Place Awards	Jimmy R. Hernandez	P.O. Box 13152	San Antonio	TX	78213	(210) 326-8060	jimmy1947@netzero.com
pasco scientific	vera garcia	10101 foothills blvd	roseville	CA	95747	(800) 772-8700	garciae@pasco.com
Patra Office Supply	Carlos Cantu	301 E. Calton Road	Laredo	TX	78041	956-723-2332	cantu@patraweb.com
PCI Educational Publishing	Marisa Rodriguez	P.O. Box 34270	San Antonio	TX	78265	800-594-4263	Mrodriguez@pccatalog.com
Pearson Learning Group	Richard Hrazanek	299 Jefferson Rd	Parippany	NJ	07054	(973) 739-8229	richard.hrazanek@pearsonlearning.com
Perry Office Plus	Bonnie Hunt	1401 North 3rd	Temple	TX	76501	(254) 778-4755	sales@perryop.com
Picture This! Instructional Strategies	Lydia Priest	12 Hidden Acres Dr	Round Rock	TX	78665	(512) 633-9293	picthisposters@sbloglobal.net
Picture Window Books	Shella J. Seigfried	5115 Excelsior Blvd.	Winnepolis	MN	55416	1-877-845-8392	s.seigfried@picturewindowbooks.com
PITSCO	Angela Watson	P.O. Box 1708	Pittsburg	KS	66762	(800) 835-0686	awatson@pitSCO.com
PitSCO Education	Mendi Brazil	915 E. Jefferson	Pittsburg	KS	66762	(620) 231-1333	mbrazil@pitSCO.com
PitSCO Education	Angela Watson	913 E. Jefferson	Pittsburg	KS	66762	620-231-1333	aradell@pitSCO.com
PitSCO Education	Michael Taxel	15 Gilpin Avenue	Hauptpaug	NY	11788	(877) 258-1225	michael@positivepromotions.com
Positive Promotions	Nina Petersen	PO BOX 26046	Hauptpaug	NY	11788	631-486-2244	npetersen@positivepromotions.com
PRECISION IMAGING	MARIA	2000 Kentucky St	EL PASO	TX	79926	9152419190	MARIA@PRECISIONIMAGING.NET
Premier Agendas, Inc	Jennifer Holmes	Box 10043	Bellingham	WA	98229	(800) 536-2959	bids@premier.us
Primary Concepts	Blake Holt	6510 N. 54th St.	Beckley, CA	94709	(800) 660-8646	blake@primaryconcepts.com	
Pyramid School Products	Larry Miller	6510 N 54th Street	Tampa	FL	33610	800 792-2644	bids@pyramidsp.com
Pyramid School Products	Danny Sanders	100 Scheller Rd	Tampa	FL	33610	800-792-264	bids@pyramidsp.com
Quill Corporation	Maria Matthews	20625 Detroit Rd #8	Lincolnshire	TX	60069	(800) 634-4809	bids@quill.com
Quizdom, Inc	Lysa Kenney	22 Railroad Avenue	Rocky River	OH	44116	(877) 794-9366	lysa.kenney@quizdom.com
Rally Education	Shelly Morris	750 South Plaza Dr	Glen Head	NY	11545	(713) 444-2144	shelly@libraryandcurriculum.com
Read Naturally, Inc	Laura Marofsky	P.O. Box 669	St Paul	MN	55120	(800) 788-4085	lmorofsky@readnaturally.com
Red Brick Learning	Shella J. Seigfried	100 Lake Dr West	Mankato	MN	56002	888-262-6135	s.seigfried@redbricklearning.com
Red Circle Solutions	Mark Marais	15887 N. 76th street	Wayne	NJ	07470	(877) 798-8951	mmarais@redcirclesolutions.com
Remedia Publications, Inc.	Mary Hoffman	2911 Peach Street	Scottsdale	AZ	85260	(800) 826-4740	May@rempub.com
Renaissance Learning	Trace Grossman	2911 Peach Street	Wisconsin Rapids	WI	54495	800-338-4204	dept10@renlearn.com
Renaissance Learning, Inc.	Colleen Urban	130 East Grand Ave.	Wisconsin Rapids	WI	54495	715-424-3636	dept10@renlearn.com
Resources for Reading, Inc.	Diane Zingale	3715 Hartsburg Blvd	South San Franci	CA	94080	(800) 278-7323	diane@abcsuff.com
Rex Supply Company	Clifford Klehler	P.O. Box 8058	Houston	TX	77003	(713) 222-2251	Houston.mgr@rex-supply.com
Reynolds Manufacturing Corp	Vicki Reynolds	88 First Street	Abilene	TX	79608	800-588-4031	vreyholds@nts-online.net
Ripple Effects, Inc.	Lewis Brentano	2702 David Drive	San Francisco	CA	94105	(888) 259-6618	lbrentano@rippleeffects.com
Rockport Products	Michael W. Baker	29 East 21st Street	Killen	TX	76542	(254) 554-2086	rockportproducts@yahoo.com
Rosen Classroom	Shelly Morris	PO Box 513	New York	NY	10010	(713) 444-2144	shelly@libraryandcurriculum.com
S&S Worldwide	Sandy	75 Mill Street	Colchester	CT	06415	(800) 243-9232	scervini@ssww.com
S&S Worldwide	Paula Ward	121 North Marlborough	Colchester	CT	6415	800-642-7354	bids@ssww.com
Sala Printing Service	Thomas Sala	405 S. Nolen Dr	Dallas	TX	75208	(888) 525-4845	salaprinting@att.net
Sammons Preston a Patterson Medical	Tom O'Hearn	5403 Exeter Drive	Southlake	TX	76092	(866) 709-1302	tom.o'hearn@patterson-medical.com
Santillana USA Publishing	Bill Dickerson	441 Old Highway 8 NW, Ste 202	Richardson	TX	75082	(972) 497-8696	billckensnsp@earthlink.net
Satco Supply	Tom Strohmayer	1775 Mentor Ave Suite 301	Cincinnati	MN	55112	(800) 328-4644	sales@satcosupply.net
Scenario Learning	Andrew Datschel	10 East Main St.	East Dundee	OH	45212	(800) 434-0154	adatschel@safeschools.com
ScholarBuys	Robin Sommers	2270 Springlake Rd	Farmers Branch	IL	60118	(877) 999-9294	robin.sommers@scholarbuys.com
Scholastic Education	Larry Ragland	2270 Springlake Rd	Farmers Branch	TX	75234	800-221-5312	lragland@scholastic.com
Scholastic Inc., SW Region	Larry Ragland	2400 Veterans st 16c # 505	Del rio	TX	78840	830-422-1112	scholaidmedia@yahoo.com
School Aid Media	Cindy Hernandez						

School Datebooks, Inc	Diane Haan	2880 US Hwy 231	Lafayette	IN	47909	(800) 705-7526	diane@schoddatebooks.com
School Furnishing Unlimited	Mike Treadwell	P O Box 14278	Abuquerque	NM	87191	(505) 797-5179	MIKE@SFSALES.COM
School Kids Health Care	Brad Smith	1711 Paramount Ct.	Waukesta	WI	53186	(800) 558-6270	brads@buypm.com
School Sales & Service	Sharon Sanders	1023 S Walter Avenue	Gallatin	TN	37066	(615) 452-9250	sharon@schoolsalesandservice.com
School Specialty, Inc.	Mark Christopher	W6316 Design Drive	Appleton	Wisco	54942	920 882 5989	mchristopher@schoolspecialty.com
Scott Electric	Mark Troutman	1000 South Main Street	Greensburg	PA	15601	800-442-8045	scottpb1@choiceone.net
Sebit, LLC Adaptive Curriculum	Pam Lenz	124 Comanche Circle	Hutto	TX	78634	(512) 887-0733	pam.lenz@adaptivecurriculum.com
Show What You Know Publishing	Jan Athey	P.O. Box 341348	Columbus	Ohio	43234	614-764-1211	janathey@eapublishing.com
Show What You Know Publishing	Jan Athey	6344 Nicholas Drive	San Antonio	TX	78212	(210) 224-5100	stephanie@sanantonio-signs.com
Sign A Rama	Stephanie Schilliack	1621 N Main Ave	Scottsdale	AZ	85260	(480) 315-4235	thomas_grabauskas@skilsoft.com
skilsoft Corporation	Thomas Grabauskas	14000 N Pima Ste 300	Houston	Texas	77259	281-922-7517	samantha@smarkidsoftware.com
SKS- Smart Kids Software, Inc.	Samantha Gray	PO Box 590464	Austin	TX	78750	800-337-5335	sales@sleek.com
Sleek Software Corporation	Chad Threet	12325 Hymeadow Drive 1-102	El Paso	TX	76118	(977) 877-6667	smr@smrprmostrx.com
SMR Promotions	Jim Davis	2405 Gravel Dr	Culver City	CA	90232	(310) 839-2436	bids@socialstudies.com
Social Studies School Services	James W. Schumacher	10200 Jefferson Rd.	Dallas	TX	75248	(972) 239-6728	sommerassociates@aol.com
Sommer Associates LLC	Judy Sommer	15711 Ranchita Dr.	McAllen	TX	78503	(956) 453-1160	stes@rgv.tx.com
South Texas Educational Systems Inc.	Frank Diaz	1964 S. 36th Street	Richmond	Virginia	23234	804-353-7850	fochen@southernistributorsinc.com
Southern Distributors, Inc.	Frank Cohen	2500 Deepwater Terminal Road	Dayton	OH	45401	(800) 228-1698	brenda@southpawenterprises.com
Southpaw Enterprises, Inc.	Brenda Pettit	PO Box 1047	Silabee	TX	77666	(409) 385-3971	contact@southwestbldgsystems.com
Southwest Building Systems	Justin Player	1530 Hwy 327 W	Maryland Heights	MO	63043	(800) 325-3628	sales@swplastic.com
Southwest Plastic Blinding Company	Dale Christiansen	PO Box 150	El Paso	TX	79925	(915) 772-1200	hector@eraserdustr.com
Springers Specialties	Cynthia P Huereque	6600 Montana Ste N	Arlington	TX	76018	800-435-6772	gloria_gonzalez@mcgraw-hill.com
SRA/ McGraw-Hill	Gloria Gonzalez	4360 Beltway Place, Suite 200	Houston	TX	77267	281-812-3700	staks@staks.com
Staks Office Supply	Gerald W. Pommier	P.O. Box 671882	Wheeling	IL	60090	800-870-1315	bids@bestschoolbys.com
Standard Stationary Supply Co.	Herb Ross	2251 Foster ave.	Houston	TX	77042	2102731512	jeff.shokrian@staples.com
Staples	Jeff Shokrian	3711 Briarpark Drive, Ste 400	Houston	TX	77018	713-686-6611	glombardo@starofficeprod.com
Star Office Products Ltd	Joe Lombardo	3562 W TC Jester	Lufkin	TX	75901	(936) 632-7727	istanaland@storywright.com
Story-Wright Office Supply	Larry Stanaland	222 Shepherd	Dallas	TX	75204	(800) 419-3191	schanen.mickolas@studysland.com
Study Island	Schannen Mickolas	3400 Carlisle Street	Greenville	SC	29616	(800) 277-8737	schanen.mickolas@studysland.com
Study Island	Schannen Mickolas	3400 Carlisle Street	McAllen	TX	78501	(956) 682-6005	custserv@superduperinc.com
Super Duper Inc	Marisa Chopp	PO Box 24997	Pittsburg	KS	66762	(620) 231-1333	collin@superioralarms.com
Superior Alarms	Colin Ashburn	600 Ash Avenue	Lubbock	TX	79401	(806) 747-1667	aradell@plisco.com
Synergistic Learning Systems	Angela Radell	917 E. Jefferson	Spring	TX	77373	(281) 288-7377	rking@yom.com
Tascosa Office Machines	Richard King	1502 Ave Q	Fort Worth	TX	76126	(817) 249-2683	rtial@teacherheaven.com
Teacher Heaven	Debra Spence	1417 Spring Cypress Rd	Chula Vista	CA	91911	(619) 482-2298	twcrafts@hotmail.com
Teacher's Edition	David Becerril	1100 Heather Ct.	Arlington	TX	76018	(800) 762-4133	david.becerril@trcabc.com
Teaching Resource Center, LLC	Kimberly Schwartz	4601 Hollow Tree Dr. Suite 111	San Francisco	CA	94103	415-369-3714	kim@teachingsystems.com
Teaching Systems, Inc.	Matthew Nathan	731 Market Street, Suite 400	San Francisco	CA	94103	415-369-3714	mnathan@teachscape.com
Teachscape	Matthew Nathan	731 Market Street, Suite 400	hollywood	florida	33021	9543475611	daniel@terraboost.com
Teachscape	Daniel Karten	4321 Casper court	Waco	TX	76710	254-753-2464	Dan@library blinding.com
Terraboost	Dan Coulon	2900 Franklin Ave.	Garland	TX	75045	866-414-5998	linda@lxconnection.com
Texas Bldery Services, L.L.C.	Linda Johnson	P.O.Box 451627	Garland	TX	75044	866-414-5998	sales@lxconnection.com
Texas Connection	Joanne McDowell	P.O.Box 451627	Lometa	TX	75044	972.414.5998	joanne@lxconnection.com
Texas Connection	Angel Athertley	3421 Greenview Dr.	Wabum	TX	75853	(800) 586-9940	aathertley@educationaltools.org
Texas Educational Tools	Nate Stevens	P.O. Box 89	Austin	MA	01801	(888) 248-0652	n.stevens@texthelp.com
Texthelp Systems, Inc.	KATE MAXIN	100 Unicorn Park Drive	GIBSONIA	PA	15044	724-444-6400	BIDS@TFHUSA.COM
TFH USA LTD	Amy Rang	4537 GIBSONIA RD	FMG 141	TX	78746	(512) 263-3089	army/rang@curriculumproject.com
The Curriculum Project	Tom Billings	PMG 141 3300 Bee Cave Rd	Mesa	AZ	85206	602-549-7474	tlbillings@cox.net
The Daveses Co. LLC	Faye Lipham	5136 E.Edgewood Circle	Frisco	TX	75237	(972) 370-9445	fargroup@hotmail.com
The Far Group, Inc.	Felisha Avery-Smith	10580 Buccaneer Point	Dallas	TX	75237	(214) 725-7104	felishaceo@thegreatlibrary.org
The Great Library, Inc.	Tosha Landesz	7812 Kirkland Ct	Tremont	IL	61568	800-548-7204	bids@thelibrarystore.com
The Library Store		112 E. South St					

The Private Eye Project	David Melody	PO Box 646	Lyle	WA	98635	(509) 365-3007	dmelody@the-private-eye.com
The Professors Tutor	Antonio Tarnatino	24633 Bogey Ridge	San Antonio	TX	78260	(866) 855-7961	nino@professortutor.com
The Schoolhouse Store	Monica A McQueen	903 N Loop 336 W #F	Comroe	TX	77301	(936) 756-2827	info@theschoolhousestore.com
The Teaching Cottage	Maricruz & Fernando \	304 Gulf Freeway North	League City	TX	77573	(281) 332-3581	theteachingcottage@yahoo.com
Troxell Communications	Adela Briner	2951 Marina Bay #130	League City	TX	77573	281-538-2497	adela.briner@trox.com
Triumph Learning Company	Michelle Maltas	2308 Helitz Rd	Iowa City	IA	52240	(888) 457-3454	mmaltas@buckledown.com
Unity Education Resources and Equipm	Ken Ash	700 Elmwood Park Blvd	Harahan	LA	70123	(318) 773-7505	kash@unityeducate.com
USA News Network	Peter McNabb	1502 Houston Street	Grand Prairie	TX	75060	(972) 642-4455	peter@usanewsnetwork.com
Vallant IMC	D. Ron Woisten	55 Ruta Court	South Hackensac	NJ	07606	(800) 631-0867	rwoisten@800vallant.com
velsoft	marcel west	304 Newbury St Unit 348	Boston	TX	02115	(902) 755-1884	marcel@velsoft.com
Vesco Business Products	Robin Vest	425 North 10th Street	La Porte	TX	77571	261-842-1877	rvest@vescop.com
Victory Business Solutions	Steve Reynolds	1155 Charleston Lane	Savannah	TX	76227	(214) 394-1673	vbs_printing@yahoo.com
Visual Innovations Company, Inc	Tim Nagle	3776 Arapaho Rd	Addison	TX	75001	512-334-1100	tim_nagle@vicav.com
W.S. Benson & Company	W.S. Benson III	P.O. Box 1866	Austin	TX	78767	512-345-0732	sbenson@auslin.rr.com
Weekly Reader Corporation	Hannah Coursen	3001 Cindel Dr.	Delran	NJ	08075	856-786-5520	hcoursen@weeklyreader.com
Weekly Reader Publishing	Sharon Ortiz	3001 Cindel Drive	Delran	NJ	08075	(800) 446-3355	classroomrep@weeklyreader.com
Wellington Technology Services	Patrick Hogan	2935 FM 1704	Elgin	TX	78621	(512) 619-6425	pat@wellington-technology.com
West Music	Beth Villnauer	PO Box 5521	CoraVillie	IA	52241	800-397-9378	bvillnauer@westmusic.com
west office supply	Jay West	2 S Chadbourne	San Angelo	TX	76903	325-655-8181	siglinda@coran@wc.net
Williams Office Products	Dora Scott	2330 Merrell Road	Dallas	TX	75229	(972) 241-8895	thesolution@williamsofficeproducts.com
Windrill Books	Cheerl A. Sandlin	303 Park Avenue South - Suite 1	New York	New	10010	815-477-1366	bids@windrillbooks.com
Wireless Generation	Kevin Callahan	55 Washinton St	Brooklyn	NY	11201	(212) 796-2313	kcallahan@wgen.net
Wood Etc Corp	Wolfgang Walther	131 Yorktown	Dallas	TX	75208	800-733-5755	mail@woodetcorp.com
Wordsmiths Publishing Company	Alana Sloan	3603 Urban Avenue	Dallas	TX	75227	(214) 388-3653	bsloan@flash.net
World Research Company	Jan Forzano	4926 Profit Drive	Tyler	TX	75707	(800) 843-9737	mail@world.com
Wright Group/McGraw-Hill	Jennifer Vanover	4360 Beltway Place, suite 260	Arlington	TX	76018	(866) 474-7137	wg_mvregion@mcgraw-hill.com
Zaner-Bloser, Inc.	Rick Brown	1201 Dublin Road	Columbus	OH	43215	800-248-2568 xt 2	rick.brown@zaner-bloser.com
Zetta Global	Albert Burgos	3450 E Spring St 207	Long Beach	CA	90806	562-252-3673	albert.burgos@zettaglobal.com



The Cooperative Purchasing Network

September 24, 2009

Request for Proposal (RFP) for School Supplies and Related Education Products # 09-10

TCPN has determined that the use of a Request for Proposal (RFP) for School Supplies and Related Education Products is more beneficial and advantageous to our members than the use of a Request for Bid.

TCPN contracts are used by public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities throughout the country. The use of an RFP will allow vendors to decrease submitted pricing if needed based on quantity and size of projects, as well as the ability to negotiate supplemental agreements. Each purchase made through this contract will be customized to the needs of the purchasing agency. In addition, competitive sealed bidding does not allow the ability to compare offers and determine the best value for our wide range of members.

Therefore, it is our opinion that a Request for Proposal, rather than a Request for Bid, is more advantageous to our members.

Matthew Mackel  
National Contract Manager, TCPN



The Cooperative Purchasing Network

To: Jason Wickel

From: Phillip Vasquez  
Deborah Bushnell  
Jonathan Applegate  
Matthew Mackel

Date: February 1, 2010

Re: Contract Award of School Supplies and Related Education Products RFP # 09-10

We have reviewed the responses and recommend that the following companies be awarded:

**School Specialty, Inc.**  
**Lakeshore Learning Materials**

The recommended vendors submitted offers that were determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members, based upon the bidder tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified products and services.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous to TCPN's members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let us know if you have any questions.

Phillip Vasquez  
Contract Specialist

**RFP  
Bid/Proposal Receipt List**

**School Supplies and Related Education Products # 09-10**

**Time and Date**

**10/22/2009**

**2:00 PM**

	Received Bid/Proposal - Name of Company	Description of Receipt (# of boxes and/or Envelopes)	Date and Time Received
1	AVES Audio Visual Systems, Inc.	1 Large Envelope	10/14/09; 9:25 AM
2	Junction of Function	1 Large Envelope	10/19/09; 10:23 AM
3	Education 2020	1 Medium FedEx Express Box	10/19/09; 3:24 PM
4	Brooks Duplicator Company	1 Small Box	10/20/09; 8:40 AM
5	Lakeshore Learning Materials	1 Small Box	10/20/09; 10:08 AM
6	Midwest Technology Products & Services	1 Small Box	10/20/09; 12:08 PM
7	Glen Products, Inc.	1 Small FedEx Express Box	10/21/09; 8:46 AM
8	Bebop Books / Lee & Low Books, Inc.	1 FedEx Express Padded Pak	10/21/09; 10:03 AM
9	Educators Outlet, Inc.	1 Medium FedEx Express Box	10/21/09; 10:04 AM
10	Library Interiors of Texas	1 Medium FedEx Express Box	10/21/09; 10:04 AM
11	Pitsco, Inc.	1 Medium FedEx Express Box	10/21/09; 10:05 AM
12	Lone Star Furnishings	1 Medium Box	10/21/09; 10:06 AM

RFP  
Bid/Proposal Receipt List

School Supplies and Related Education Products # 09-10  
10/22/2009

2:00 PM

Time and Date			
	Received Bid/Proposal - Name of Company	Description of Receipt (# of boxes and/or Envelopes)	Date and Time Received
13	Films Media Group	1 UPS Express Envelope	10/21/09; 12:09 PM
14	School Specialty	1 Small Box	10/22/09; 8:20 AM
15	Harcourt Outlines	1 Small Box	10/22/09; 8:26 AM
16	Sebit LLC - Adaptive Curriculum (ASU Tech Based Learn & Research)	1 Large FedEx Express Box	10/22/09; 9:31 AM
17	Gonzalez Office Products	1 Medium FedEx Express Box	10/22/09; 9:32 AM
18	ACP Direct/Affordable Computer Products	1 Medium FedEx Express Box	10/22/09; 9:32 AM
19	Rosen/Windmill/Gareth Stevens	1 Large Box	10/22/09; 9:33 AM
20	Highsmith	1 Small Package	10/22/09; 10:10 AM
21	Learning Services	1 Small Box	10/22/09; 10:10 AM
22	Learning Tools	1 Medium Box	10/22/09; 1:40 PM
23			
24			





**F. Please answer the following questions if applicable.**

**1. Level of Support**

Please indicate the level of support offered in this proposal by checking the appropriate box below. A bid may be determined to be non-responsive if this question is unanswered. Prices offered in this bid are:

- a. The same as offered on single school district bids.
- ☒ b. The same as offered to cooperatives and state purchasing departments.
- c. Better than that offered to cooperatives or state purchasing departments.

**2. List number of sales staff in Texas and throughout the 50 states, listing the name and territory of each key contact with title, address, phone number, fax number, e-mail address, etc. along with resume.**

28 sales representatives in the state of Texas

328 sales representatives currently employed with School Specialty, Inc.

Individual rep information can be obtained by individual request. This information is confidential and can not be public.

**3. Please define your standard terms of payment for customers.**

School Specialty, Inc. has one customer – the educational community. We have made it our priority to understand the unique requirements of accounting processes within school districts today and provide you with the billing options necessary to fulfill your needs. We can provide customized options such as Consolidated Invoicing, Priced Packing Slips, Special Approval Processes, G/L coding, and more. We are here to assist you in streamlining the procurement process. Standard billing procedure is Net 30 days.

**4. Describe your company's expectations of TCPN and/or sponsoring partners in the introduction of this agreement to government and education entities.** School Specialty, Inc. is confident that the broad assortment of products we are offering and our national sales force are competitive advantages of School Specialty, Inc. and important ingredients for success. To accelerate sales, our partnership must be publicized, promoted and marketed by both School Specialty, Inc. and TCPN to create awareness and understanding of the value the contract provides to TCPN members.

**5. Describe how you intend to introduce the TCPN program within your own company and to your customers.** School Specialty, Inc. understands that the best metric for measuring the success of this partnership with TCPN is total sales. We further understand that this program must be publicized and marketed to generate awareness and sales. School Specialty, Inc. is firmly committed to proactively communicating and marketing this program to our field sales organization and prospective purchasers. We are the leading education company serving the Pre-K – Grade 12 market. Our total annual sales exceed \$1 billion. We mail over 40 million catalogs annually and have developed several websites to serve the unique need of the education market.

School Specialty, Inc. approaches school districts and schools through our dedicated national sales team of 328 territory managers deployed across the U.S.

**6. Will your company agree to participate in TCPN-sponsored promotional events?**

☒ Yes ☐ No

**7. TCPN reserves the right to request quarterly sales reports from contracted vendors for audit purposes. Reports may be requested to verify information such as purchasing entity, purchase order number, order date, project description, purchase order total. Does your company agree to provide these reports upon request?**

☒ Yes ☐ No

**8. State your insurance provider(s) and your company's level of coverage. See attached**

**9. Please specify if your company has minimum order requirements. No minimum order however, shipping charges may apply to orders under \$99.**

10. Provide a brief history of your company, including the year it was established. Indicate the number of years the company has been in business. 50 years. School Specialty, Inc. was founded in 1958. SSI is the largest, and only, national U.S. distributor of non-textbook educational supplies and furniture for students pre-kindergarten through grade 12. Through our combined family of companies and acquisitions, School Specialty, Inc. has over 100 years of experience in providing teaching aids and classroom furniture to the educational community. SSI provides a comprehensive offering of high quality products to school districts, school administrators and teachers through the broad distribution of its catalogs. School Specialty offers over 66,000 products to more than 108,000 schools throughout the United States.
11. Provide resumes and information on key personnel, including the contract manager.  
 Contract Manager: Mark Christopher, Ph: 888-388-3224, Fax: 800-675-1775, e-mail address: [mchristopher@schoolspecialty.com](mailto:mchristopher@schoolspecialty.com), Address: W6316 Design Drive, Greenville, WI 54942  
 Contract & Pricing Manager: Angela Schuh, Ph: 888-388-3224, Fax: 800-675-1775, e-mail address: [aschuh@schoolspecialty.com](mailto:aschuh@schoolspecialty.com), Address: W6316 Design Drive, Greenville, WI 54942  
 Regional Sales Manager: Patrick Fisk, Ph: 832-379-8171, Fax: 832-379-8222, e-mail address: [pfisk@schoolspecialty.com](mailto:pfisk@schoolspecialty.com), Address: 12522 Shepherds Ridge, Houston, TX 77077  
 \*Resumes will be given on individual request. This information is confidential and can not be published to the public.
12. Provide an Organization Chart of those individuals that would be involved in this contract/program.  
 We have approximately 328 territory managers throughout the U.S. that have relationships with school districts and schools in their respective territories.  
 In addition, we have 25 F&E coordinators throughout the U.S. These sales coordinators work with schools and school districts on large furniture projects including new school construction and building renovations. Finally, we have a total of 10 key account executives that call on and have relationships with large school districts.  
 All of these associates are employed by School Specialty, Inc. An organizational chart and contact information will be sent upon award.
13. What size is your firm's inventory? And where is it located? See attached.
14. How Many items are currently in your catalogue? Approximately 55,000
15. What is your current delivery time for stocked items? Non-stocked items? Items in-stock generally ship within 2-4 days from receipt of order. Non-stocked items have lead times that vary. Typically non-stocked items ship within 2-4 weeks from receipt of order at factory.
- Describe your firm's capabilities and functionality of your on-line catalog/ordering web-site.  
 Also describe your "Punch-out" capabilities with e-commerce and financial software.  
 List all software that provides "Punch-out" integrations with your catalog. List references and contact information.

FUNCTION	SCHOOL SPECIALTY ONLINE
Customized with your logo and school colors	✓
"Welcome Menu" changes based on tasks that need to be completed (e.g. Approve Orders: You have 46 orders pending approval)	✓
Browse catalogs without being in an order or requisition	✓
Order based on custom pricing with vendor	✓
Multi level item search	✓
Customized workflow sends requisitions to different approvers based on type of order (payment method) or dollar amount	✓
Track requisitions through workflows: complete order view from beginning entry to order history	✓
View all orders on one easy to read screen	✓
Send purchases to 10 different vendors using same system	✓

Choose Single or Multiple Line Item Entry	✓
Item Configuration: ability to select attributes on an item (color, size, finish, etc)	✓
Add and store budget or account codes by user.	✓
Order subtotal by budget or account code	✓
Order history saved for 18 months	✓
Ability to copy an order from any status	✓
Copied orders re-price to current contract, discontinued items are noted	✓
Users have access to their information to modify phone number, login name, change password, etc.	✓
Add and save an alternate payment method	✓
Receive organization's negotiated pricing for personal purchases	✓
Email notifications of orders/requisitions needing your approval	✓
Email notifications when vendor accepts your purchase order	✓
Email notifications when your order is shipped	✓
Copy Order: modify and resend	✓
Displays shipping charges based on order amount or contract	✓
Displays applicable taxes	✓
PO spending limitation: ability to assign a dollar amount to a purchase order, and buy up to that amount	✓
Ability for users to pick a pre-assigned PO or enter a manual purchase order (based on permissions)	✓
Modify multiple orders at once rather than one at a time (add PO number, ship dates, attention, budget codes, etc)	✓
Order Reports: Run reports on all orders (active or history) and export to CSV or Excel files for easy use. Report by for all orders (Summary or Detail) by User or Ship-To Address	✓

There are over 10,000 Schools, School Districts, and Organizations using School Specialty Online on a regular basis.

Online ordering has been available since 1999.

Below is our web address and a generic log on so that you can view our online site:

[www.schoolspecialtyonline.com](http://www.schoolspecialtyonline.com)

Username: yourpurch Password: yourpurch

All catalog item information such as images, descriptions, price, UOM, etc. are available online. If there is a need to create a special file or CD from this information, School Specialty, Inc. would be willing to create it.

School Specialty has been successful in servicing, and has built a good cxml relationship with many school districts and school procurement softwares. Below are some examples of school software packages our website can interface with:

- Oracle
- Peoplesoft
- Skyward
- eSchool Mall
- Elcom Pecos
- Wilson IN Coop Software
- BiTech
- Keystone
- Lawson

Customer References Include:

Detroit Public  
Floor 11  
3011 W. Grand Blvd  
Detroit, MI 48202-4050

Pittsburgh Board of Education  
Accounts Payable Room 326  
341 S. Bellefield Ave.  
Pittsburgh, PA 15213-3516

Madison Metropolitan School District  
Attn: Accounting Services  
545 W. Dayton Street  
Madison, WI 53703-1995

Oakland Unified School District  
Accounts Payable  
1025 2nd Ave Room 115C  
Oakland, CA 94606-2296

School Specialty has developed a system interface, which uses the Internet to connect your organization's procurement system with the School Specialty Online system. This interface enables your procurement system to access key information required to create and transmit purchase requisitions with the School Specialty family of companies. This system uses XML transaction sets (commonly referred to as 'punch-out') sent through a secure Internet connection, to exchange information in a standard format. The system is designed so your organization retains control and visibility of the transaction throughout the entire process. This methodology assumes that your organization's procurement system initiates the transaction and determines the actions at each step in the process.

The benefits to the partners of an integrated e-procurement system include the following: Information is shared between your organization's system and the School Specialty Online system in a real time and as needed basis. At the time product information is needed to create a requisition, your organization's system requests current information from the School Specialty Online system. The product information includes the product description, your net purchase price, and the product status. This product information assures that your organization's system has complete information to process a transaction accurately and quickly through your internal procurement process. In addition, tools such as keyword and category lookup allow your users to easily find products.

A procurement transaction flows through your organization's system and School Specialty's system electronically, which assures that no errors are interjected into the process. This, coupled with the fact that product information is complete and accurate, provides for minimal transaction errors. Further, the transaction is visible to all parties throughout the process. Both your organization and School Specialty retain complete transaction details.

#### PROCESS OVERVIEW

The system integration assumes that your organization system initiates and controls the transaction throughout the process. The general flow would include the following steps

The user logs in to and is then authenticated in your organization's procurement system. This generally includes username and password validation and review of the user's assigned capabilities or permissions.

The user requests the creation of a new requisition or the continuation of an existing (composing) requisition in your organization's procurement system.

The School Specialty Online system provides a shopping cart to browse products and add items.

The School Specialty Online system returns shopping cart information (product number, description, unit of measure, & net price) to the organization's procurement system.

The requisition is completed by the user and is submitted for internal approval.

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The requisition flows through your organization's approval workflow. This generally includes spending authority, budget review, and product purchase authority. When all workflow rules are passed, a purchase order is created for the requisition. This includes assignment of the purchase order number and encumbering of funds for appropriate budget codes. The purchase order is sent electronically to the School Specialty Online system.

Order receipts and shipping acknowledgements are sent via an e-mail to the customer designated e-mail address.

16. Describe how you propose to market the program to members. Provide samples of marketing efforts that have worked effectively in the past.

School Specialty, Inc. will continue to provide promotional flyers, itemized catalogs, product training, sales representation, attendance at tradeshow and custom specific web pages as requested by TCPN. In addition, if awarded a contract, School Specialty, Inc. will prepare a customized piece announcing the award of the contract, a web site for training purposes and will consider customized TCPN flyers and catalogs.

17. Describe your customer service system. How many employees do you have in customer service? Do you have on-line support

School Specialty, Inc. employs approximately 2,800 permanent associates and 2,500 seasonal associates at our peak busy seasons generally from June through October. Included in this number are 10-15 dedicated associates to help you with your online ordering needs. Work is routed to the most appropriate associate to assist your order or concern.

#### Initiatives in Customer Service

SSI has implemented new reports to allow us to see and research every order that was not shipped on time or in an accurate manner. We follow up with research to determine the root cause and take corrective action where possible to prevent future occurrences. We have implemented document scanning equipment to allow us to keep electronic copies of all orders with warranty requirements. This allows us to provide improved service to you should a warranty issue occur. We have implemented an order acknowledgement process to fax an order acknowledgement back to you for every order valued at \$3000.00 or higher. This provides security to you knowing that we have received and processed your order. We set more challenging goals in terms of answering telephone calls and processing orders in 2006. We currently hold ourselves accountable to enter all orders received by 5:00 pm on the same day as received. We also strive to answer every phone call within 12 seconds. As we consistently meet these goals we will strive for continued improvement.



## Electronic Fund Payments

### ACH and Wire Transfers

Cash Applications will receive a fax copy of EDI Services/Remittance/Payment Advice document from Chase Bank. This document will be given to the CA specialist who is responsible to apply ACH & Wire payments to customer accounts. This document will include an invoice number(s) & dollar amounts.

Cash Applications can only apply these payments if we have been notified by the Treasurer of SSI that the payments were received in the SSI bank account. At the time of notification, the customer's payment can be applied to their account.

The application of payment will be entered in FASTCASH the same as a check except that in the check number field either "ACH" or "WIRE" will be entered.

If by chance an "ACH" or "WIRE" are received and we have not received the fax document to be able to apply the customers payment at month end, the CA Specialist will need to place the "ACH" or "WIRE" on account 127188 (No matter what Franchise the customer payment is for.) We need to account for all monies received within the SSI bank account. The CA Specialist will be held responsible to do the necessary follow-up to ensure the payments are properly applied.

If a customer would like to send their payments to us via electronic transfer please send or fax the *Electronic Funds Payment Information* form to the customer.

## L. Specifications and Requirements

Describe your company's ability to meet the following specifications. Bidders will respond to each numbered item by checking the appropriate "Comply" or "Deviate" box. "No Bid" items shall be marked as such in the appropriate "Deviate" box. Details for deviations will be listed by item number on the Exceptions to Terms, Conditions and Specifications Form above.

Requirement		Comply	Deviate
1.0	Art supplies for art production, art criticism, art history and aesthetics		
1.1	Paints used in art instruction shall include the following: watercolor, gouache, tempera, acrylic, oil.	X	
1.2	Paints used in art instruction shall include the following: watercolor, gouache, tempera, acrylic, oil.	X	
1.3	Supplies for painting include painting knives, palettes, color wheels, canvas items, and mixing cups and buckets.	X	
1.4	Brushes for art will include the finest sable, ox hair, sabeline, camel hair (made from squirrel, goat, or pony), and wild boar bristle brushes in round, oval, flat and fan shapes.	X	
1.5	For the more modern artist, sponge and foam brushes will be provided.	X	
1.6	Brush accessories will include brush cleaners, washers, tubs, and stands. Hand cleaner without harsh solvents are requested.	X	
1.7	Artist papers and boards used in drawing, painting, and construction will be offered in a variety of fibers, qualities, and quality.	X	
1.8	For the creative teacher, papermaking kits and materials for making paper pulp, including drying felts, molds, vats and blenders will be provided.	X	
1.9	Basic and exotic papers, including imported printmaking papers from France, Germany, England, and Japan; drawing papers in various sizes and weights; newsprint; tracing paper; sketchbooks; decorative natural and bark papers; watercolor and charcoal papers and pads.	X	
1.10	Construction paper of many colors and shades in sheets and pads should include recycled papers and neon fluorescent colors.	X	
1.11	Art paper rolls, vertical and horizontal roll racks, wall racks and table racks should be offered. Poster board, tag board, railroad board, crepe paper, illustration board, bristol board, mat boards and similar paper products are requested.	X	
1.12	Drawing supplies and materials should include soft pastels, oil pastels, water color pastels, and school wax crayons; water color, pastel, grease, colored, wax, and charcoal pencils; mechanical pencils, writing pencils, erasers, charcoal pencils, stumps and fixative.	X	
1.13	Other drawing supplies requested include art chalk, permanent markers, water base markers, paint markers, art storage tubes and mailers, utility art boxes, and portfolios.	X	
1.14	For art drawing instruction, wooden mannequin and anatomical casts are requested.	X	
1.15	For ceramics instruction various kinds of clay, glazes, brushes, potter's wheels, wedging boards, slab rollers, extruders, carts, cabinets, kilns, sponges and ceramic tools are needed.	X	
1.16	Sculpture instruction will need plaster, plastilina, papier mache, wax, balsa wood, tools for stone and wood carving, alabaster and armature wire and sculptor's stands.	X	
1.17	Airbrush art requires both single action and double action controls permitting either external mix or internal mix of air and color.	X	



1.18	High quality, industrial standard brushes are requested for professional results. Air compressors offered should include at least one quiet model.	X	
1.19	Airbrush accessories should include special papers, templates, stencils and drawing pads.	X	
1.20	Calligraphy pens, points, inks, markers, papers and pads are needed.	X	
1.21	Drafting workstations, inks, pens, french curves, protractors, templates, compasses, rulers, T-squares, drawing board, pencil sharpeners, and lots of supplies or a computer program, large screen, and quality printer.	X	
1.22	Duplicating art (without a copy machine) requires printmaking materials, presses, linoleum and linoleum cutters, blocks, etching inks and supplies, and zinc plates and etching tools.	X	
1.23	Silk screening supplies should include fabric, frames, clamps, hinges, squeegees, spatulas, inks and similar supplies.	X	
1.24	Supplies for printing on T-shirts and hats will be provided.	X	
1.25	Furniture and unique equipment for art classrooms are requested: easels, drawing tables, drafting tables, CAD workstations, folding and adjustable top desks, art racks, blueprint and flat files, supply cabinets, art display systems, light tables, adjustable desk and floor lamps, drafting chairs, and swivel chair/stools.	X	
1.26	Art paper rolls, vertical and horizontal roll racks, wall racks and table racks should be offered. Poster board, tag board, railroad board, crepe paper, illustration board, bristol board, mat boards and similar paper products are requested.	X	
1.27	Often vocational arts are taught and materials and supplies are needed for the following projects and techniques: badge making, metal enameling, metal tooling, jewelry making, glass etching, stain glass, foam craft, candle making, leather crafts, fiber arts, marbling, origami, scratch board, wood crafts, bead work, and various other arts and crafts.	X	
1.28	Photography is fast changing from chemicals and film to digits on a computer disk. Meanwhile, schools need cameras, camera bags, Polaroid equipment, darkroom kits and supplies, lighting stands and lights, copy stands, and tripods.		X
1.29	To display paintings, drawings, and photographs, framing and print supplies are requested, to include frames, mats, mat cutters, mounting supplies, lamination equipment, and picture-hanging supplies.	X	
1.30	For classroom display and art history purposes, prints from famous artists should be available mounted and /or laminated, or unmounted and laminated, or just plain.	X	
1.31	To teach art appreciation, games, ceramics, sculptures, stained glass samples, books, and videos should be offered.	X	
1.32	Artist tools requested and needed include torches, goggles, gloves, smocks, aprons, utility knives, saws, hammers, pliers, screw drivers, drills, shop vacs and moto-tools. Along with this kind of equipment schools need hearing and vision protection, first aid kits, and respirators.	X	
1.32	Such items as scissors, glue, rubber cement, super glue, tape, calculators, dictionaries, paper punches, staplers, correction fluid, markers and chalkboard supplies should be available.	X	
2.0	Biology instructional materials and supplies	X	
2.1	Science-related applied academics, multi-grade level student and teacher developed course materials products are requested.	X	

2.2	A commercial source for the equipment and materials needed to implement all or parts of the CORD Communications curriculum in Biology, Chemistry and Applied Mathematics.		X
2.3	Materials, equipment and supplies for Biology instruction.		X
2.4	Live botany specimens must be guaranteed to be live upon arrival. Live specimens should include, but not be limited to, the following: algae, including anabaena, diatoms, euglena, peridinium, chlamydomonas; slime mold cultures; fungi; lichens including crustose, foliose, and fruticose; mosses; liverworts, ferns, classroom plants such as aloe vera, cacti, elodea tips, geraniums, mimosa; insectivorous plants including bladderwort, butterwort, pitcher plant, sundew plant, and venus fly trap; plant sets for bogs, desert, woodland and aquarium settings.		X
2.5	Live zoology specimens must be guaranteed to be live upon arrival. Live specimens should include, but not be limited to, the following: protozoan cultures such as amoeba, paramecium, euglena, stentor, blepharisma, volvox; invertebrates such as green and mixed hydra, planaria, vinegar eels, rotifers, mussels, land and pond snails, water fleas, copepods, brine shrimp, crayfish, hermit crabs, segmented worms; fish such as guppies, goldfish; insects including crickets, silkworms and meal worms; reptiles and amphibians such as grassfrogs, bullfrogs, xenopus frogs.		X
2.6	Equipment to maintain animal and plant life should include cages, covered habitats, aquarium/terrariums, bird cages, environmental chambers, stands, environmental maintenance equipment.		X
2.7	Teaching and instructional aides include periodic charts and tables, posters, transparencies, demonstration kits, botany and zoology models, display kits, gardening tools, soil testing instruments, BSCS books and equipment, books, videos, CD-ROMs and DVDs.		X
2.8	All preserved biological specimens must be 100% formaldehyde free, have no harsh fumes or odors, and be nontoxic. Arteries should be injected with red colored latex; veins with blue latex; hepatic portal system with yellow latex. Specimens available should include protozoa, sponges, scorpions, tarantulas, dog tick, centipede, millipede; insects such as grasshoppers, dragonfly, springtail, cricket, earwig, termites, lice, giant water bugs, stink bug, squash bug, may beetle, butterflies, house fly, wasps, bees, ants; echinodermata including starfish, sea urchin, sand dollar, sea cucumber, lamprey; vertebrata like the dogfish shark, sharks of various sizes (large, medium, and small), perch, bony fish, ; amphibia like the grass frog and bullfrog; reptilia including chameleons, water snakes, turtles, ; birds like the pigeon; mammals such as rabbits, white rates and mice, fetal pigs, minks, cats (regular and skinned); animal organs such as sheep, pig and beef eyes, brains, hearts, kidneys, pluck, larynx, spinal cord, ovaries, testicles and uterus.		X
2.9	Dissection kits and equipment are requested.		X
2.10	Microbiology materials and supplies, including staining solutions and powders, cleaning agents, immersion oils, indicator powders and solutions, study kits (antibiotic, bacteria, fungi, nematode, microorganism, mitochondria).		X
2.11	Biology study equipment such as magnifiers and microscopes. Only quality educational and research microscopes will be offered from such manufacturers as Leica, Bausch & Lomb, Swift, Brock, and Frey. Teaching microscopes and the equipment to project views will be included.		X
2.12	Prepared slides for microscope study will be available as will biology books, computer programs, videos, laser discs, and CD-ROMs.		X

2.13	Curriculum materials for lower-level elementary and advanced study high school level instruction will be identified in the catalog. Human anatomy and physiology models, learning kits, charts and displays are requested. Materials for teaching drug abuse, reproduction, environmental science (as related to life).	X	
2.14	Mathematics instruction	X	
2.15	Math instructional aids for data, statistics, algebra, geometry, trigonometry, metrics, and scientific measurements.	X	
2.16	Solar and battery powered calculators of many sizes and abilities, including light powered economy 8-digit models to solar/battery combination scientific models that show 10 digits.	X	
2.17	Programmable calculator models are requested.		X
2.18	Chemistry materials, equipment, and supplies	X	
2.19	Catalog should provide a variety of chemistry transparencies, videos, laser discs, computer programs, and multimedia offerings. Standard periodic table wall charts, notebook charts, inorganic and organic chemistry study aids and fundamental particles and nuclides charts.	X	
2.20	Plastic mounted chemical specimens that illustrate various chemistry-related concepts such as classification of matter, elements, and atomic size should be available. Organic and atomic modeling kits are requested.	X	
2.21	Forensic chemistry materials should be offered, including kits for toxicology, detection of art forgery, fingerprints, drugs and poisons, soil analysis, hair analysis. Consumer chemistry kits to study and evaluate shampoo, dishwashing liquid, hand lotion, toothpaste, and stain removal.	X	
2.22	Chromatography study materials are requested.	X	
2.23	Electro chemistry and microchemistry materials; pH measurement supplies, various gauges and meters to check temperature, pH, conductivity, dissolved solids, and oxygen; chemicals. Class equipment and miscellaneous supplies.	X	
2.24	All chemicals must be labeled with precise first aid data. MSDA sheets will be provided free. Catalog will provide chemical spill kits, corrosives storage kits that meet all OSHA / NFPA codes and regulations, flammable storage cabinets that meet the same codes and have vents, fire baffle and cap and doors that automatically close at 160°F, safety goggles, gloves, face shields, eyewash stations, fume hoods, fire extinguishers, first aid kits, and bloodborne pathogen protection kits.	X	
2.25	Earth science materials	X	
2.26	Multimedia materials, CD-ROMs, laser discs, VHS, micro slides, stereograms, slides, transparencies, charts, fossil kits, fossil specimens and reproductions, dinosaur kits, and computer programs that provide instruction in weather, climate, space, geology, erosion, volcanoes, earthquakes, acid rain, oceanography, etc., are needed.	X	
2.27	Map reading skills will be enhanced by raised relief and environmental maps, compasses, range finder optical measuring equipment, globes (student models, table models, inflatable models, hydrographic relief and physiographic relief), and landform models.	X	
2.28	Hydro-geology studies need stream tables. To study the earth, mineral specimens should be offered. To get your own, picks, chipping hammers, chisels, pick head hammers, crack hammers, rock chisels, back packs, and other specimen gathering tools are requested.	X	

2.29	Astronomy study materials include moon globes, solar system models, astrogoggles, high quality binoculars, refracting and reflecting telescopes (Meade, Celestron, Tasco).	X	
2.30	Weather and climate study aids include wind meters, weather study centers, hygrometers and psychometers, recording barometers, weather balloons, rain gauges, and electronic weather forecasting monitors.	X	
2.31	ESCP (Earth Science Curriculum Project) materials should be available in the catalog.		X
2.32	Physics science teaching aids	X	
2.33	Chromatography study materials are requested.	X	
2.34	Multimedia materials, CD-ROMs, DVDs, VHS tapes, technology innovation charts, transparencies, computer software, physical science investigation kits, mechanics of solids models and kits, rocketry sets and kits, motion study apparatus, air study equipment, mechanics of liquids goodies, and mechanics of gases kits are all needed.	X	
2.35	Physics equipment such as pumps, steam engines, sound recording record players, spectroscopes, laser light emitting diodes, safe laser light demonstration kits, solar power kits, and alternate energy study kits, books, and charts.	X	
2.36	For instruction about electricity, AC-DC demos kits, lamp boards, induction coils, magneto generators, VandeGraaff generators, wimshurst generators and similar tools are needed.	X	
2.37	Equipment and materials to study superconductivity, electromagnetism, magnetism, nuclear physics and the equipment to measure and assist in these studies such as VOM meters, multimeters, oscillo-scopes, amplifiers, sine and square wave generators, power supply units, battery chargers and testers.	X	
2.38	Electrical supplies should include jumper cords, alligator clips, wire terminals, cable, test clips, lamp sockets, lamps, switches, resistors, circuit testers, aluminum, copper, and platinum wire, soldering kits, repair kits, cutting pliers, and other hand tools.	X	
2.39	For schools using any of the following curriculum, materials should be identified in the catalog that support each: ISCS (Intermediate Science Curriculum Study); Project Physics (Harvard Project Physics); PSSC 5th and early editions; IPS (Introductory Physical Science).		X
2.40	General science, technology education, and scientific lab equipment	X	
2.41	General science curriculum materials should include consumer education materials, elementary and junior high school lab apparatus sets, multimedia materials, career education studies, and similar educational materials.	X	
2.42	Technology education materials include robotics and Lego technic kits.	X	
2.43	Millwork for laboratory furniture must be solid maple on all exposed surfaces. Unexposed surfaces must be manufactured from kiln-dried hardwood. The catalog must provide basic specifications for tops and drawers. All lab tables, cabinets, work stations, demonstration benches, multi-student laboratory stations, storage cabinets, stools, chairs, etc. If installation is not included in the prices in the catalog, vendor must place installation costs after tab 6.	X	
2.44	Physics science teaching aids	X	
2.45	Regular classroom audiovisual equipment used in science, art, and vocational instruction must be discounted.	X	

2.46	Lab apparatus and supplies should include the following: laboratory sterilizer autoclave; spring balances, metric weighing scale; linear, arm, bucket pan, and electronic balances; water baths; various beakers, bottles, burets, crucibles, cylinders, dishes, beakers, flasks, test tubes, funnels, glass tubing, stirring rods, medicine droppers; alcohol and gas burners, bunsen and propane burners and torches; centrifuges; clamps and pulleys; lab coats, sponges, wall clocks, digital hot plates, and hazardous location, explosion proof Class 1 UL listed refrigerators; miscellaneous lab tools including shears, snips, utility knife, hammer, long nose locking pliers, crescent wrench; hand punch, electric drill, hex wrench, steel files, nut drivers, and bench vise.	X	
2.47	Vocational education classroom equipment, materials, and supplies	X	
2.48	Introductory life skills learning materials for life and physical science instruction are requested.		X
2.49	Career and guidance materials, both for the student and the teacher, should include materials for career exploration, job search, personal development, and job success. Also, study skills materials may be offered.		X
2.50	For careers in communications, learning materials and equipment that related to fiber optics, drafting, CAD, photography, desktop publishing, and computer science are needed.		X
2.51	Construction skills often taught in public schools include carpentry, heating, cooling, and plumbing, electrical, masonry, drywall installation (including taping), carpet installation, and surveying equipment.		X
2.52	Materials to teach these construction skills are sought: awning, canopies, carports and patio covers; boilers, steamfitting and process piping; swimming pool service and repair; fence installation; plastering, painting and wall paper hanging; insulation and roofing; sheet metal, ceramic, plastic, and metal tile; solar plumbing.		X
2.53	Engineering construction instructional materials related to drilling, excavating, grading, oil surfacing, asphalt paving and sealing, waterworks, electrical and transmission lines, and irrigation systems may be provided.		X
2.54	Materials to instruct students in transportation, power and energy should include rocket kits, dragster kits, wind tunnels, radio controlled kits, hydraulics, pneumatics, small engines, valve equipment, steam engines, electrical motors, AM/FM radio kits, bench meters, breadboards, power supplies, lasers, and solar energy kits.		X
2.55	For automotive labs engine analyzers, work tools, auto body repair equipment, and a host of related materials and supplies are requested.		X
2.56	To teach manufacturing skills, welding, lathes, injection molds, benders, and similar equipment is needed.		X
2.57	Catalog may identify vocational tools, equipment, supplies, and fixtures often needed in any vocational classroom.		X
2.58	Basic school supplies and equipment	X	
2.59	Basic adhesives are needed, including glue sticks, school white glue, instant glue, spray mount adhesive, and velcro strips.	X	
2.60	Laser pointers, for classroom use, are requested.	X	
2.61	Audio visual supplies are requested such as film, batteries, mounting frames, and transparency markers.	X	
3.0	Badges, binders, filler pages, boards, thumb tacks, markers, bulletin boards, dictionaries, calculators, card filing systems, carrying cases, cash boxes, ticket rolls (single and double), office cleaning supplies, clocks, clip boards,	X	

	paper clips, binder clips and magnetic clips are needed.		
3.1	Computer cleaning supplies, desk accessories, keyboard drawers, media storage boxes, antiglare screens, monitor holders and stands, wrist rests, ergonomic input mouse, and document holders are needed.	X	
3.2	Paper related products such as correction fluids, scissors, staplers, cover reports, correction tape and envelopes are needed.	X	
3.3	Files, file folders, file boxes, and paper storage files are requested.	X	
3.4	Forms and labels, mailing and shipping supplies, lamps, light bulbs, pencils, pens, erasers, and markers are needed.	X	
3.5	Office equipment that may be offered includes paper shredders and electric pencil sharpeners.	X	



**Subject: Authorization of Contract Award**

To: Andy Pachacek  
From: Jason Wickel  
Date: January 15, 2010

**BACKGROUND INFORMATION**

The Region 4 Education Service Center Board of Directors established The Cooperative Purchasing Network (TCPN) on June 17, 1997 to provide cooperative purchasing opportunities to school districts and public entities statewide. The Board of Trustees delegated responsibility for approval of new contracts to Region 4 ESC Deputy Director, Financial Services/CFO.

**ADMINISTRATIVE CONSIDERATIONS**

Award(s) of annual contract(s) in compliance with the bid laws of the State of Texas are recommended.

**RECOMMENDATIONS**

TCPN recommends the following contract be awarded based on the Request For Proposal (RFP) process:

Contract	Vendor	Term of Contract
School Supplies and Related Education Products	School Specialty, Inc.	One Year with four (4) annual renewals

**ACTION REQUIRED**

Support documentation has been attached for reference. Please indicate your decision below and return.

☒ Approve

☐ Disapprove

Signature

Date

***The answer is 4<sup>th</sup>***

Region 4 Education Service Center • 7145 West Tidwell Road • Houston, TX 77092-2096  
Phone: 713.462.7700 • Fax: 713.744.6514 • [www.theanswers4.net](http://www.theanswers4.net)



December 13, 2010

School Specialty, Inc.  
ATTN: Mr. Mark Christopher, VP  
W6316 Design Drive  
Greenville, WI 54942

Re: Renewal Award of TCPN Annual Contract # R4930

Dear Mr. Christopher:

The Cooperative Purchasing Network (TCPN) is pleased to announce that School Specialty has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to TCPN on October 22, 2009, and subsequent performance thereafter:

**Contract**

School Supplies and Related Education Products

The contract will expire on January 31, 2012, completing the second year of a possible five-year term of contract. **If your company is not in agreement, please contact TCPN immediately.**

The partnership between School Specialty and TCPN can be of great help to participating agencies. Please provide copies of this letter to your sales representatives to assist in their work.

If you have any questions or concerns, please feel free to contact Matthew Mackel at the TCPN office at 713-744-6349.

Sincerely,

A handwritten signature in black ink, appearing to read "Jason Wickel", is written over a horizontal line.

Jason Wickel  
TCPN Director

7145 West Tidwell Road • Houston, Texas 77092  
888.884.7695 • Fax 800.458.0099 • [www.TCPN.org](http://www.TCPN.org)

