

MEMORANDUM

TO: All Campuses and Departments

FROM: Emily Garza, Director of Purchasing

SUBJECT: ARTS AND CRAFTS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-002

The Board of Education on August 26, 2019 awarded Arts and Crafts, Equipment, Services and Supplies Catalog Bid for the 2019-2020 school year. The bid was awarded to the following vendors:

American Ceramic Supply Company

Amistad Wholesale Floral & Crafts

Blick Art Materials LLC

Cielo Office Products

Copy Plus, LLC

Gateway Printing & Office Supply, Inc.

Early Childhood LLC (d.b.a. Discount School Supply)

Lakeshore Equipment Company (d.b.a. Lakeshore Learning Materials)

LAMAC

Nasco Education LLC

Picture Perfect Photo Studio and Design

Quill LLC

School Specialty, Inc.

Teacher Direct

Teacher Heaven, Inc.

Triarco Arts & Crafts, LLC

Youthlight, Inc.

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All arts and crafts, equipment, services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

Emily Garza

Director of Purchasing

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
CATALOG BID OPENING: MAY 28, 2019 @ 3:00 P.M.

Event Number 19-20-002 Addendum 1
Event Title Arts and Crafts, Equipment, Services and Supplies Catalog
Event Description
Event Type Catalog Bid
Issue Date 5/10/2019 05:12:32 PM (CT)
Close Date 5/28/2019 03:00:00 PM (CT)

Organization PSJA ISD Ebids
Workgroup Purchasing
Event Owner Emily Garza
Email emily.garza@psjaisd.us
Phone
Fax

Responding Supplier	City	State	Response Submitted	Lines Responded	Response Total
American Ceramic Supply Company	Fort Worth	TX	5/21/2019 11:12:06 AM (CT)	0	\$0.00
Blick Art Materials <small>(Blick Art Materials LLC)</small>	Galesburg	IL	5/22/2019 10:42:00 AM (CT)	3	\$83.18
CIELO OFFICE PRODUCTS	MCALLEN	TX	5/28/2019 12:49:35 PM (CT)	1	\$0.00
Cindy Sandoval	Pharr	TX	5/27/2019 09:45:41 PM (CT)	0	\$0.00
Copy Plus LLC	MC ALLEN	TX	5/23/2019 04:10:50 PM (CT)	4	\$5.76
Discount School Supply <small>(Earlychildhood LLC)</small>	Monterey	CA	5/21/2019 06:34:22 PM (CT)	2	\$0.00
floreria la amistad wholesale	mcallen	TX	5/27/2019 01:03:52 PM (CT)	3	\$0.00
Gateway Printing	Edinburg	TX	5/28/2019 02:48:58 PM (CT)	3	\$0.00
Lakeshore Learning Materials <small>(Lakeshore Equipment Company)</small>	CARSON	CA	5/24/2019 12:28:13 PM (CT)	0	\$0.00
Lamac <small>(Trey Gonzalez)</small>	MCALLEN	TX	5/23/2019 04:13:37 PM (CT)	10	\$388.65
Nasco Education LLC <small>(Nasco)</small>	Fort Atkinson	WI	5/20/2019 11:10:52 AM (CT)	5	\$82.60
Quill LLC	Lincolnshire	IL	5/23/2019 02:26:04 PM (CT)	2	\$11.98
School Specialty, Inc.	Greenville	WI	5/24/2019 11:52:08 AM (CT)	0	\$0.00
TEACHER DIRECT <small>(TDSA, LLC)</small>	BIRMINGHAM	AL	5/13/2019 12:58:27 PM (CT)	3	\$50.96
Teacher Heaven, Inc.	Austin	TX	5/28/2019 12:58:12 PM (CT)	0	\$0.00
Triarco Arts & Crafts LLC	Fort Atkinson	WI	5/20/2019 11:08:34 AM (CT)	5	\$80.28
Youthlight, Inc.	Chapin	SC	5/15/2019 02:34:09 PM (CT)	0	\$0.00

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Line #	Description	Mfgr	Mfgno	QTY	UOM	American Ceramic Supply Company		Blick Art Materials (Blick Art Materials LLC)		CIELO OFFICE PRODUCTS		Cindy Sandoval		Copy Plus LLC		Discount School Supply	
						Total Price	\$0.00	Total Price	\$83.18	Total Price	\$0.00	Total Price	\$0.00	Total Price	\$5.76	Total Price	\$0.00
1	Styrofoam Cutter.		RA18958	1	EA	No Bid		\$11.24	\$11.24	No Bid				No Bid		No Bid	
1 ALT1	Styrofoam Cutter		RS1800	1	EA			Price reflects 20% discount. Blick item # 60802-0100									
	Supplier Notes:																
2	Oil Pastels.	RA12297		1	EA	No Bid		\$5.34	\$5.34	No Bid				\$5.76	\$5.76		
2 ALT1	Colorations Oil Pastels Set of 20	COLORATION COP20		1	EA											\$2.75	
2 ALT1	Pentel Arts Oil Pastels (50 stick set) Brilliant	Pentel	PENPHN50	1	EA			Price reflects 20% discount. Blick item # 20020-5009						#PENPHN50			
	Supplier Notes:																
3	Water Color Paper.		RA 08542	1	EA	No Bid		No Bid						\$7.33			
3 ALT1	PAPER, WATERCOLOR, 9X12, WE	Packing: 50 (PACON	4925	1	PK											
3 ALT1	PAC 4925PK OF 50 SHEETS 9" X 12"		PACON	4925	1	EA				\$8.18							
4	6 inch Professional Protractor.		RA13555	1	EA	No Bid		No Bid		No Bid							
4 ALT1	Open Center Protractor, Plastic, 6" Ruler Ed Charles Leon	LEO77106EA		1	EA									\$0.85			
4 ALT1	PROTRACTOR, 6"-CR, ROGO2102		SPARCO	01490	1	EA											
4 ALT1	9" x 12" Real Watercolor Paper - 50 Sheets		PACON	4925	1	EA										\$8.39	
	Supplier Notes:																
5	D-Value Brush Set.		RA05597	1	EA	No Bid		\$66.60	\$66.60	No Bid				\$17.02			No Bid
5 ALT1	BRUSH, PAINT, WOODEN, 8CT, AST		PACON	CKC5134	1	ST											
	Supplier Notes:							Price reflects 20% discount. Blick item # 06276-1019									
6	Semi-Hex Drawing Pencil Kit.		RA08551	1	EA	No Bid		No Bid		No Bid				No Bid			No Bid
6 ALT1	Drawing & Sketching Pencil Set (6 Assortme	Bazic	BAZ74424	1	EA												
	Supplier Notes:																
7	Bulk Toy-Filled Easter Egg Assortment. 1000		13836808	1	EA	No Bid		No Bid		No Bid				No Bid			No Bid
8	Large Gold Foil Curtain.	3/6195		1	EA	No Bid		No Bid		No Bid				No Bid			No Bid
8 ALT1	Large Gold Foil Curtain		Large Gold F	55410-G	1	EA											
9	100th Day of School Plastic Goody Bags.		3/3427	1	EA	No Bid		No Bid		No Bid				No Bid			No Bid
9 ALT1	PLASTIC GOODY BAGS		HBG4	1	EA												
10	Plush Mini Bean Bag Zoo.		6/1601	1	EA	No Bid		No Bid		No Bid				No Bid			No Bid
	Supplier Notes:																

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Line #	Description	Mfgr	Mfgno	QTY	UOM	floreria la amistad wholesale		Gateway Printing		Lakeshore Learning Materials (Lakeshore Equipment Company)		Lamac (Trey Gonzalez)		Nasco Education LLC (Nasco)		Quill LLC	
						Total Price	\$0.00	Total Price	\$0.00	Total Price	\$0.00	Total Price	\$388.65	Total Price	\$82.60	Total Price	\$11.98
1	Styrofoam Cutter.		RA18958	1	EA			No Bid		No Bid		\$1.00	\$1.00	\$10.92	\$10.92	No Bid	
1 ALT1	Styrofoam Cutter		RS1800	1	EA	\$6.95								Nasco # 0500514			
	Supplier Notes:																
2	Oil Pastels.	RA12297		1	EA	No Bid		No Bid		No Bid		\$19.97	\$19.97	\$5.16	\$5.16	\$10.58	\$10.58
2 ALT1	Colorations Oil Pastels Set of 20	COLORATION	COP20	1	EA												
2 ALT1	Pentel Arts Oil Pastels (50 stick set)	Brilliant Pentel	PENPHN50	1	EA			\$5.05						Nasco # 9728565			
	Supplier Notes:																
3	Water Color Paper.		RA 08542	1	EA	No Bid		No Bid		No Bid		\$8.99	\$8.99			No Bid	
3 ALT1	PAPER, WATERCOLOR, 9X12, WE	Packing: 50.(PACON	4925	1	PK												
3 ALT1	PAC 4925PK OF 50SHEETS9" X 12"	PACON	4925	1	EA												
4	6 inch Professional Protractor.		RA13555	1	EA	No Bid		No Bid		No Bid		\$0.35	\$0.35	\$0.20	\$0.20	\$1.40	\$1.40
4 ALT1	Open Center Protractor, Plastic, 6" Ruler Ed Charles Leon	LEO77106EA		1	EA			\$0.30									
4 ALT1	PROTRACTOR, 6"-CR, ROG02102	SPARCO	01490	1	EA												
4 ALT1	9" x 12" Real Watercolor Paper - 50 Sheets	PACON	4925	1	EA									Nasco # TB02088			
	Supplier Notes:																
5	D-Value Brush Set.		RA05597	1	EA	No Bid		No Bid		No Bid		\$9.99	\$9.99	\$62.36	\$62.36	No Bid	
5 ALT1	BRUSH, PAINT, WOODEN, 8CT, AST	PACON	CKC5134	1	ST									Nasco # 9724780			
	Supplier Notes:																
6	Semi-Hex Drawing Pencil Kit.		RA08551	1	EA	No Bid		No Bid		No Bid		\$19.99	\$19.99	\$3.96	\$3.96	No Bid	
6 ALT1	Drawing & Sketching Pencil Set (6 Assortme Basic	BAZ74424		1	EA			\$1.51									
	Supplier Notes:													Nasco # 9726309			
7	Bulk Toy-Filled Easter Egg Assortment. 100C		13836808	1	EA	No Bid		No Bid		No Bid		\$249.99	\$249.99	No Bid		No Bid	
8	Large Gold Foil Curtain.	3/6195		1	EA			No Bid		No Bid		\$19.59	\$19.59	No Bid		No Bid	
8 ALT1	Large Gold Foil Curtain	Large Gold F	55410-G	1	EA	\$9.95											
9	100th Day of School Plastic Goody Bags.		3/3427	1	EA			No Bid		No Bid		\$12.39	\$12.39	No Bid		No Bid	
9 ALT1	PLASTIC GOODY BAGS	HBG4		1	EA	\$9.95											
10	Plush Mini Bean Bag Zoo.		6/1601	1	EA	No Bid		No Bid		No Bid		\$46.39	\$46.39	No Bid		No Bid	
	Supplier Notes:											50 pieces					

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Line #	Description	Mfgr	Mfgno	QTY	UOM	School Specialty, Inc.		TEACHER DIRECT (TDSA, LLC)		Teacher Heaven, Inc.		Triarco Arts & Crafts LLC		Youthlight, Inc.	
						Total Price	\$0.00	Total Price	\$50.96	Total Price	\$0.00	Total Price	\$80.28	Total Price	\$0.00
1	Styrofoam Cutter.		RA18958	1	EA	No Bid		No Bid		No Bid		\$9.80	\$9.80	No Bid	
1 ALT1	Styrofoam Cutter		RS1800	1	EA										
Supplier Notes:															
2	Oil Pastels.	RA12297		1	EA	No Bid		\$36.46	\$36.46	No Bid		\$5.08	\$5.08	No Bid	
2 ALT1	Colorations Oil Pastels Set of 20	COLORATION	COP20	1	EA										
2 ALT1	Pentel Arts Oil Pastels (50 stick set)	Brilliant	Pentel	1	EA										
Supplier Notes:															
3	Water Color Paper.		RA 08542	1	EA	No Bid		\$14.23	\$14.23	No Bid				No Bid	
3 ALT1	PAPER, WATERCOLOR, 9X12, WE	Packing: 50 (PACON	4925	1	PK									
3 ALT1	PAC 4925PK OF 50SHEETS9" X 12"		PACON	4925	1	EA									
4	6 inch Professional Protractor.		RA13555	1	EA	No Bid		\$0.27	\$0.27	No Bid		\$0.24	\$0.24	No Bid	
4 ALT1	Open Center Protractor, Plastic, 6" Ruler Ed Charles Leon	LEO77106EA		1	EA										
4 ALT1	PROTRACTOR, 6"-CR, ROG02102		SPARCO	01490	1	EA									
4 ALT1	9" x 12" Real Watercolor Paper - 50 Sheets		PACON	4925	1	EA									
Supplier Notes:															
5	D-Value Brush Set		RA05597	1	EA	No Bid		No Bid		No Bid		\$61.40	\$61.40	No Bid	
5 ALT1	BRUSH, PAINT, WOODEN, 8CT, AST		PACON	CKC5134	1	ST									
Supplier Notes:															
6	Semi-Hex Drawing Pencil Kit.		RA08551	1	EA	No Bid		No Bid		No Bid		\$3.76	\$3.76	No Bid	
6 ALT1	Drawing & Sketching Pencil Set (6 Assortme	Bazic		1	EA										
Supplier Notes:															
7	Bulk Toy-Filled Easter Egg Assortment. 1000		13836808	1	EA	No Bid		No Bid		No Bid		No Bid		No Bid	
8	Large Gold Foil Curtain.	3/6195		1	EA	No Bid		No Bid		No Bid		No Bid		No Bid	
8 ALT1	Large Gold Foil Curtain		Large Gold Fr	55410-G	1	EA									
9	100th Day of School Plastic Goody Bags.		3/3427	1	EA	No Bid		No Bid		No Bid		No Bid		No Bid	
9 ALT1	PLASTIC GOODY BAGS		HBG4	1	EA										
10	Plush Mini Bean Bag Zoo.		6/1601	1	EA	No Bid		No Bid		No Bid		No Bid		No Bid	
Supplier Notes:															

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Att #	Attribute Name	American Ceramic Supply Company	Blick Art Materials (Blick Art Materials LLC)	CIELO OFFICE PRODUCTS	Cindy Sandoval	Copy Plus LLC
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR	NR
59	Off Shelf Price	0%	0%	10%	10%	50%
60	Off Catalog Price (MFG. Suggested List Price)	0%	20%	10%	10%	85%
61	Cost Plus	0%	0%	30%	0%	27%
62	Unit / Quantity / Volume Discount	Yes	Yes	Yes	Yes	Yes
63	Shelf Price / Store Does discount off shelf price apply to all items in store?	Yes	Other	Yes	Yes	No
64	If Other, please state:	NR	not applicable	N/A	NR	NR
65	Catalog Price Does catalog price apply to all items catalog?	Yes	No	Yes	Yes	Yes
66	If Other, please state:	NR	Drop shipped items are excluded from the discount offer. See attached discount offer letter for full clarifications & exclusions.	N/A	NR	NR
67	Cost Plus Does cost plus pricing apply to all items?	No	Other	Yes	No	No
68	If Other, please state:	NR	not applicable	N/A	NR	NR
69	What month and year is your current catalog published? (if applicable)	2/15/2019	1/1/2019	11/28/2018	6/1/2019	1/1/2019
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	No	Yes	Yes	Yes
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	No	No	Yes	Yes	Yes
72	Sales Representative information.	NR	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	Ginger Famigletti	Heather Havens	ELOY OLIVAREZ	Cynthia E. Sandoval	Luis Servin
74	Representative Location Please provide the location (city and state) of representative.	Fort Worth, TX	Galesburg, IL	MCALLEN	6101 S. GALaxy Dr. Pharr Tx.	McAllen Texas
75	Representative Telephone Number	(866) 535-2651	(800) 704-7744 x5211	(956) 688-6001	(956) 601-7349	(956) 668-7587
76	Representative Cellular Number	NR	NR	NR	(956) 601-7349	NR
77	Representative Fax Number	(817) 536-7120	(800) 621-8293	(956) 688-6012	NR	(956) 668-7590
78	Representative Email Address	sales@americanceramics.com	contracts@dickblick.com	EOLIVAREZ@CIELOOFFICE.COM	sandovalcynthia705@gmail.com	luis.servin@copyplusonline.net
79	What is the e-mail address for all Purchase Orders to be sent to?	sales@americanceramics.com	purchaseorders@dickblick.com	DBARRERA@CIELOOFFICE.COM	sandovalcynthia705@gmail.com	lorissa@copyplusonline.net
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	No	No	No	No	No
81	Does your company charge packing and handling?	No	No	No	No	No
82	If yes, how much? and explain.	NR	see exclusions in discount offer letter	NR	NR	NR
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes	Yes	Yes	Yes

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
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Att #	Attribute Name	American Ceramic Supply Company	Blick Art Materials (Blick Art Materials LLC)	CIELO OFFICE PRODUCTS	Cindy Sandoval	Copy Plus LLC
84	What would be the delivery time once a purchase order is received? Please provide number of days.	7 -10 business days	7-21 days	DEPENDS ON ITEMS	NR	3-5 days
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	No	Yes	No	Yes
86	If yes, how much?	20%	note: drop ship items will be billed at the rate billed by the manufacturer	25	NR	Free returns. 15% re-stock fee if merchandise is returned after 30 days
87	Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	None	\$49	0	NR	NR
88	Can you deliver to all locations district wide?	Yes	Yes	Yes	Yes	Yes
89	If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR	NR
90	Hourly Labor Charge - Straight Time	NR	NR	NR	other (list description)	Per Hour
91	If other, list description	NR	NR	N/A	NA No charge when we go shoot pictures	NR
92	Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	other (list description)	Per Hour
93	If other, list description	NR	NR	N/A	NA No charge when we go shoot pictures	NR
94	Hourly Labor Charge - Extra Man - Straight Time	NR	NR	NR	other (list description)	Per Hour
95	If other, list description	NR	NR	N/A	NA No charge when we go shoot pictures	NR
96	Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	other (list description)	Per Hour
97	If other, list description	NR	NR	N/A	NA No charge when we go shoot pictures	NR
98	Materials are charged: (select one)	NR	NR	NR	Other, please explain	NR
99	Please state amount of charge for the selection from the previous question.	NR	NR	N/A	0	NR
100	If other, please explain.	NR	NR	N/A	NA No charge when we go shoot pictures	NR

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Att #	Attribute Name	Discount School Supply (Earlychildhood LLC)	florida la amistad wholesale	Gateway Printing	Lakeshore Learning Materials (Lakeshore Equipment Company)	Lamac (Trey Gonzalez)
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR	NR
59	Off Shelf Price	0%	NR	27%	5%	10%
60	Off Catalog Price (MFG. Suggested List Price)	18%	NR	27%	5%	10%
61	Cost Plus	0%	NR	NR	5%	0%
62	Unit / Quantity / Volume Discount	Yes	NR	No	No	Yes
63	Shelf Price / Store Does discount off shelf price apply to all items in store?	Other	NR	Yes	No	Yes
64	If Other, please state:	Discount School Supply does not have stores.	NR	n/a	Discount is not applicable to sale items.	10%
65	Catalog Price Does catalog price apply to all items catalog?	No	NR	Yes	Yes	Yes
66	If Other, please state:	Discount does not apply to drop ship or promotionally priced items	NR	n/a	NR	n/a
67	Cost Plus Does cost plus pricing apply to all items?	No	NR	No	No	Yes
68	If Other, please state:	We do not offer Cost Plus Discounts.	NR	NR	N/A	NR
69	What month and year is your current catalog published? (If applicable)	4/1/2019	NR	1/1/2019	1/31/2019	5/22/2019
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	NR	Yes	Yes	Yes
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	Yes	NR	Yes	Yes	Yes
72	Sales Representative information.	NR	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	J.R. Esparza	Marcelina Garcia	Sandra De Leon	Ray Martinez	Trey Gonzalez
74	Representative Location Please provide the location (city and state) of representative.	Pearland, TX	McAllen, TX	Edinburg, Texas	Edinburg, Texas	Mcallen TX
75	Representative Telephone Number	(831) 641-3071	956-687-3625	(956) 383-3861	(800) 421-5354 x7995	(956) 682-0552
76	Representative Cellular Number	(713) 202-2495	NR	(956) 330-9857	(956) 357-5352	(956) 778-7188
77	Representative Fax Number	(800) 836-9515 x2671	956-687-3625	(956) 316-0253	(310) 537-7990	(956) 682-6271
78	Representative Email Address	jresparza@discountschoolsupply.com	amistad1416@yahoo.com	sandra@gatewayp.com	rmartinez@lakeshorelearning.com	lamacmcallen@gmail.com
79	What is the e-mail address for all Purchase Orders to be sent to?	bids@discountschoolsupply.com	amistad1416@yahoo.com	csr.rgv@gatewayp.com	orderdept@lakeshorelearning.com	lamacmcallen@gmail.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	Yes	NR	No	No	Yes
81	Does your company charge packing and handling?	Yes	NR	No	No	No
82	If yes, how much? and explain.	S/H is free on stock orders greater than \$99 after discount. Otherwise S/H is \$10 for Stock orders.	NR	n/a	N/A	10.00
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	NR	Yes	Yes	Yes

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Att #	Attribute Name	Discount School Supply (Earlychildhood LLC)	floreria la amistad wholesale	Gateway Printing	Lakeshore Learning Materials (Lakeshore Equipment Company)	Lamac (Trey Gonzalez)
84	What would be the delivery time once a purchase order is received? Please provide number of days.	2-7 business days for stock items	NR	E.T.A. can vary from 7 to 10 business days.	7-10 Business Days ARO.	5 to 7 days
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	NR	No	No	No
86	If yes, how much?	It is on a case by case basis	NR	n/a	N/A	0
87	Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	Discount is only on Stock items. Shipping is free on stock orders greater than \$99 after discount.	NR	n/a	Yes, on orders under \$100.00. FREE freight on orders over \$100.00, shipping to one location. For orders under \$100, please estimate freight charges at 15% of the subtotal, with a minimum freight charge of \$6.00.	10.00
88	Can you deliver to all locations district wide?	Yes	NR	Yes	Yes	Yes
89	If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR	NR
90	Hourly Labor Charge - Straight Time	NR	NR	NR	other (list description)	NR
91	If other, list description	NR	NR	n/a	Lakeshore provides complimentary White-Glove Delivery & Installation on single-classroom orders \$10,000 and over. For orders under \$10,000, please contact your Regional Manager Ray Martinez at (956) 357-5352 or at rmartinez@lakeshorelearning.com.	NR
92	Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR	NR
93	If other, list description	NR	NR	n/a	N/A	NR
94	Hourly Labor Charge - Extra Man - Straight Time	NR	NR	NR	NR	NR
95	If other, list description	NR	NR	n/a	N/A	NR
96	Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR	NR
97	If other, list description	NR	NR	n/a	N/A	NR
98	Materials are charged: (select one)	NR	NR	NR	NR	NR
99	Please state amount of charge for the selection from the previous question.	NR	NR	n/a	N/A	NR
100	If other, please explain.	NR	NR	We are not bidding on labor.	N/A	NR

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
CATALOG BID OPENING: MAY 28, 2019 @ 3:00 P.M.

Att #	Attribute Name	Nasco Education LLC (Nasco)	Quill LLC	School Specialty, Inc.	TEACHER DIRECT (TDSA, LLC)	Teacher Heaven, Inc.
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR	NR
59	Off Shelf Price	NR	0%	NR	0.05%	10%
60	Off Catalog Price (MFG. Suggested List Price)	20%	15%	NR	0.05%	10%
61	Cost Plus	NR	0%	NR	NR	NR
62	Unit / Quantity / Volume Discount	No	No	NR	No	No
63	Shelf Price / Store Does discount off shelf price apply to all items in store?	No	No	NR	Yes	Yes
64	If Other, please state:	Our store is located in Fort Atkinson, Wisconsin	N/A	Discount off List Price at time of the order: Main 081 unit: 35% off Supplies, 14% off Furniture/Equipment/Audio-Visual; 0% off products under Educator's Publishing Service unit; refer to cover letters for exceptions	NR	NR
65	Catalog Price Does catalog price apply to all items catalog?	Yes	No	Other	No	Yes
66	If Other, please state:	NR	Additional discount categories 10% Janitorial & Stock Furniture, 12% Ink & Toner, 15% on School & Office Supplies, see cover letter for catalog discount exclusions	There are some product exceptions. Please refer to our cover letters for details.	All items excluding Early Childhood Resources activity tables and chairs (ELR)	Shipping charges will apply to all delivered merchandise, which must be pre-paid by the customer. See Bid Deviations for Specifics.
67	Cost Plus Does cost plus pricing apply to all items?	No	No	NR	NR	Other
68	If Other, please state:	NR	N/A	NR	NR	Teacher Heaven does not offer Cost Plus pricing.
69	What month and year is your current catalog published? (if applicable)	12/1/2019	1/1/2019	NR	1/1/2019	NR
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	No	NR	Yes	No
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	No	No	No	Yes	No
72	Sales Representative information.	NR	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	Bob Elliott	Christopher Denton	Ben Plata	JOSH BOX	Karen Walker
74	Representative Location Please provide the location (city and state) of representative.	Modesto, California	Lincolnshire, IL	McAllen, TX	BIRMINGHAM, AL	Houston, TX
75	Representative Telephone Number	(800) 558-9595 x6570	(800) 789-7020 x1468	(956) 368-3986	(888) 322-4377	(281) 879-9887 x101
76	Representative Cellular Number	NR	NR	(956) 342-8903	(888) 322-4377	NR
77	Representative Fax Number	NR	NR	(888) 388-6344	(888) 628-5678	NR
78	Representative Email Address	bellio@enasco.com	christopher.denton@quill.com	ben.plata@schoolspecialty.com	JOSH@TEACHERDIRECT.COM	orders@teacherheaven.com
79	What is the e-mail address for all Purchase Orders to be sent to?	orders@enasco.com	eorder@quill.com	orders@schoolspecialty.com	ORDERS@TEACHERDIRECT.COM	orders@teacherheaven.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	Yes	No	No	No	No
81	Does your company charge packing and handling?	No	No	No	Yes	No
82	If yes, how much? and explain.	NR	N/A	NR	FREE SHIPPING OVER \$48. ORDERS UNDER \$48, \$8.00 SHIPPING. RED TRUCK ITEMS 15% BLUE TRUCK ITEMS 15% (58 MIN) BLACK TRUCK ITEMS 15% (98 MIN)	NR
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes	Yes	Yes	Yes

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
CATALOG BID OPENING: MAY 28, 2019 @ 3:00 P.M.

Att #	Attribute Name	Nasco Education LLC (Nasco)	Quill LLC	School Specialty, Inc.	TEACHER DIRECT (TDSA, LLC)	Teacher Heaven, Inc.
84	What would be the delivery time once a purchase order is received? Please provide number of days.	3-5 days aro	1-2 BUSINESS DAYS ARO STOCK	7-10 days ARO for instock items; refer to Deviations and Clarifications document for exceptions.	3-5 DAYS	Standard Delivery is 14 days, but may be delayed if merchandise is on backorder from our vendor and/or warehouse.
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	No	Yes	No	Yes
86	If yes, how much?	Return or exchange privileges are granted only upon request, and only on stock merchandise within 30 days of date of invoice. Restocking fees may apply. You may contact our Customer Care team by writing or calling toll-free 1.800.558.9595, use option 2.	N/A	15-20% restock fee dep. on item; refer to http://www.schoolspecialty.com/returns	NR	20%
87	Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	\$99.00 minimum order to receive free shipping	N/A	We are offering you free non-parcel discount above is F.O.B. Pharr with a minimum S&H; Parcel orders larger than \$49 qualify for free standard S&H; refer to our cover letters for details and exceptions.	NR	No minimum order, actual shipping charges apply to all delivered merchandise. (UPS, minimum \$10.95)
88	Can you deliver to all locations district wide?	Yes	Yes	Yes	Yes	Yes
89	If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR	NR
90	Hourly Labor Charge - Straight Time	NR	NR	NR	NR	NR
91	If other, list description	N/A	N/A	NR	NR	NR
92	Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR	NR
93	If other, list description	N/A	N/A	NR	NR	NR
94	Hourly Labor Charge - Extra Man - Straight Time	NR	NR	NR	NR	NR
95	If other, list description	N/A	N/A	NR	NR	NR
96	Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR	NR
97	If other, list description	NR	N/A	NR	NR	NR
98	Materials are charged: (select one)	NR	NR	NR	NR	NR
99	Please state amount of charge for the selection from the previous question.	N/A	N/A	NR	NR	NR
100	If other, please explain.	NR	N/A	NR	NR	NR

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
CATALOG BID OPENING: MAY 28, 2019 @ 3:00 P.M.

Att #	Attribute Name	Triarco Arts & Crafts LLC	Youthlight, Inc.
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR
59	Off Shelf Price	NR	NR
60	Off Catalog Price (MFG. Suggested List Price)	20%	0%
61	Cost Plus	NR	NR
62	Unit / Quantity / Volume Discount	No	Yes
63	Shelf Price / Store Does discount off shelf price apply to all items in store?	No	NR
64	If Other, please state:	Our store is located in Fort Atkinson, Wisconsin	NR
65	Catalog Price Does catalog price apply to all items catalog?	Yes	Yes
66	If Other, please state:	EXCEPT FOR ITEMS WITH A NA OR NZ PREFIX-THOSE ITEMS CANNOT BE DISCOUNTED	NR
67	Cost Plus Does cost plus pricing apply to all items?	No	NR
68	If Other, please state:	N/A	NR
69	What month and year is your current catalog published? (If applicable)	12/1/2019	1/1/2019
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	NR
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	No	No
72	Sales Representative information.	NR	NR
73	Representative Name Please provide Name of Representative.	TERRY CAYTON	Sandra C. McCarthy
74	Representative Location Please provide the location (city and state) of representative.	PLYMOUTH, MINNESOTA	105 Fairway Pond Dr. Chapin, SC 29036
75	Representative Telephone Number	(612) 413-0874	(800) 209-9774
76	Representative Cellular Number	NR	NR
77	Representative Fax Number	NR	(803) 345-0888
78	Representative Email Address	TCLAYTON@TRIARCOARTS.COM	smcarthy@youthlightbooks.com
79	What is the e-mail address for all Purchase Orders to be sent to?	ORDERS@TRIARCOARTS.COM	airizarry@youthlightbooks.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	Yes	No
81	Does your company charge packing and handling?	No	Yes
82	If yes, how much? and explain.	NR	Under \$70.00=\$6.95 \$70.00-\$299.99=10% of st \$300.00-\$999.99=6% of st \$1,000.00+=4% of st
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
CATALOG BID OPENING: MAY 28, 2019 @ 3:00 P.M.

Att #	Attribute Name	Triarco Arts & Crafts LLC	Youthlight, Inc.
84	What would be the delivery time once a purchase order is received? Please provide number of days.	3-5 DAYS ARO	10 business days
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	No
86	If yes, how much?	Return or exchange privileges are granted only upon request, and only on stock merchandise within 30 days of date of invoice. Restocking fees may apply. You may contact our Customer Care team by writing or calling toll-free 1.800.558.9595, use option 2.	NR
87	Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	\$99.00 MINIMUM ORDER REQUIREMENT TO RECEIVE FREE SHIPPING	N/A
88	Can you deliver to all locations district wide?	Yes	Yes
89	If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR
90	Hourly Labor Charge - Straight Time	NR	NR
91	If other, list description	N/A	NR
92	Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR
93	If other, list description	N/A	NR
94	Hourly Labor Charge - Extra Man - Straight Time	NR	NR
95	If other, list description	N/A	NR
96	Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR
97	If other, list description	N/A	NR
98	Materials are charged: (select one)	NR	NR
99	Please state amount of charge for the selection from the previous question.	N/A	NR
100	If other, please explain.	NR	NR

PHARR - SAN JUAN - ALAMO I.S.D.
ARTS AND CRAFTS, EQUIPMENT, SERVICE AND SUPPLIES CATALOG BID # 19-20-002
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Responding Supplier	Signature Full Name	Signature Email	Supplier Notes
American Ceramic Supply Company	Ginger Famigletti	sales@americanceramics.com	Our Educator Catalog prices already reflect discounts up to 60% off MSRP and DO NOT include shipping. Quotes given prior to or at time of order placement will include shipping, which will be billed as a separate line item on the invoice. Prices are subject to change should manufacturer(s) implement price changes. Quotes given will reflect current prices.
Blick Art Materials (Blick Art Materials LLC)	Heather Havens	Contracts@dickblick.com	Thank you for the opportunity to bid. Please reference Blick bid QD20000 when ordering. Please see attached discount offer letter for exclusions and clarifications to our discount offer and free shipping terms.
CIELO OFFICE PRODUCTS	DAVID BARRERA	DBARRERA@CIELOOFFICE.COM	
Cindy Sandoval	CYNTHIA ELIZABETH SAN	sandovalcynthia705@gmail.com	
Copy Plus LLC	Lorissa Pecina	lorissa@copyplusonline.net	
Discount School Supply (Earlychildhood LLC)	Jennifer Sabado-Rios	bids@discountschoolsupply.com	
floreria la amistad wholesale	sylvia cantu	amistad1416@yahoo.com	
Gateway Printing	Chris Diaz	cdiaz@gatewayp.com	
Lakeshore Learning Materials (Lakeshore Equipment Company)	Malissa Ramos	biddept@lakeshorelearning.com	Please reference "Per Bid #19-20-002" on all purchase orders. Delivery in 7-10 Business Days ARO. Discount is not applicable to sale items. Please visit us at www.lakeshorelearning.com today!
Lamac (Trey Gonzalez)	Salvador T Gonzalez	lamacmcallen@gmail.com	
Nasco Education LLC (Nasco)	Michelle Au	quotes@enasco.com	Thank you for allowing us to submit a bid for consideration. Please see attached quote terms.
Quill LLC	Karrie Campanella	bid@quill.com	
School Specialty, Inc.	Amy Fuss	bidnotices@schoolspecialty.com	
TEACHER DIRECT (TDSA, LLC)	JOSH BOX	JOSH@TEACHERDIRECT.COM	
Teacher Heaven, Inc.	Shelby Richardson	bids@teacherheaven.com	Teacher Heaven is a chain of educational materials stores based in Austin, TX. Shop our stores in Austin, Houston, Lubbock, and Albuquerque or online at www.teacherheaven.com . Purchase orders/quote requests may be emailed to orders@teacherheaven.com . Teacher Heaven carries a wide variety of classroom resources including STAAR resource bks, pockets charts, decor, incentives, rewards, arts and crafts, and much more.
Triarco Arts & Crafts LLC	Michelle Au	bids@triarcoarts.com	Thank you for allowing us to submit a bid for your consideration. Please see quote terms attached. A pdf version of our catalog can be found on our website at www.etriarco.com .
Youthlight, Inc.	Sandra C. McCarthy	smccarthy@youthlightbooks.com	