

**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)**  
**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](http://www.championtrophieselpaso.com) / [championawards227@gmail.com](mailto: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.discountchoolsupply.com](http://www.discountchoolsupply.com) / [jresparza@discountschoolsupply.com](mailto:jresparza@discountschoolsupply.com) / [bids@discountschoolsupply.com](mailto: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](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)

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

**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)

**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](http://www.pyramidsp.com) / [bids@pyramidsp.com](mailto: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](http://www.positivepromotions.com) / [bids@positivepromotions.com](mailto: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](http://www.schoolspecialty.com) / [bidnotices@schoolspecialty.com](mailto: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](http://www.spectrumpaper.com) / ~~lisa@spectrumpaper.com~~ / [customerservice@spectrumpaper.com](mailto:customerservice@spectrumpaper.com) / [yvonne@spectrumpaper.com](mailto: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](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**

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**

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)  
(Armando Aguirre – Executive Director)

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