

**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)**
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**
Earlychildhood, LLC dba Discount School Supply
Econocrafts
Lakeshore Learning Materials
MT Needles Embroidery
Pitsco Education
Positive Promotions, Inc.
Pyramid School Products
School Specialty, Inc.
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

Lisa Moran
11220 Rojas Ste. A7
El Paso, TX 79935
915-593-2728
Fax: 915-593-2740

www.championtrophieselpaso.com / championawards227@gmail.com

Contact Information:

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 / jresparza@discountschoolsupply.com / bids@discountschoolsupply.com

Econocrafts

~~Sherri Greenberg~~ Jacob Friedman (changed as of May 2016)

29 Riverside Ave.

Newark, NJ 07104

800-216-1601

Fax: 877-216-1604

www.econocrafts.com / sherrig@econocrafts.com / Jacob.f@econocrafts.com

Lakeshore Learning Materials

Todd Hays

2695 E. Dominguez St.

Carson, CA 90895

800-421-5354

310-537-7990

www.lakeshorelearning.com / thays@lakeshorelearning.com / biddept@lakeshorelearning.com /

rmartinez@lakeshorelearning.com *added as of 8/3/2016

MT Needles Embroidery

Tracey Benson / Mike Benson

9900 Dyer St.

El Paso, TX 79924

915-821-4340

Fax: 915-759-0741

www.mtneedlesembroidery.com / 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 / www.hearlihy.com / awatson@pitsco.com

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

Contact Information:

Positive Promotions, Inc.

Mike Taxel
15 Gilpin Ave.
Hauppauge, NY 11788
877-258-1225
Fax: 877-258-1226
www.positivepromotions.com / bids@positivepromotions.com

School Specialty, Inc.

Shawna O'Briant
W6316 Design Drive
Greenville, WI 54942
888-388-3224
Fax: 888-388-6344
www.schoolspecialty.com / bidnotices@schoolspecialty.com

Spectrum Paper Company, Inc. (HUB)

~~Lisa Arredondo~~ / Yvonne Zubia (as of July 2016)
27 Concord St.
El Paso, TX 79906
915-595-0020
Fax: 915-595-3435
www.spectrumpaper.com / ~~lisa@spectrumpaper.com~~ / customerservice@spectrumpaper.com / yvonne@spectrumpaper.com

Lot 1- Arts, Crafts and Hobby Supplies and Related

Champion Trophies & Awards

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**

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

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**

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

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)
(Armando Aguirre – Executive Director)

Date: _____
(October 5, 2015)
(September 30, 2016)