

ANNE ARUNDEL COUNTY PUBLIC SCHOOLS IN COOPERATION WITH THE BALTIMORE REGIONAL COOPERATIVE  
PURCHASING COMMITTEE  
REQUEST FOR INFORMATION 06CM-77  
DISCOUNTED MATERIALS OF INSTRUCTION CATALOG PROGRAM  
Term: 4/1/06 through 3/31/13

SUMMARY OF RESULTS

Participating Firms	Kurtz Bros. Items highlighted have changes as of 11/30/11	Highsmith Inc.	Lakeshore Learning Materials	US Toy Co d/b/a/ Constructive Playthings	School & Preschool Supply Center t/a Learning How
1. Catalogs	School Supplies Catalog No. 118	Upstart Catalog Highsmith Catalog	Lakeshore Learning; Lakeshore Elem 12345	Constructive Playthings	Learning How Catalog
2. Discounts	30% Classroom Instructional Supplies pages 2- 585 No Minimum Order	18% off Supplies 5% off Furniture & Equip	7% Discount	5% Discount off current catalog - Minimum order \$25.00	15%
3. Shipping	Free Shipping on orders totaling \$50.00/under \$50.00 shipping \$7.95	Free Shipping & Handling Minimum \$25.00	Free Shipping over \$250.00 - 10% shipping under 250.00 order	Free Shipping over \$600	Free Shipping
4. Exceptions	Furniture & Equipment - Pages 586-798 Excluded	Sparks Magazine, 3M Security Prod, Sale Catalogs, other types of discounts, Interact/Edupress Prod.	None	All equipment marked with the symbol "** F.O.B. Factory" is excluded	
5. Sales Representative	Jeff Pistner Ph: 800-252-3811 Fax: 814-765-8690 jpistner@kurtzbros. com	Shawna Ley 800-543-2180 ext 8391 Fax 800-350-6236 s.ley@highsmith.com	Ashley Bicanek 800-421-5354	Michael Klein Pres Mary Castro 800-448-2972 ustoy@ustoyco.com	Phyllis Fitzpatrick 410-242-7100
6. Website	www.kurtzbros.co m order on-line with Visa		<a href="http://www.lakeshorelearning.com/home/home.jsp?grouppname=anne_arundel_co_ps">http://www.lakeshorelearning.com/home/home.jsp?grouppname=anne_arundel_co_ps</a>	www.cptoy.com	
7. Reference #	06CM-77	Discount 46687 06CM-77	06CM-77	BIID #8302FT600 06CM-77	06CM-77

Participating Firms	ETA Cuisenaire	School Specialty Childcraft Education Corp.	Oriental Trading Company Inc.	Kaplan Early Learning Co.	School Specialty
<b>Discount Values</b>	Math K-12 Science K-9 Reading K-6	School Specialty Early Childhood formerly Primary Grades (K-Gr. 3) catalog	Oriental Trading Co. Main Catalog, Seasonal Catalog & Specialty Catalog Use Cust. ID 414543	Kaplan Catalog Primary Learning Catalog	School Specialty Education Essentials Catalog
<b>2. Discounts</b>	Math – 18% Disc Science – 10% Disc Reading – 6% Disc	10% Discount ENP Pricing	5%	15% Discount off Catalog	10% discount off ENP catalog pricing
<b>3. Shipping</b>	Free Shipping	Free shipping orders over \$50.00 Less Than 40.00 – \$7.50	Free Standard Shipping over \$150	Free Shipping	Free shipping- in stock orders Freight will be charged for all items that include the suffix "N" in item no.
<b>4. Exceptions</b>	No Discount Math M6P-,E6p-.P6P-,J6P-,INP- ScienceT6P-,INP- Reading R6P-,L6P- DNP-. Free Shipping still applies	<ul style="list-style-type: none"> <li>All Factory Direct items indicated with * following price</li> <li>sale catalogs,</li> <li>Internet Orders</li> </ul>	Shop online – but order by fax or mail for discount	<ul style="list-style-type: none"> <li>Bids, sales offers, coupons</li> <li>Playground Structures</li> <li>ALL About ECERS-R, ITERS-R, PAR Mat.</li> <li>Dibels, Plss, Told, Topa,Fluharty, Terra, Plai, Teld</li> </ul>	Furniture and Equipment
<b>5. Sales Representative</b>	Carolyn Vanco 800-445-5985 ext 5177 cvanco@etacuisenaire.com	Stephen Herren 800-631-5652	Joan Squire 800-228-0038 800-228-0475 Order 800-327-8904 Fax	Hope Meadows 800-334-2014 x3205 meadow@kaplanco.com	Michelle Debo 1-888-388-3224
<b>6. Website</b>	<a href="http://www.etacuisenaire.com">www.etacuisenaire.com</a>	<a href="http://www.childcraft.com">www.childcraft.com</a>	<a href="http://www.OrientalTrading.com">www.OrientalTrading.com</a>	<a href="http://www.k3primarylearnin.com">www.k3primarylearnin.com</a>	<a href="http://www.educationessentials.com">www.educationessentials.com</a>
<b>7. Reference #</b>	06CM-77	06CM-77	414543	06CM-77	Bid 2006171393AP 06CM-77

Participating Firms	Frey Scientific	Dick Blick Art Materials	ABC	Nasco
<b>Discount Values</b>				
1. Catalogs	Frey Scientific Catalog	Blick Art Materials Catalog	School Specialty Early Childhood formally ABC Early Learning Catalog	Arts & Crafts, Family & Consumer Science Math, Early Learning, Reading Res, Hands on Health, Agricultural Sci Physical Ed., SPED
2. Discounts	27% Discount off current catalog	20% discount off Current Catalog	10% Discount off ENP Pricing	Science 15%, Arts & Crafts 20%, Math 15% Math & Science & Geometry//Algebra 15% (Farm & Consumer Sci., Early Learning, Reading Res., Hands on Health, Agricultural Sci., PE, Sp.Ed.) 10%
3. Shipping	Free Shipping Except Hazardous materials, live materials and truck delivery noted with prefix L, H, or T	Free shipping on orders over \$250	Free shipping – minimum order of \$100.00	Free Shipping – \$50 minimum order FOB Shipping Point – Clay, plaster & modeling materials 50# Furniture Live mat & Chem. Prefix Z
4. Exceptions	Hazardous Chemicals, and items with a prefix of N excluded from discount	Except drop ship items with F in the item number – No discount, No Free Shipping	Excludes <ul style="list-style-type: none"> <li>• drop ship items DS</li> <li>• Playground Equip.</li> <li>• Sale Flyers</li> <li>• Internet orders</li> </ul>	Excludes: <ul style="list-style-type: none"> <li>• Ready or not tot</li> <li>• To-Sew (DT #)</li> <li>• Xenopus frogs &amp; live material coupon cards</li> </ul>
5. Sales Representative	Joseph Elliott 800-225-3739 customerarc@freysc ientific.com	Amy Pickrel 800-704-7744 a.pickrel@dickblick.co m	William H. Erwin 800-669-4222 bids@abschoolsupply.com	Dave Johnson, Mgr 1-800-558-9595 Fax 1-920-563-8296 Info@Enasco.com
6. Website	<a href="http://www.freyscientific.co">www.freyscientific.co</a> m	<a href="http://www.dickblick.com">www.dickblick.com</a>	<a href="http://www.abschoolsupply.com">www.abschoolsupply.com</a>	<a href="http://www.eNASCO.com">www.eNASCO.com</a>
7. Reference #	C-025408650-F 06CM-77	V#601206459 06CM-77	BID # 06CM-77	06-86575 06CM-77