

BID 1814
MATHEMATICAL SUPPLIES AND CALCULATORS

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the purchase of general math supplies and calculators used in the elementary and secondary math education programs. Bids were opened on July 2, 2018.

1. **Bid participation:**

32 bids downloaded
6 companies submitted a bid

2. **Bids were received from:**

AFP Industries, Inc. (Miami, FL)
Attainment Company, Inc. (Verona, WI)
Cascade School Supplies (North Adams, MA)
hand2mind, Inc. dba: ETA hand2mind (Vernon Hills, IL)
Lakeshore Equipment Company dba: Lakeshore Learning Materials (Carson, CA)
School Specialty (Lancaster, PA)

3. **Other facts:**

- The initial contract term shall be effective from the date of award through April 30, 2020, with one two-year renewal term available.
- Part I unit prices, for commonly used items, are firm through the initial contract term.
- Part II percentage discounts are firm through the entire contract term, including the renewal period.
- This is an open requirements type contract with no guarantee of quantity or dollar amount of purchase.
- Prices have increased an average of 5% since the last contract.
- Approximately \$51,000 was spent for these instructional materials in FY18.
- This contract will be administered by Debbie Myers, Curriculum Specialist (PreK-5) Elementary Math, and Peter Cincotta, Curriculum Specialist (6-12) Secondary Math.

4. **Reason for rejection of low bids:**

The following items are not recommended to be awarded to the apparent low bidder(s) because they do not meet specifications:

Supplies, Item 3, Counting Chips
Supplies, Item 21, Rulers
Calculators, Item 11, Scientific
Calculators, Item 12, Scientific, Classroom Pack

5. **Source of funding:** FY19 Approved Operating Budget and contingent upon Board approval of FY20 Operating Budget.

B. **Recommendation:** Staff recommends the contract for Bid 1814, Mathematical Supplies and Calculators, be awarded as per the Bid Tabulation - Part I. Staff further recommends that all bidders be approved as discount suppliers under Part II for additional products that may be needed beyond those identified on Part I.

C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BL/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 08.08.18

BID 1814, MATHEMATICAL SUPPLIES AND CALCULATORS
BID TABULATION

	<u>INSTRUCTIONAL SUPPLIES</u>		CASCADE SCHOOL SUPPLIES		HAND2MIND, INC. dba: ETA HAND2MIND		LAKESHORE EQUIPMENT COMPANY dba: LAKESHORE LEARNING MATERIALS		SCHOOL SPECIALTY, INC.	
ITEM #	DESCRIPTION	RECOMMENDED MAKE/MODEL OR EQUIVALENT	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE
1	ALGEBRA TILES CLASSROOM SET OF 30 WITH INSTRUCTIONAL MATERIALS INCLUDED	EAI 533160			BD40244	\$28.63			087680	\$56.89
2	BASE TEN BLOCKS, PLASTIC, SINGLE COLOR, SET OF 10	SCHOOL SMART 084952	162647	\$7.74	BD5542	\$2.91	GG845	\$4.64	084952	\$3.59
3	COUNTING CHIPS, 6 COLORS, TRANSLUCENT, 1", SET OF 1000 WITH TUB	LAKESHORE RA806	006540 - 7 colors 250/set	\$2.59 for set and \$10.36 for 1000.	BD10471S - 4 color and not translucent	\$11.30	RA806	\$21.38	1329152 - pack of 250 priced as a pack of 1000 3/4" diameter	\$7.60
4	COUNTING CHIPS, DOUBLE SIDED, 2-COLOR, PLASTIC OR THICK FOAM, SET OF 200	ETA IN4060	009488	\$4.62	BD4060	\$2.93	RA522 set of 450	\$18.59		
5	COUNTING CUBES, 10 COLOR, INTERLOCKING, PLASTIC, SET OF 500	ETA IN030501			BD030501	\$14.43	TY4221	\$55.79	336996 - set of 1000	\$56.85
6	CUBES, WOODEN, COLOR, 1" CUBES, APPROXIMATELY 100 PER JAR	ETA IND9505X	159366	\$14.41	BD9505X	\$7.21	RA838	\$21.38	1285315	\$12.19
7	DICE, DECIMAL, 10-SIDED, SET OF 36	ETA IN75418			BD75418	\$14.09				
8	DICE, FRACTION, 40 SETS OF 6 PER SET TO EQUAL A SET OF 240	EAI 530173 X 40 SETS	008329 - sold as 6/set priced 40 sets/6	\$83.60	BD5788	\$0.69/set of 6 = \$27.60 (240)			089916 - sold as a set of 4 priced as 60 sets of 4	\$56.40
9	DICE, POLYHEDRA, ASSORTED, APPROXIMATELY 100 PER TUB	EAI 530093 WITH STORAGE TUB	162827 - sold per set of 6	\$1.71/set of 6; \$27.36 per 96	BD5540291	\$16.47	RA629	\$27.89	264325 - sold as a set of 10 priced as 10 sets of 10	\$24.40
10	EQUATION UNIFIX CUBES, NUMBERS BLACK AND OPERATIONS SYMBOLS WHITE, 100 CUBES PER SET	DIDAX							1433360	\$13.81
11	FRACTION BARS, STARTER SET W/ ACTIVITY MATS AND MARKERS	EAI 530314		NO BID		NO BID		NO BID		NO BID
12	FRACTION CIRCLES, DELUXE RAINBOW BASICS CLASSROOM KIT, SET OF 15	ETA IN42857			BD42857	\$32.28	GG583 set of 20	\$74.39	085131 - sold and priced as a set of 51 pcs.	\$2.75/set = \$41.25/15 sets
13	FRACTION PATTERN BLOCKS, SET OF 700, IN JAR	EAI 533098							084980 - sold and priced as a pack of 250	\$11.14
14	FRACTION RULERS, FOR FRACTION TOWERS, SET OF 10	ETA IN76858			BD76858	\$10.60				
15	FRACTION TILES, RAINBOW, SET OF 51 PCS	ETA IN4264	153308	\$8.53	BD4264	\$1.37	BF191	\$11.15	084961	\$6.60
16	FRACTION TOWER, EQUIVALENCY CUBES, SET OF 51	ETA IN5249	021257	\$13.02	BD5249	\$4.14	GG847	\$4.64	076757	\$9.47
17	GEOBOARD, CIRCLE, X & Y AXES, SET OF SIX WITH RUBBER BANDS	SCHOOL SPECIALTY 072249					DA362	\$15.80	072249	\$11.27
18	GEO-MODEL FOLDING SHAPES, JUMBO, 10CM, SOLIDS AND FOLDING SHAPES	EAI 531832	019672	\$26.24			FG349	\$37.19		NO BID
19	PATTERN BLOCKS, PLASTIC, SIX SHAPES AND SIX COLORS, SET OF 250, IN JAR	EAI 531007	162824	\$12.90	BD4414	\$9.84	DA910	\$18.59	520897	\$4.12
20	PROTRACTOR, 4" CLEAR PLASTIC, SET OF 100	EAI 534771	154097 - sold per pkg of 12	\$1.55/SET OF 12 OR \$13.95/96	BD5314B	\$14.22	LL986 x4 set of 30	\$27.89/SET OF 30	084409 - sold as a pack of 12 priced as 9 packs of 12	\$6.75
21	RULERS, 12", TRANSLUCENT. ASSORTED COLORS, SET OF 24	ETA IN75642	119990 - sold 12/pkg priced 24/pkg	\$2.78	BD75642	\$7.41				
22	WHITEBOARD, DOUBLE-SIDED, EASEL, HINGED, 16"H X 20"W	LAKESHORE TT379					TT379	\$55.79		
23	WHITEBOARD, DOUBLE-SIDED, WIPE AND WRITE, MAGNETIC, 9" X 12", BLANK ON ONE SIDE/ BASELINES ON BACK, SET OF 10 OR 12	LAKESHORE LL628X					LL628X	\$81.83	1402897 - sold and priced as a pack of 12	\$28.05

BID 1814, MATHEMATICAL SUPPLIES AND CALCULATORS
BID TABULATION

	<u>CALCULATORS</u>		CASCADE SCHOOL SUPPLIES		HAND2MIND, INC. dba: ETA HAND2MIND		LAKESHORE EQUIPMENT COMPANY dba: LAKESHORE LEARNING MATERIALS		SCHOOL SPECIALTY, INC.		AFP INDUSTRIES, INC.	
ITEM #	DESCRIPTION	RECOMMENDED MAKE/MODEL OR EQUIVALENT	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE	MAKE/MODEL BID	UNIT PRICE
1	CALCULATOR, ELEMENTARY	108/BK	182094	\$4.88	BD5645	\$4.17	NZ8	\$7.90	069005	\$10.54	108/BK	\$ 3.78
2	CALCULATOR, ELEMENTARY, TEACHER KIT (10 CALCULATORS WITH CARRYING CASE)	108/TKT	167965	\$47.88	BD25426	\$41.65	NZ18 + TT118	\$86.47	069004	\$105.11	108/TKT	\$ 37.85
3	CALCULATOR, GRAPHING	83PL/TBL/1L1	030585	\$102.00	BD8972	\$100.00			038117	\$99.57	83PL/TBL/1L1	\$ 90.85
4	CALCULATOR, GRAPHING, TEACHER KIT (10 CALCULATORS)	83PL/TPK	031921	\$1,154.00	BD25362	\$1,000.00			074052	\$995.74	83PL/TPK	\$ 908.53
5	CALCULATOR, GRAPHING	84/TBL/1L1	031019	\$126.00	BD67199	\$131.30			1532324	\$128.10	84/TBL/1L1	\$ 99.94
6	PRESENTATION LINK ADAPTER FOR TI-84 PLUS	84PLADAP/CBX									84PLADAP/CBX	\$ 32.30
7	CONNECTIVITY KIT: TI-GRAPH LINK SOFTWARE AND USB CABLE FOR WINDOWS/MAC	GLINK/ENV/1L1/B									GLINK/ENV/1L1/B	\$ 12.12
8	CALCULATOR, GRAPHING, TEACH KIT (10 EZ-SPOT YELLOW CALCULATORS)	84PL/TPK/1L1			BD67198	\$1,376.30			081052 - calculator TI-84 plus EZ-Spot yellow back teacher kit Set 10	\$1,095.32	84PL/TPK/1L1	\$ 999.39
9	CALCULATOR, GRAPHING, WITH RECHARGEABLE BATTERY AND WALL ADAPTER	84PLSEC/TBL/1L1									84PLSEC/TBL/1L1	\$ 119.12
10	CALCULATOR, GRAPHING (10 EZ-SPOT YELLOW CALCULATORS AND A CHARGING STATION FOR 10 UNITS)	84PLSEC/TPK/2LI									84PLSEC/TPK/2LI	\$ 1,147.74
11	CALCULATOR, SCIENTIFIC	15/BK	035185	\$16.26	BD8998	\$13.89			1596820	\$6.70	15/BK	\$ 12.62
12	CALCULATOR, SCIENTIFIC, TEACHER KIT (10 CALCULATORS WITH CARRYING CASE)	15/TKT	167966	\$146.00	BD25427	\$138.85			1362309 - teacher kit 34MV calculator PK/10	\$166.75	15/TKT	\$ 126.18
13	CALCULATOR, SCIENTIFIC, CLASSROOM PACK OF 30 WITH COVERS, STORAGE CADDIES	30XIIS/TKT	030586 - sold 10/pkg priced 30/pkg	\$416.10	BD40635	\$346.50					30XIIS/TKT/ \$\$104.00 per set of 10 / \$314.97 per set of 30	\$ 314.97
14	CALCULATOR, SCIENTIFIC	34MV/BK			BD76586	\$17.22					34MV/BK	\$ 15.65
15	CALCULATOR, SCIENTIFIC, TEACHER KIT (10 EZ-SPOT YELLOW CALCULATORS WITH CARRYING CASE)	34MV/TKT			BD77581	\$166.70					34MV/TKT	\$ 151.42

BID 1814. MATHEMATICAL SUPPLIES AND CALCULATORS
DISCOUNT SUMMARY

	AFP INDUSTRIES, INC.	ATTAINMENT COMPANY, INC.	CASCADE SCHOOL SUPPLIES	HAND2MIND, INC, dba: ETA HAND2MIND	LAKE SHORE EQUIPMENT COMPANY dba: LAKE SHORE LEARNING MATERIALS	SCHOOL SPECIALTY, INC.
COMPANY NAME, CITY AND STATE:	AFP Industries, Inc. Miami, FL 33280	Attainment Company, Inc. 504 Commerce Parkway Verona, Wisconsin 53593	Cascade School Supplies North Adams, MA	hand2mind, INC, dba: ETA hand2mind 500 Greenview Ct Vernon Hills, IL 60061	Lakeshore Learning Materials Carson, CA	School Specialty, Inc. 140 Marble Drive Lancaster, PA 17601
ADDITIONAL REFERENCE #: (OPTIONAL)					see attachment	Bid #7787881684
WEBSITE ADDRESS:	www.afpschoolsupply.com	https://www.attainmentcompany.com	www.cascadeschoolsupplies.com	http://www.hand2mind.com	www.lakeshorelearning.com	www.schoolspecialty.com
CONTACT PERSON FOR QUOTES:						
NAME--	Customer Support	Customer Support		Rashonda Carroll	Rafael Muro	Shawn White
EMAIL ADDRESS--	sales@afpschoolsupply.com	info@attainmentcompany.com	service@cascadeschoolsupplies.com	bids@hand2mind.com	biddept@lakeshorelearning.com	bideastnotices@schoolspecialty.com
PHONE NUMBER--	(305) 663-8300	800-327-4269 or fax 800-942-3865	800-628-5078	800-445-5985	800-421-5354	800-554-7632
CONTACT PERSON FOR CUSTOMER SERVICE:						
NAME--	Customer Support	Customer Support		Customer Service	Penny Stone	Customer Service
EMAIL ADDRESS--	sales@afpschoolsupply.com	info@attainmentcompany.com	service@cascadeschoolsupplies.com	orders@hand2mind.com	customerservice@lakeshorelearning.com	
PHONE NUMBER--	(305) 663-8300	800-327-4269	800-628-5078	800-445-5985	800-428-4414	888-388-3224
% DISCOUNT FROM CATALOG PRICE:	10%	0% - due to free shipping	35%	15% off	7%	32% on Supply items and 14% on Furniture items.
EXCEPTIONS TO ACROSS-THE-BOARD DISCOUNT (IF NONE, STATE N/A)		excludes bundled packages as they are already discounted. Large volume orders may qualify for additional discounts, contact Attainment Co. for more info.	N/A	Professional Development ETA hand2mind custom kits including National Geographic NGSS kits, Discovery Ed. STEM camp kits, Curriculum Associates Ready Mathematics kits, National and North Carolina 4-H kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, Markerspace carts, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.	Discount not applicable on Sale items.	
ACKNOWLEDGE FREE SHIPPING FOR PARCEL AND UPS:	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input type="checkbox"/> OR NO <input checked="" type="checkbox"/> free ground shipping is applied to all orders over \$99.00 (12%/\$7 min)	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>
FREIGHT CHARGES (DOCK-DELIVERY) WILL BE ADDED ONLY ON LARGE EQUIPMENT ITEMS AS FOLLOWS:			Furniture + dropship items			
WILL YOUR COMPANY SEND PRINTED CATALOGS TO INDIVIDUAL SCHOOLS?	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>
ACKNOWLEDGE NMINIMUM ORDER OF NO GREATER THAN \$25	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input type="checkbox"/> OR NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/> *no minimum order amount	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>
ACKNOWLEDGE ACCEPTANCE OF CREDIT CARD ORDERS	YES <input type="checkbox"/> OR NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> OR NO <input type="checkbox"/>