

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Arts, Crafts and Related Learning Materials – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 15-7146  
**RFP OPENING DATE:** August 11, 2015  
**CONTRACT TERM:** Date of award until October 31, 2016 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 until October 31, 2017)**  
**(Extended by Region 19 until October 31, 2018)**  
**(Extended by Region 19 until October 31, 2019)**  
**(Extended by Region 19 until October 31, 2020)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 84  
**RESPONSES:** 10  
**ADVERTISEMENT DATES:** Washington Post – July 3, 2015 & July 10, 2015  
El Paso Times – July 3, 2015 & July 10, 2015  
**BOARD MEETING DATE:** October 15, 2015

**RECOMMENDED FOR AWARD** ~~Champion Trophies & Awards~~ \*as of 9/21/18  
Earlychildhood, LLC dba Discount School Supply  
~~Econocrafts~~ \*removed as of 11/1/2019  
Lakeshore Learning Materials  
MT Needles Embroidery  
Pitsco Education  
Positive Promotions, Inc.  
Pyramid School Products  
~~School Specialty, Inc.~~ \*updated as of 11/01/2019  
Spectrum Paper Company, Inc. (HUB)

**TOTAL (estimated)** \$2,000,000.00/ year

**EXPLANATIONS:**

Award of this contract will enable the ESC Region 19 Purchasing Cooperative members to purchase Arts, Crafts and Related Learning Materials and related services when required during the contract period. All vendors awarded scored an 8 or above out of a possible 10 in evaluation factors.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

Martin Camacho  
ESC Region 19 Allied States Cooperative

Debra Jeffry  
ESC Region 19 Allied States Cooperative

**Contact Information:**

**~~Champion Trophies & Awards~~ \*as of 9/21/18**

Lisa Moran  
11220 Rojas Ste. A7  
El Paso, TX 79935  
915-593-2728  
Fax: 915-593-2740  
[www.championtrophieselpaso.com](http://www.championtrophieselpaso.com) / [championawards227@gmail.com](mailto:championawards227@gmail.com)

**Earlychildhood, LLC dba Discount School Supply**

J.R. Esparza  
2 Lower Ragsdale Drive Suite 200  
Monterey, CA 93940  
800-836-9515  
Fax: 800-993-3609  
[www.discountschoolsupply.com](http://www.discountschoolsupply.com) / [jresparza@discountschoolsupply.com](mailto:jresparza@discountschoolsupply.com) / [bids@discountschoolsupply.com](mailto:bids@discountschoolsupply.com)

**Econocrafts** \*removed as of 11/1/2019

~~Sherri Greenberg Jacob Friedman (changed as of May 2016)~~  
29 Riverside Ave.  
Newark, NJ 07104  
800-216-1604  
Fax: 877-216-1604  
[www.econocrafts.com](http://www.econocrafts.com) / [sherrig@econocrafts.com](mailto:sherrig@econocrafts.com) / [Jacob.f@econocrafts.com](mailto:Jacob.f@econocrafts.com)

**Lakeshore Learning Materials**

~~Todd Hays Ray Martinez (as of 10/5/2016)~~ Ray Villegas (as of 4/2/19)  
2695 E. Dominguez St.  
Carson, CA 90895  
800-421-5354  
310-537-7990  
[www.lakeshorelearning.com](http://www.lakeshorelearning.com) / [thays@lakeshorelearning.com](mailto:thays@lakeshorelearning.com) / [biddept@lakeshorelearning.com](mailto:biddept@lakeshorelearning.com) /  
[rmartinez@lakeshorelearning.com](mailto:rmartinez@lakeshorelearning.com) \*added as of 8/3/2016 / [rvillegas@lakeshorelearning.com](mailto:rvillegas@lakeshorelearning.com) \*added 4/2/19

**MT Needles Embroidery**

Tracey Benson / Mike Benson  
9900 Dyer St.  
El Paso, TX 79924  
915-821-4340  
Fax: 915-759-0741  
[www.mtneedlesembroidery.com](http://www.mtneedlesembroidery.com) / [mtneedles@gmail.com](mailto:mtneedles@gmail.com)

**Pitsco Education**

Angela Watson  
PO BOX 1708, 913 E. Jefferson  
Pittsburg, KS 66762  
800-835-0686  
Fax: 800-533-8104  
[www.shop-pitsco.com](http://www.shop-pitsco.com) / [www.hearlihy.com](http://www.hearlihy.com) / [awatson@pitsco.com](mailto:awatson@pitsco.com)

**Contact Information:**

**Pyramid School Products**

Larry Miller  
6510 North 54th Street  
Tampa, Florida 33610  
813-621-1908 / 800-792-2644  
Fax: 813-621-2644  
www.pyramidsp.com / [bids@pyramidsp.com](mailto:bids@pyramidsp.com)

**Positive Promotions, Inc.**

Mike Taxel  
15 Gilpin Ave.  
Hauppauge, NY 11788  
877-258-1225  
Fax: 877-258-1226  
[www.positivepromotions.com](http://www.positivepromotions.com) / [bids@positivepromotions.com](mailto:bids@positivepromotions.com)

**School Specialty, Inc.** \*updated as of 11/01/2019

Shawna O'Briant  
~~W6316 Design Drive~~  
~~Greenville, WI 54942~~  
~~888-388-3224~~  
~~Fax: 888-388-6344~~  
~~[www.schoolspecialty.com](http://www.schoolspecialty.com) / [bidnotices@schoolspecialty.com](mailto:bidnotices@schoolspecialty.com)~~

**Spectrum Paper Company, Inc. (HUB)**

~~Lisa Arredondo / Yvonne Zubia~~ (as of July 2016) / Maxine Brown-Soto \*updated 10/9/2019  
27 Concord St.  
El Paso, TX 79906  
915-595-0020  
Fax: 915-595-3435  
[www.spectrumpaper.com](http://www.spectrumpaper.com) / [lisa@spectrumpaper.com](mailto:lisa@spectrumpaper.com) / [customerservice@spectrumpaper.com](mailto:customerservice@spectrumpaper.com) / [yvonne@spectrumpaper.com](mailto:yvonne@spectrumpaper.com)  
/ [maxine@spectrumpaper.com](mailto:maxine@spectrumpaper.com)

**Lot 1- Arts, Crafts and Hobby Supplies and Related**

**Champion Trophies & Awards \*AS of 9/21/18**

Price List & Catalog provided? No  
Name of Catalog(s) N/R  
Minimum order required to include S & H \$ 100.00  
\$1 - \$2,500 0% from retail price  
\$2,501 - \$5,000 0% from retail price  
\$5,000 and over 0% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) 11220 Rojas Ste. A7 El Paso, TX 79935  
States Covered All States

**Earlychildhood, LLC dba Discount School Supply**

Price List & Catalog provided? Yes  
Name of Catalog(s) July 2015 Discount School Supply  
Minimum order required to include S & H \$ 0  
\$1 - \$2,500 16% from retail price  
\$2,501 - \$5,000 16% from retail price  
\$5,000 and over 16% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) N/A  
States Covered All States

**Econocrafts**

Price List & Catalog provided? Yes  
Name of Catalog(s) Econocrafts 2015  
Minimum order required to include S & H \$ 150.00  
\$1 - \$2,500 15% from retail price  
\$2,501 - \$5,000 18% from retail price  
\$5,000 and over 21% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) N/A  
States Covered All States

**Lakeshore Learning Materials**

Price List & Catalog provided? Yes

Name of Catalog(s) Lakeshore Learning Materials 2015, Lakeshore Elementary 2015-2016

Minimum order required to include S & H \$ N/A – No Minimum

\$1 - \$2,500 5% from retail price

\$2,501 - \$5,000 5% from retail price

\$5,000 and over 5% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) N/A

**MT Needles Embroidery - No Bid**

**Pitsco Education**

Price List & Catalog provided? Yes

Name of Catalog(s) Hearlhy Drafting Supplies, Pitsco Education Big Book

Minimum order required to include S & H \$ N/R

\$1 - \$2,500 0% from retail price

\$2,501 - \$5,000 0% from retail price

\$5,000 and over 0% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) None

States Covered –**All States**

**Positive Promotions, Inc.**

Price List & Catalog provided? Yes

Name of Catalog(s) N/R

Minimum order required to include S & H \$ based on minimum quantity shown in catalog or online

\$1 - \$2,500 5% from retail price

\$2,501 - \$5,000 5% from retail price

\$5,000 and over 5% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) None

States Covered –**All States**

**Pyramid School Products**

Price List & Catalog provided? **No**

Name of Catalog(s) **Pyramid School Products [www.pyramidsp.com](http://www.pyramidsp.com)**

Minimum order required to include S & H **\$ 95.00**

\$1 - \$2,500 **10% from retail price**

\$2,501 - \$5,000 **call for price % from retail price**

\$5,000 and over **call for price % from retail price**

Storefront Address for JIT Pickups/Deliveries (if applicable) **None**

States Covered –**All States – except Hawaii**

**School Specialty, Inc.**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **Art Education Catalog / SAX**

Minimum order required to include S & H **\$ N/A**

\$1 - \$2,500 **31% Supplies (9&8) Prefix Items from retail price list price**  
**10% Furniture (6&7) Prefix Items from retail price list price**

\$2,501 - \$5,000 **31% Supplies (9&8) Prefix Items from retail price list price**  
**10% Furniture (6&7) Prefix Items from retail price list price**

\$5,000 and over **31% Supplies (9&8) Prefix Items from retail price list price**  
**10% Furniture (6&7) Prefix Items from retail price list price**

Storefront Address for JIT Pickups/Deliveries (if applicable) **N/A**

States Covered – **All States**

**Spectrum Paper Company, Inc. (HUB)**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **Spectrum Paper Discounted School Catalog**

Minimum order required to include S & H **\$ 100.00**

\$1 - \$2,500 **5% from retail price**

\$2,501 - \$5,000 **8% from retail price**

\$5,000 and over **12% from retail price**

Storefront Address for JIT Pickups/Deliveries (if applicable) **27 Concord St. El Paso, TX 79906**

States Covered – **New Mexico, Texas**

**Lot 2- Learning & Teaching Aids & Instructional Supplies and Related**

**Champion Trophies & Awards\*as of 9/21/18**

Price List & Catalog provided? No  
Name of Catalog(s) N/R  
Minimum order required to include S & H \$ 100.00  
\$1 - \$2,500 10% from retail price  
\$2,501 - \$5,000 15% from retail price  
\$5,000 and over 20% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) 11220 Rojas Ste. A7 El Paso, TX 79935  
States Covered All States

**Earlychildhood, LLC dba Discount School Supply**

Price List & Catalog provided? Yes  
Name of Catalog(s) July 2015 Discount School Supply  
Minimum order required to include S & H \$ 0  
\$1 - \$2,500 16% from retail price  
\$2,501 - \$5,000 16% from retail price  
\$5,000 and over 16% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) N/A  
States Covered All States

**Econocrafts**

Price List & Catalog provided? Yes  
Name of Catalog(s) Econocrafts 2015  
Minimum order required to include S & H \$ 150.00  
\$1 - \$2,500 15% from retail price  
\$2,501 - \$5,000 18% from retail price  
\$5,000 and over 21% from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) N/A  
States Covered All States

**Lakeshore Learning Materials**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **Lakeshore Learning Materials 2015, Lakeshore Elementary 2015-2016**

Minimum order required to include S & H **\$ N/A – No Minimum**

\$1 - \$2,500 **5**% from retail price

\$2,501 - \$5,000 **5**% from retail price

\$5,000 and over **5**% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) **N/A**

**MT Needles Embroidery**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **2015 Learning & Instructional Catalog & Pricelist**

Minimum order required to include S & H **\$ N/A**

\$1 - \$2,500 **5**% from retail price

\$2,501 - \$5,000 **7.5**% from retail price

\$5,000 and over **10**% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) **9900 Dyer St. El Paso, TX 79924**

States Covered –**Texas**

**Pitsco Education**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **Hearlhy Drafting Supplies, Pitsco Education Big Book**

Minimum order required to include S & H **\$ N/R**

\$1 - \$2,500 **0**% from retail price

\$2,501 - \$5,000 **0**% from retail price

\$5,000 and over **0**% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) **None**

States Covered –**All States**

**Positive Promotions, Inc.**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **N/R**

Minimum order required to include S & H **\$ based on minimum quantity shown in catalog or online**

\$1 - \$2,500 **5** % from retail price

\$2,501 - \$5,000 **5** % from retail price

\$5,000 and over **5** % from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) **None**

States Covered **All States**

**Pyramid School Products**

Price List & Catalog provided? **No**

Name of Catalog(s) **Pyramid School Products [www.pyramidsp.com](http://www.pyramidsp.com)**

Minimum order required to include S & H **\$ 95.00**

\$1 - \$2,500 **10** % from retail price

\$2,501 - \$5,000 **call for price** % from retail price

\$5,000 and over **call for price** % from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) **None**

States Covered **All States – except Hawaii**

**School Specialty, Inc.**

Price List & Catalog provided? **Yes**

Name of Catalog(s) **Education Essentials Catalog**

Minimum order required to include S & H **\$ N/A**

\$1 - \$2,500 **31** % Supplies (9&8) Prefix Items from retail price list price  
**10** % Furniture (6&7) Prefix Items from retail price list price

\$2,501 - \$5,000 **31** % Supplies (9&8) Prefix Items from retail price list price  
**10** % Furniture (6&7) Prefix Items from retail price list price

\$5,000 and over **31** % Supplies (9&8) Prefix Items from retail price list price  
**10** % Furniture (6&7) Prefix Items from retail price list price

Storefront Address for JIT Pickups/Deliveries (if applicable) **N/A**

States Covered — **All States**

**Spectrum Paper Company, Inc. (HUB)**

Price List & Catalog provided? **Yes**  
Name of Catalog(s) **Spectrum Paper Discounted School Catalog**  
Minimum order required to include S & H **\$ 100.00**  
\$1 - \$2,500 **5** % from retail price  
\$2,501 - \$5,000 **8** % from retail price  
\$5,000 and over **12** % from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) **27 Concord St. El Paso, TX 79906**

States Covered – **New Mexico, Texas**

**Lot 3- Occasions, Events, Holidays & Novelties and Related**

**Champion Trophies & Awards\*as of 9/21/18**

Price List & Catalog provided? **No**  
Name of Catalog(s) **N/R**  
Minimum order required to include S & H **\$ 100.00**  
\$1 - \$2,500 **10** % from retail price  
\$2,501 - \$5,000 **15** % from retail price  
\$5,000 and over **20** % from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) **11220 Rojas Ste. A7 El Paso, TX 79935**

States Covered — **All States**

**Earlychildhood, LLC dba Discount School Supply – No Bid**

**Econocrafts**

Price List & Catalog provided? **Yes**  
Name of Catalog(s) **Econocrafts 2015**  
Minimum order required to include S & H **\$ 150.00**  
\$1 - \$2,500 **15** % from retail price  
\$2,501 - \$5,000 **18** % from retail price  
\$5,000 and over **21** % from retail price  
Storefront Address for JIT Pickups/Deliveries (if applicable) **N/A**

~~No additional discounts for guaranteed quantities because we have our set pricing.~~

~~States Covered –All States~~

**Lakeshore Learning Materials – No Bid**

**MT Needles Embroidery**

Price List & Catalog provided?

Yes

Name of Catalog(s)

MT Needles Garment, MT Needles Promo Products E Catalog, Specialty Materials E Catalog, Retail Price List 2015 & Sportswear Catalog

Minimum order required to include S & H

\$ N/A

\$1 - \$2,500

5% from retail price

\$2,501 - \$5,000

7.5 % from retail price

\$5,000 and over

10% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable)

9900 Dyer St. El Paso, TX 79924

States Covered –**Texas**

**Pitsco Education – No Bid**

**Positive Promotions, Inc.**

Price List & Catalog provided?

Yes

Name of Catalog(s)

N/R

Minimum order required to include S & H

\$ based on minimum quantity shown in catalog or online

\$1 - \$2,500

5% from retail price

\$2,501 - \$5,000

5 % from retail price

\$5,000 and over

5 % from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable)

None

Free standard shipping. If express or rush shipments are requested, the additional fees associated with these shipments will apply. Discount cannot be combined with any other promotional discounted pricing, sale pricing or any other special offers.

States Covered –**All States**

**Pyramid School Products – No Bid**

**School Specialty, Inc.**

Price List & Catalog provided? Yes

Name of Catalog(s) Education Essentials Catalog

Minimum order required to include S & H \$ N/A

\$1 - \$2,500 31% Supplies (9&8) Prefix Items from retail price list price  
10% Furniture (6&7) Prefix Items from retail price list price

\$2,501 - \$5,000 31% Supplies (9&8) Prefix Items from retail price list price  
10% Furniture (6&7) Prefix Items from retail price list price

\$5,000 and over 31% Supplies (9&8) Prefix Items from retail price list price  
10% Furniture (6&7) Prefix Items from retail price list price

Storefront Address for JIT Pickups/Deliveries (if applicable) N/A

Discount: List Price less 31% on all current School Specialty priced catalogs on 9&8 prefix items.  
(Unless catalog bears notation: no other discounts apply)

List Price less 10% on all current School Specialty priced catalogs on 6&7 prefix items.  
(Unless catalog bears notation: no other discounts apply)

~~2015 School Specialty Education Essentials Catalog~~  
~~2015 School Specialty Art Education Catalog / SAX~~

States Covered All States

**Spectrum Paper Company, Inc. (HUB)**

Price List & Catalog provided? Yes

Name of Catalog(s) Spectrum Paper Discounted School Catalog

Minimum order required to include S & H \$ 100.00

\$1 - \$2,500 5% from retail price

\$2,501 - \$5,000 8% from retail price

\$5,000 and over 12% from retail price

Storefront Address for JIT Pickups/Deliveries (if applicable) 27 Concord St. El Paso, TX 79906

States Covered New Mexico, Texas

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Sonia Eubanks – (Associate Executive Director)

Date: \_\_\_\_\_  
(October 5, 2015)  
(September 30, 2016)  
(August 15, 2017)  
(August 1, 2018)  
(August 8, 2019)