



To: Matt Morgan
Assistant Superintendent of Support Services

From: Severin Castro
Director of Purchasing

Date: December 1, 2017

Re: Family and Consumer Science Equipment and Supplies
Annual Contract #18-01-4300

The following bids were received and opened at 3:00 p.m., Wednesday, October 25, 2017 as advertised and specified in documents concerning **Annual Contract #18-01-4300 Family and Consumer Science Equipment and Supplies**. The bids received are located on pages 2-3.

^a Award contracts to each of the vendors listed at the discount noted.

Recommendation: Acorn Naturalists (The Acorn Group, Inc.)
Altex Electronics, LTD
Aquarium World by Anything Fishy (AFAB Associates, Inc.)
Arbor Scientific (ASI Associates, Inc.)
Carolina Biological Supply Company
Cynmar, LLC
ETA hand2mind (hand2mind, Inc.)
Fastenation, Inc.
Frey Scientific
Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)
Gray Technologies
Kamico Instructional Media, Inc.
KP Education Systems
Lakeshore Learning Materials (Lakeshore Equipment Company)
Land Sea & Sky (Texas Nautical Repair Co.)
Learning ZoneXpress (Learning ZoneXpress, Inc.)
Mentoring Minds, L.P.
Nasco (Nasco Education, LLC)
Nuemman (Nuemman, LLC)
Paster Training, Inc.
Pitsco Education
Realityworks, Inc.
School Outfitters (Schoolhouse Outfitters)
School Specialty
Sirchie (Sirchie Acquisition Company, LLC)
Steve Spangler Science (Steve Spangler, Inc.)
US Markerboard (Brite Visual Products, Inc.)

Funding: Activity Funds, M & O Funds

Estimated Expenditure: \$260,000.00

Contract Term: January 1, 2018 - December 31, 2018

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^a Line 1 \$0.00 - \$100.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Acorn Naturalists (The Acorn Group, Inc.)</u>	<u>0-10</u>
<u>Altex Electronics, LTD</u>	<u>0</u>
<u>Aquarium World by Anything Fishy (AFAB Associates, Inc.)</u>	<u>0</u>
<u>Arbor Scientific (ASI Associates, Inc.)</u>	<u>0</u>
<u>Carolina Biological Supply Company</u>	<u>0-5</u>
<u>Cynmar, LLC</u>	<u>4</u>
<u>ETA hand2mind (hand2mind, Inc.)</u>	<u>0-15</u>
<u>Fastenation, Inc.</u>	<u>0</u>
<u>Frey Scientific</u>	<u>0-33</u>
<u>Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)</u>	<u>25</u>
<u>Gray Technologies</u>	<u>0</u>
<u>Kamico Instructional Media, Inc.</u>	<u>0</u>
<u>KP Education Systems</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Land Sea & Sky (Texas Nautical Repair Co.)</u>	<u>8</u>
<u>Learning ZoneXpress (Learning ZoneXpress, Inc.)</u>	<u>10</u>
<u>Mentoring Minds, L.P.</u>	<u>0</u>
<u>Nasco (Nasco Education, LLC)</u>	<u>0-20</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Paster Training, Inc.</u>	<u>0</u>
<u>Pitsco Education</u>	<u>0</u>
<u>Realityworks, Inc.</u>	<u>0</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</u>
<u>School Specialty</u>	<u>0-35</u>
<u>Sirchie (Sirchie Acquisition Company, LLC)</u>	<u>0-10</u>
<u>Steve Spangler Science (Steve Spangler, Inc.)</u>	<u>0-10</u>
<u>US Markerboard (Brite Visual Products, Inc.)</u>	<u>7</u>

^a Line 2 \$101.00 - \$500.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Acorn Naturalists (The Acorn Group, Inc.)</u>	<u>0-10</u>
<u>Altex Electronics, LTD</u>	<u>5</u>
<u>Aquarium World by Anything Fishy (AFAB Associates, Inc.)</u>	<u>0</u>
<u>Arbor Scientific (ASI Associates, Inc.)</u>	<u>0</u>
<u>Carolina Biological Supply Company</u>	<u>0-5</u>
<u>Cynmar, LLC</u>	<u>4</u>
<u>ETA hand2mind (hand2mind, Inc.)</u>	<u>0-15</u>
<u>Fastenation, Inc.</u>	<u>7</u>
<u>Frey Scientific</u>	<u>0-33</u>
<u>Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)</u>	<u>25</u>
<u>Gray Technologies</u>	<u>0</u>
<u>Kamico Instructional Media, Inc.</u>	<u>0</u>
<u>KP Education Systems</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Land Sea & Sky (Texas Nautical Repair Co.)</u>	<u>8</u>
<u>Learning ZoneXpress (Learning ZoneXpress, Inc.)</u>	<u>10</u>
<u>Mentoring Minds, L.P.</u>	<u>0</u>
<u>Nasco (Nasco Education, LLC)</u>	<u>0-20</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Paster Training, Inc.</u>	<u>0</u>
<u>Pitsco Education</u>	<u>2</u>
<u>Realityworks, Inc.</u>	<u>0</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</u>
<u>School Specialty</u>	<u>0-35</u>
<u>Sirchie (Sirchie Acquisition Company, LLC)</u>	<u>0-10</u>
<u>Steve Spangler Science (Steve Spangler, Inc.)</u>	<u>0-10</u>
<u>US Markerboard (Brite Visual Products, Inc.)</u>	<u>7</u>

^a Line 3 \$501.00 - \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Acorn Naturalists (The Acorn Group, Inc.)</u>	<u>0-10</u>
<u>Altex Electronics, LTD</u>	<u>10</u>
<u>Aquarium World by Anything Fishy (AFAB Associates, Inc.)</u>	<u>0</u>
<u>Arbor Scientific (ASI Associates, Inc.)</u>	<u>3</u>
<u>Carolina Biological Supply Company</u>	<u>0-5</u>
<u>Cynmar, LLC</u>	<u>4</u>
<u>ETA hand2mind (hand2mind, Inc.)</u>	<u>0-15</u>
<u>Fastenation, Inc.</u>	<u>10</u>
<u>Frey Scientific</u>	<u>0-33</u>
<u>Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)</u>	<u>25</u>
<u>Gray Technologies</u>	<u>0</u>
<u>Kamico Instructional Media, Inc.</u>	<u>0</u>
<u>KP Education Systems</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Land Sea & Sky (Texas Nautical Repair Co.)</u>	<u>8</u>
<u>Learning ZoneXpress (Learning ZoneXpress, Inc.)</u>	<u>10</u>
<u>Mentoring Minds, L.P.</u>	<u>0</u>
<u>Nasco (Nasco Education, LLC)</u>	<u>0-20</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Paster Training, Inc.</u>	<u>0</u>
<u>Pitsco Education</u>	<u>2</u>
<u>Realityworks, Inc.</u>	<u>0</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</u>
<u>School Specialty</u>	<u>0-35</u>
<u>Sirchie (Sirchie Acquisition Company, LLC)</u>	<u>0-10</u>
<u>Steve Spangler Science (Steve Spangler, Inc.)</u>	<u>0-10</u>
<u>US Markerboard (Brite Visual Products, Inc.)</u>	<u>7</u>

^a Line 4 Over \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Acorn Naturalists (The Acorn Group, Inc.)</u>	<u>0-10</u>
<u>Altex Electronics, LTD</u>	<u>10</u>
<u>Aquarium World by Anything Fishy (AFAB Associates, Inc.)</u>	<u>0</u>
<u>Arbor Scientific (ASI Associates, Inc.)</u>	<u>5</u>
<u>Carolina Biological Supply Company</u>	<u>0-5</u>
<u>Cynmar, LLC</u>	<u>4</u>
<u>ETA hand2mind (hand2mind, Inc.)</u>	<u>0-15</u>
<u>Fastenation, Inc.</u>	<u>7</u>
<u>Frey Scientific</u>	<u>0-33</u>
<u>Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)</u>	<u>25</u>
<u>Gray Technologies</u>	<u>0</u>
<u>Kamico Instructional Media, Inc.</u>	<u>0</u>
<u>KP Education Systems</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Land Sea & Sky (Texas Nautical Repair Co.)</u>	<u>8</u>
<u>Learning ZoneXpress (Learning ZoneXpress, Inc.)</u>	<u>10</u>
<u>Mentoring Minds, L.P.</u>	<u>0</u>
<u>Nasco (Nasco Education, LLC)</u>	<u>0-20</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Paster Training, Inc.</u>	<u>0</u>
<u>Pitsco Education</u>	<u>2</u>
<u>Realityworks, Inc.</u>	<u>0</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</u>
<u>School Specialty</u>	<u>0-35</u>
<u>Sirchie (Sirchie Acquisition Company, LLC)</u>	<u>0-10</u>
<u>Steve Spangler Science (Steve Spangler, Inc.)</u>	<u>0-10</u>
<u>US Markerboard (Brite Visual Products, Inc.)</u>	<u>7</u>