

**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 3/31/11**

**SUMMARY OF RESULTS**

<b>Participating Firms</b>	<b>Kurtz Bros.</b>	<b>Highsmith Inc.</b>	<b>Lakeshore Learning Materials</b>	<b>US Toy Co d/b/a/ Constructive Playthings</b>	<b>PITSCO</b>
<b>Discount Values</b>					
1.Catalogs	School Supplies Catalog No. 112	Upstart Catalog Highsmith Catalog	Lakeshore Learning; Lakeshore Elem 12345	Constructive Playthings	Pitsco Ideas and Solutions Big Book Catalog
2. Discounts	25% Classroom Instructional Supplies pages 2-551 Minimum Order \$75.00	18% off Supplies 5% off Furniture & Equip \$25 minimum	5% Discount	5% Discont off current catalog - Minimum order \$25.00	2% Discount – current catalog
3.Shipping	Free Shipping on orders totaling \$75.00/under \$75.00 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 552-783	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	\$30.00 hazardous material charge on catalog items marked as such. Items on website, but not in Pitsco catalog will not be covered
5. Sales Representative	Jeff Pistner Ph: 800-252-3811 Fax: 814-765-8690 <a href="mailto:jpistner@kurtzbros.com">jpistner@kurtzbros.com</a>	Cheryl Stedman 800-543-2180	Adrienne Hilliard 800-421-5354	Michael Klein Pres Mary Castro 800-448-2972 <a href="mailto:ustoy@ustoyco.com">ustoy@ustoyco.com</a>	Angela Watson 800-835-0686 <a href="mailto:awatson@pitsco.com">awatson@pitsco.com</a>
6. Website	<a href="http://www.kurtzbros.com">www.kurtzbros.com</a> order on-line with Visa		<a href="http://www.lakeshorelearning.com">www.lakeshorelearning.com</a>	<a href="http://www.cptoys.com">www.cptoys.com</a>	<a href="http://www.pitsco.com/forms/correction.htm">www.pitsco.com/forms/correction.htm</a>
7. Reference #	06CM-77	Discount 46687 06CM-77	06CM-77	BID #8302FT600 06CM-77	PIT-602-04-101231

<b>Participating Firms</b>	<b>ETA Cuisenaire</b>	<b>Childcraft Education Corp.</b>	<b>Hearlihy</b>	<b>Kaplan Early Learning Co.</b>	<b>School Specialty</b>
<b>Discount Values</b>					
1.Catalogs	Math K-12 Science K-9 Reading K-6	Primary Grades (K-Gr. 3) catalog	Hearlihy Curriculum Supply Catalog	Kaplan Catalog Primary Learning Catalog	School Specialty Education Essentials Catalog
2. Discounts	Math – 18% Disc Science – 10% Disc Reading – 6% Disc	10% Discount minimum order of \$100.00	2% Discount	15% Discount off Catalog	20% discount off current catalog
3.Shipping	Free Shipping	Free shipping	Free Shipping	Free Shipping	Free shipping- in stock orders Freight will be charged for all items that include the suffix “N” in item no.
4. Exceptions	No Discount <b>Math</b> M6P-,E6p-,P6P-,J6P-,INP- <b>Science</b> T6P-,INP- <b>Reading</b> R6P-,L6P- INP-. 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>	<ul style="list-style-type: none"> <li>• Hazardous materials charge \$30.00</li> <li>• Modules and Lesson plans exempt from discount</li> </ul>	<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,Tera, Plai, Teld</li> </ul>	Furniture and Equipment
5. Sales Representative	Carolyn Vanco 800-445-5984 ext 5177 <a href="mailto:cvanco@etacuisenaire.com">cvanco@etacuisenaire.com</a>	Stephen Herren 800-631-5652	Carrie Lee 1-866-622-1003 clee@hearlihy.com	Hope Meadows 800-334-2014 x3205 <a href="mailto:meadow@kaplanco.com">meadow@kaplanco.com</a>	Michelle Debo 1-888-388-3224
6. Website	<a href="http://www.etacuisenaire.com">www.etacuisenaire.com</a>	<a href="http://www.childcraft.com">www.childcraft.com</a>	<a href="http://www.hearlihy.com">www.hearlihy.com</a>	<a href="http://www.k3promarylearnin.com">www.k3promarylearnin.com</a>	<a href="http://www.educationessentials.com">www.educationessentials.com</a>
7. Reference #	06CM-77	06CM-77	HCO-602-04-101231 06CM-77	06CM-77	Bid 2006171393AP 06CM-77

<b>Participating Firms</b>	<b>Frey Scientific</b>	<b>Dick Blick Art Materials</b>	<b>ABC</b>	<b>Nasco</b>
<b>Discount Values</b>				
1. Catalogs	Frey Scientific Catalog	Blick Art Materials Catalog	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 – minimum order \$100.00	Science 15%, Arts & Crafts 20%, (Fam & Consumer Sci., Math, Early Learning, Reading Res., Hands on Health, Agricultural Sci., PE, Sp.Ed. ) 10%
3. Shipping	Free Shipping Except Hazardous materials, live materials and items marked with a truck icon	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, items priced in red and items with a prefix of 10 & 11 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 <a href="mailto:customercare@freyscientific.com">customercare@freyscientific.com</a>	Amy Pickrel 800-704-7744 <a href="mailto:a.pickrel@dickblick.com">a.pickrel@dickblick.com</a>	William H. Erwin 800-669-4222 <a href="mailto:bids@abcschoolsupply.com">bids@abcschoolsupply.com</a>	Dave Johnson, Mgr 1-800-558-9595 Fax 1-920-563-8296 <a href="mailto:Info@Enasco.com">Info@Enasco.com</a>
6. Website	<a href="http://www.freyscientific.com">www.freyscientific.com</a>	<a href="http://www.dickblick.com">www.dickblick.com</a>	<a href="http://www.abcschoolsupply.com">www.abcschoolsupply.com</a>	<a href="http://www.eNASCO.com">www.eNASCO.com</a>
7. Reference #	C-928473-F 06CM-77	V#601206459 06CM-77	BID # 06CM-77	06-86575 06CM-77

<b>Participating Firms</b>	<b>School &amp; PreSchool</b>
<b>Discount Values</b>	<b>Supply Center t/a</b>
	<b>Learning How</b>
1.Catalogs	Learning How Catalog
2. Discounts	15%
3.Shipping	Free Shipping
4. Exceptions	
5. Sales Representative	Phyllis Fitzpatrick 410-242-7100
6. Website	
7. Reference #	06CM-77

<b>Participant</b>	<b>References</b>	<b>Insurance</b>	<b>Financial</b>	<b>Sticker</b>	<b>Catalog</b>
<b>Kurtz Bros.</b>	X Will fax by 3/14 Jeff Pistner	x	x	x	x
<b>Highsmith</b>	X Will fax by 3/14 Cheryl Stedman	x	x	x	x
<b>Lakeshore Learning</b>	x Will fax Ins. Mail Fin. By 3/14 Adrienne Hilliard	x	x	x	x
<b>US Toys/Constructive PI</b>	x Will fax by 3/14 Mary Castro	X	x	x	x
<b>Pitsco 800-835-0686</b>	X Will fax by 3/14 Angela Watson	X	x	x	x
<b>ETA Cuisenaire</b>	X Will fax by 3/14 Carolyn Vanco	X	x	x	x
<b>Childcraft Ed. Corp.</b>	X Will fax by 3/14 Kathy Redcay	X	X	X	x
<b>Hearlihy 866-622-1003</b>	X Will fax or email 3/15 Carrie Lee	X	x	x	x
<b>Kaplan Early Learning</b>	X Will send Annl. Rpt 3/14 Hope Meadows	X	x	X	x
<b>School Specialty</b>	X Will fax 3/15 Anita Stevens	x	X Annual Report Filed in Childcraft	x	x
<b>Frey Scientific</b>	X Debbie Tackett 3/20	x	X	X	x
<b>Dick Blick</b>	X Will fax by 3/14 Amy Pickrel	X	x	X	x

<b>ABC</b>	XWill fax by 3/14 Kathy Redcay	X	X	X	x
<b>Nasco</b>	XWill email by 3/14 Dave Johnson	X	X	x	x
<b>Learning How</b>	Spoke to Mike Wayland 3/14- will send Ins, Cr. Letter, sticker and catalog	X	x	X	X

X=Have