

Henderson County Schools

1805 Second Street, Henderson, Kentucky 42420
(270) 831-5000 Fax: (270) 831-5009
www.henderson.kyschools.us



TO: Dr. Thomas Richey, Superintendent
And School Board Members

FROM: Walt Spencer, CPA
Assistant Superintendent of Finance

DATE: November 19, 2012

SUBJ: Bid Recommendations

The following three items (Teaching Supplies, Science Supplies, and Building Supplies) were bid since the October Board Meeting.

TEACHING SUPPLIES #20-12-5-11

Bids were received from fourteen solicited vendors and eleven vendors from the Web posting. We are recommending awarding the bid to all who responded to allow the buyer to have the best option for both price and availability.

SCIENCE SUPPLIES #21-12-5-11

Bids were received from six solicited vendors and nine vendors from the Web. We recommend awarding the bid to all of the responding vendors so the buyer has the option of selecting the best product for price and availability.

BUILDING SUPPLIES # 22-12-5-11

Bids were received from three of the five solicited vendors. All were discounted equally. We recommend that the bid be awarded to all three local vendors.

Henderson County Board of Education
1805 Second Street
Henderson, KY 42420

TABULATION FOR BIDS FOR TEACHING SUPPLIES
Bid # 20-12-5-11

COMPANY	Business Equip.	Classroom Products	Crafton's	EAI Education	ETA hand2mind
Percentage of Discount off Established Price	34%	No Bid	5%	15%	5% including catalog item numbers containing a P in the 3rd position of the item number
Exceptions				Catalog discount does not apply to calculators & peripherals, CBLs, CVRs, probes, navigator systems, software, storage products, stopwatches of timers. Discount cannot be combined with other offers, including current discounts through bids, quotes, web sale prices or EAI coupons.	Professional Development is excluded from the discount as are Custom Kits & sale items
Vendor Quote No.- Must show on P.O.	No		No	Bid # 20-12-5-11	#20-12-5-11
Kind of price structure discount bid applies to:					
Retail	XX		XX	XX	XX
Wholesale					
Freight Policy	No		No	Orders over \$100 free shipping Orders under \$100, \$7.00 for shipping	Free ground shipping UPS Next Day, Second Day & 3 Day Select are excluded.
Phone	270-826-8341		270-826-4946	800-770-8010	800-445-5985 X 5177
Fax	270-826-3288		270-826-4946	201-891-5689	888-333-9588

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Bid # 20-12-5-11

COMPANY	Really Good Stuff	Scholastic	School Specialty	Smile Makers	Smith & Butterfield
Percentage of Discount off Established Price	3-15% Volume discount on orders over \$30 where indicated in print catalogs	No Bid	12%	10%	50%
Exceptions					
Vendor Quote No.- Must show on P.O.	No		2012253180SS	Y 133496	No
Kind of price structure discount bid applies to:					
Retail	XX		XX	XX	XX
Wholesale					
Freight Policy	S/H added to each order		Free	No charge on orders greater than \$50	No Charge
Phone	203-261-1920 X 246		888-388-3224	864-583-2405 X 6244	812-455-8520
Fax	203-268-8120		888-388-6344	864-327-1712	812-429-0532

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Bid # 20-12-5-11

COMPANY	Lake-shore Learning	Mobile School Supply	ACE Educational	Attainment Company	Demco
Percentage of Discount off Established Price	5%	No Bid	10%	5%	No Bid
Exceptions			Catalog and Website only	Will quote larger discount on quantity requests	
Vendor Quote No.- Must show on P.O.	Bid # 20-12-5-11				
Kind of price structure discount bid applies to:					
Retail	XX			XX	
Wholesale					
Freight Policy	Free on orders over \$500 Under \$500 at 15%		Orders over \$50 from catalog or website free shipping Add 20% to items with shipping symbols.	5%... Can be waived as part of a quote.	
Phone	800-421-5354		800-432-0213	800-327-4269	608-241-1201
Fax	310-537-7990		800-865-5564	800-327-4269	608-241-1799

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TABULATION FOR BIDS FOR TEACHING SUPPLIES
Bid # 20-12-5-11

COMPANY	Fisher Scientific Company LLC	High-Smith	Jr. Library Guild	Ellison Educational Equipment, Inc.	Follett Educational Services, Inc.
Percentage of Discount off Established Price	26%	No Bid	0%	25%	0%
Exceptions	Discount excludes items that end with "ND" Catalog pricing is updated every January			Contact Sue Ellen Clements in Finance for exceptions.	
Vendor Quote No.- Must show on P.O.	MG-354142-10F		No	20-12-5-11	No
Kind of price structure discount bid applies to:	Science Supply Distributor				
Retail					XX
Wholesale			XX		
Freight Policy	Free on all orders over \$200 excluding live, hazardous, and motor freight items		Free	Contact Sue Ellen Clements in Finance for extra shipping charges.	Free shipping/FOB Destination
Phone	800-955-1177		800-491-0174	800-253-2238	800-621-4272
Fax	800-955-4763		800-827-3080	800-253-2240	800-638-4424

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Bid # 20-12-5-11

COMPANY	Steps to Literacy	Teacher's Aid	TFH	Frey Scientific	Health Edco
Percentage of Discount off Established Price	5%	20%	8%	25%	8%
Exceptions					
Vendor Quote No.- Must show on P.O.	20-12-5-11	No	No	C-025406152-F	No
Kind of price structure discount bid applies to:					
Retail	XX	XX	XX	XX	XX
Wholesale					
Freight Policy	\$5 on orders under \$50: 10% on orders over \$50	Free on most orders except equipment & oversized items	0-\$299 = 15%, \$300-\$999 = 13%, \$1000 & over = 5%	Free on all items except live, hazardous , and products shipping by motor-freight	FOB Destination
Phone	800-895-2804	270-683-3443	724-444-6400	800-225-3739	800-299-3366
Fax	866-560-8699	270-683-0488	724-444-6411	877-256-3739	888-977-7653

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Bid # 20-12-5-11

COMPANY	Kaplan Early Learning Company	NCS Pearson	Premier Agendas, Inc	Quill Corporation	Schoolhouse Outfitters LLC
Percentage of Discount off Established Price	17%	0%	0%	10%	0-20
Exceptions	Contact Sue Ellen Clements in Finance for explanation of exceptions. \$300 minimum order required.				5
Vendor Quote No. - Must show on P.O.			No	Bid # 12-4123	No
Kind of price structure discount bid applies to:				Catalog discount	
Retail	XX	XX	XX		XX
Wholesale					
Freight Policy	Free shipping on orders over \$300	Standard shipping calculated according to the order size and added to invoice. <\$500 = 6% (min \$10): \$500 to \$2499 = 5%: \$2500+ = 4% Learning Assessments: Educational S/H 8.5% of total order	10-12% of order subtotal Shipping is included in pricing and will be itemized separately on final invoice	Free shipping in stock items	Freight added to each order and vary by items ordered
Phone	800-334-2014	800-627-7271	800-536-2959	800-634-4809	800-260-2776
Fax	336-712-2243	800-232-1223	800-880-3287	800-789-2016	800-494-1036

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TABULATION OF BIDS FOR SCIENCE SUPPLIES

Bid # 21-12-5-11

COMPANY	Bio Corp.	Carolina Biological Supply	Cynmar	Fisher Science Education	Flinn Scientific	Frey Scientific	Lake Shore Learning	Nasco Fort Atkinson
Percentage of Discount off Established Price	5%	5%		26%	10%			15%
No. - Must show on P.O. to receive discount	09-55	P/104737		MG-354142- 10F		C-025406152-F		10528
Exceptions to Discount	Pail packing, live	Contact Sue Ellen Clements for exceptions.		Discount excludes items that end with "ND"	Live material Lab furniture Flinn Spectrophotometer & Accessories Computer Software Technology products E-Learning	No discount on School Specialty Products with a prefix of N		\$50 minimum order required Xenopus frogs & live material coupon cards are excluded
Freight Policy		Contact Sue Ellen Clements for Freight		Free on orders over \$200 excluding live, hazardous and motor freight items	FOB Destination, some exceptions			FOB Destination
Extra Charges	Tables & Stools			A hazardous materials surcharge of \$27.50 where applicable Fuel surcharge	Free shipping on most catalog items excluding live material, lab furniture, hazardous material, items requiring truck freight, technology products	Live specimens, hazardous material and products that must ship by motor freight		Contact Sue Ellen Clements for extra freight charges
Address	Rebecca Hedstrom 3910 Minnesota St Alexandria, MN 56308	Elizabeth Stanfield 2700 York Rd Burlington, NC 27215		Kim Wilk 4500 Tyrnberry Hanover Park, IL 60133	Jim Nesbit PO Box 219 Batavia, IL 60510	Trish Kookan 80 Northwest Blvd Nashua, NH 03063		Dave Johnson PO Box 901 Fort Atkinson, WI 53538-0901
Phone	320-763-9094	336-584-0381	800.223.3517	800-955-1177	800-452-1261	800-225-3739	800-421-5354	800-558-9595
Fax	320-763-3858	336-538-6330	800.754.5154	800-955-4763	866-452-1436	877-256-3739	310-537-7990	800-372-1236

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Bid # 21-12-5-11

COMPANY	Parco	Ace Education Supply	Products Unlimited	Sargent Welch	Wards Science National	School Outfitters	Acorn Naturalist	Pitsco
Percentage of Discount off Established Price	20%	10%	15%	26%	12%	0-20%	5-20%	4%
No. - Must show on P.O. to receive discount	PQA11148	No		119799-CT	C211076-999		No	526556
Exceptions to Discount	Furniture, fume hoods, promotional items	Orders over \$50 from catalog or Website		Items designated by catalog price ending in "g"	Vernier Brand LabPro Probes & Sensors, RED Brand Probes & Sensors, Bio-Rad Brand producta and special-order items	Discounts offered off our already discounted prices on Website	Contact Sue Ellen Clements for exceptions.	Contact Sue Ellen Clements for exceptions.
Freight Policy	UPS ground (call for quote if necessary)	Free over \$50 unless has shipping symbol	Freight/SR Overnight freight	FOB Destination on all orders over \$200	All items designated by catalog price ending with a "g" shipped at catalog net price	Will vary by items ordered	Contact Sue Ellen Clements for shipping charges.	Contact Sue Ellen Clements for shipping charges.
Extra Charges	Freight if order is less than \$50	Add 20% if item has shipping symbol	Hazardous shipments	Hazardous materials charge if applicable	Hazardous materials		Expedited shipping	Hazardous material
Address	Kimberly Young PO Box 851559 Westland, MI 48185	Richard Ludwig 5595 South University Drive Davie, FL 33328	Susan Raihel PO Box 339 Justin, TX 76247	Ray Kirfeldt 3850 N Wilke Rd Arlington Heights, IL 60004	Patti Luciano PO Box 92912 Rochester, NY 14692-9012	Emily Wilson 3736 Regent Ave Cincinnati, OH 45212	Mikerra Stonehawk 155 El Camino Real Tustin, CA 92780	Angela Watson PO Box 1708 Pittsburf, KS 66762
Phone	877-592-5837	800-432-0213	800-865-4683	847-463-1180	800-962-2560	800-260-2776	800-422-8886	800-835-0686
Fax	877-592-5838	800-865-5564	940-648-3407	800-814-0607	877-247-0176	800-494-1036	800-452-2802	800-533-8104

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TABULATION OF BIDS FOR SCIENCE SUPPLIES
Bid # 21-12-5-11

COMPANY	Science Kit
Percentage of Discount off Established Price	20%
No. - Must show on P.O. to receive discount	SE21746
Exceptions to Discount	Contact Sue Ellen Clements for Exceptions
Freight Policy	Free with exceptions below
Extra Charges	Live, hazardous items, motor freight items or any air shipping
Address	Trisha Case PO Box 5003 Tonawanda, NY 14151
Phone	800-828-7777
Fax	800-828-3299

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TABULATION OF BIDS FOR BUILDING SUPPLIES & MATERIALS					
22-12-5-11					
December 1, 2012 through November 30, 2013					
Company ----- >	Complete Lumber	Norris Ace Home Center	Lowe's West Side Evansville	Lowe's Henderson	Architectural Sales Div. of Lensing Wholesale
PERCENTAGE OF DISCOUNT OFF LUMBER PRICE	5%	5%	No Bid	5%	No Bid
PERCENTAGE OF DISCOUNT OFF HARDWARE	5%	5%		5%	
PERCENTAGE OF DISCOUNT OFF DRYWALL	0%	5%		5%	
DELIVERY CHARGES (if applicable)	0	0		0	
Fuel Surcharge					
Phone Number	827.841	826.7733		869-6500	
Address	P. O. Box 677 Henderson, KY	1910 U.S. 41 N. Henderson, KY		2190 U.S. 60 East Henderson, KY	