

## ELCHC Board of Directors Meeting-November 4, 2024

CONSENT

ITEM IV.B.

**ISSUE:** Approval of allocation of funds for early childhood education classroom materials

**FISCAL IMPACT:** Not to exceed \$265,000 for FY25, \$275,600 for FY26, and \$286,630 for FY27

**FUNDING SOURCE:** Florida Department of Education, Division of Early Learning, School Readiness Quality funds

**RECOMMENDED ACTION:** Approval of allocation of funds to Discount School Supply, Lakeshore Learning, and Becker's School Supplies as noted in the Awards table below

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### NARRATIVE:

**Vendors Present at the Meeting:** Shannon Harding, MA, Discount School Supply/Really Good Stuff Central/North Florida Account Manager; Erik Zubal, Regional Sales Manager, Lakeshore Learning, and Paul Becker, Owner, Becker's School Supplies.

**Brief History:** Early Learning Coalitions are required to offer programming targeted for children birth to 3 years old, and children 3 to 5 years old require literacy and science supports to be better prepared for kindergarten. As a result, the Early Learning Coalition of Hillsborough County has developed three programs that require classroom materials: the Hillsborough Infant and Toddler Initiative (HITI), iSpy, and Literacy All Year. The Early Learning Coalition of Hillsborough County contracts yearly with one or more vendors to be the supplier of classroom materials.

**Product and Services:** The Early Learning Coalition of Hillsborough County is seeking approval to enter into separate three-year contracts with three vendors for early childhood classroom materials for three programs.

**Purpose:** HITI: to increase families' access to quality infant toddler care by encouraging participating providers to open new spaces for children birth to 3 years old and/or improve the environments in existing classrooms. The classroom materials, furnishings, and equipment will facilitate the environmental improvements in the most cost-effective manner. iSpy: to enhance reading, science, and mathematics proficiency among preschoolers aged 3-5. This is achieved through engaging play-based learning activities. The iSpy Tampa Bay Program offers a unique platform for children to actively participate in science and nature-based play, both within the classroom and in their home. This program not only cultivates a natural sense of curiosity but also amplifies vocabulary and ignites imaginative thinking. Literacy All Year: to better equip preschool teachers with literacy

materials and specific training to help close the literacy gap in children ages 3 to 5 and provide home libraries for children in participating classrooms.

**Goal:** To better prepare children for kindergarten entry. We see these programs actually improving kindergarten readiness based on VPK assessment scores. For FY24, children went from an initial PM1 score of 60% at or above benchmark to an improved PM3 score of 79% at or above benchmark at the end of the cycle. These three programs (HITI, iSpy, and Literacy All Year) have strong representation from providers in the underrepresented zip codes of Hillsborough County, including 33610, 33612, 33604, 33617, 33619, and 33527.

**Contract Performance:** We had FY24 contracts with both Discount School Supply and Lakeshore Learning, and both met contract performance deliverables. This is the first year contracting with Becker’s School Supplies.

**Procurement:** The RFP was posted from July 1, 2024 to July 31, 2024 (30 calendar days) on the Coalition website and MyFlorida Marketplace. A scoring team of 5 raters with early childhood education expertise (2 external to the Coalition) rated each proposal in each Goods Category.

Goods Category #1: Hillsborough Infant/Toddler Initiative	1-Discount School Supply	2-Lakeshore Learning	3-Becker's School Supplies
Rater #1	3.85	3.55	3.35
Rater #2	3.00	3.90	4.15
Rater #3	4.15	3.00	2.95
Rater #4	4.15	2.70	3.55
Rater #5	3.65	3.55	3.65
	18.80	16.70	17.65
Ranking	1	3	2
Project Budget = \$85,000			
Goods Category #2: iSpy materials for science and nature learning	1-Discount School Supply	2-Lakeshore Learning	3-Becker's School Supplies
Rater #1	4.00	4.00	Disqualified due to lack of items
Rater #2	4.15	3.90	Disqualified due to lack of items
Rater #3	3.50	3.40	Disqualified due to lack of items
Rater #4	3.95	3.00	Disqualified due to lack of items
Rater #5	3.65	3.40	Disqualified due to lack of items
	19.25	17.70	Disqualified due to lack of items
Ranking	1	2	
Project Budget = \$80,000			
Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative	1-Discount School Supply	2-Lakeshore Learning	3-Becker's School Supplies
Rater #1	3.10	4.15	3.50
Rater #2	3.45	3.90	3.70
Rater #3	3.50	2.95	3.30
Rater #4	3.95	3.75	3.25
Rater #5	3.35	3.55	3.50
	17.35	18.30	17.25
Ranking	2	1	3
Project Budget = \$60,000			

<b>AWARDS:</b>				
<b>Goods Category #1: Hillsborough Infant/Toddler Initiative</b>	<b>1-Discout School Supply</b>	<b>2-Lakeshore Learning</b>	<b>3-Becker's School Supplies</b>	<b>TOTAL</b>
Awards:	\$ 40,000	\$ -	\$ 65,000	\$ 105,000
<b>Goods Category #2: iSpy materials for science and nature learning</b>	<b>1-Discout School Supply</b>	<b>2-Lakeshore Learning</b>	<b>3-Becker's School Supplies</b>	<b>TOTAL</b>
Awards:	\$ 80,000	\$ 20,000	\$ -	\$ 100,000
<b>Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative</b>	<b>1-Discout School Supply</b>	<b>2-Lakeshore Learning</b>	<b>3-Becker's School Supplies</b>	<b>TOTAL</b>
Awards:	\$ -	\$ 60,000	\$ -	\$ 60,000
<b>TOTAL FY25 AWARDS:</b>	<b>\$ 120,000</b>	<b>\$ 80,000</b>	<b>\$ 65,000</b>	<b>\$ 265,000</b>
<b>TOTAL FY26 AWARDS (plus 4% potential cost escalation factor):</b>	<b>\$ 124,800</b>	<b>\$ 83,200</b>	<b>\$ 67,600</b>	<b>\$ 275,600</b>
<b>TOTAL FY27 AWARDS (plus 4% potential cost escalation factor):</b>	<b>\$ 129,800</b>	<b>\$ 86,530</b>	<b>\$ 70,300</b>	<b>\$ 286,630</b>

**Budget Impact:** Not to exceed \$265,000 for FY25, \$275,600 for FY26, and \$286,630 for FY27.



# **EARLY LEARNING**

COALITION OF HILLSBOROUGH COUNTY

## **REQUEST FOR PROPOSAL EARLY CHILDHOOD CLASSROOM MATERIALS**

**July 1, 2024 to July 31, 2024**

**Proposals should be directed to:**

**Gary Meyer  
Chief Financial Officer**

**Early Learning Coalition of Hillsborough County  
6302 E. Dr. Martin Luther King, Jr. Blvd.  
Suite 100  
Tampa, FL 33619**

**[gmeyer@elchc.org](mailto:gmeyer@elchc.org)**

I. **GENERAL INFORMATION**

A. **Purpose.** This request for proposal (RFP) is for the Early Learning Coalition of Hillsborough County (“ELCHC” or “Coalition”) to identify and contract with a single or multiple organization(s) or independent contractors that can provide early childhood classroom materials during the three-year period July 1, 2024 to June 30, 2027, with an option to renew for an additional three-year period.

B. **Who May Respond.** Any U.S.-based organization or independent contractor providing early childhood materials.

C. **Instructions on Proposal Submission.**

1. **Closing Submission Date.** Proposals must be submitted via email no later than 5:00 pm EST on July 31, 2024.

2. **Inquiries and Proposals.** Inquiries concerning this RFP and proposal submissions should be emailed to:

Gary Meyer  
Chief Financial Officer  
gmeyer@elchc.org

Please title subject “RFP: Early Childhood Classroom Materials Submission.”  
Hard (paper) copy submissions are not required.

3. **Conditions of Proposal.** All costs incurred in the preparation of a proposal responding to this RFP will be the responsibility of the Respondent and will not be reimbursed by the Early Learning Coalition of Hillsborough County (the “Coalition”),

It is the responsibility of the Respondent to ensure that the proposal is received via email by the Coalition by the date and time specified above. Late proposals will not be considered.

To ensure a fair review and selection process, personnel submitting proposals are specifically requested not to make other contacts with Coalition staff or members of the Board of Directors regarding this proposal during the proposal’s timeline. Failure to comply with this request will result in disqualification of the proposal.

4. **Right to Reject.** The Coalition reserves the right to reject any and all proposals received in response to this RFP. A contract for the accepted proposal will be drafted based upon the factors described in the RFP.
5. **Restricted Communications.** Communications with ELCHC personnel/and or ELCHC Board members, other than the Chief Financial Officer, regarding this RFP may result in rejection of such Respondent.
6. **ELCHC Project Manager.** See Cost Proposal section for the designated Project Manager for the related Goods Categories for the administration of the contract with the selected Respondent.
7. **Incomplete Proposals.** *FAILURE TO RESPOND TO ANY ITEM INCLUDING ANY REQUESTED INFORMATION, OR FAILURE TO FOLLOW THE RFP MAY RESULT IN THE SUBMISSION OF AN INCOMPLETE PROPOSAL AND MAY RESULT IN DISQUALIFICATION OF THE PROPOSAL FROM FURTHER CONSIDERATION.*
8. **Right to Seek and Consider Clarifying Information.** The ELCHC may seek clarifying information regarding the proposal. Such clarifying information shall be provided by the Respondent in writing. Such clarifying information may not modify any material portion of the Proposal, affect the price, or give one Respondent an advantage not enjoyed by other Respondents.
9. **Minority-Owned Businesses.** Efforts will be made by the Coalition to utilize woman, minority and/or service-disabled veteran owned businesses. No person or legal entity will be excluded from participation in, denied the benefits of, or otherwise discriminated against in connection with the award and performance of any Coalition procurement on the basis of race, color, religion, national origin, age, sexual orientation, disability or marital status.
10. **Public Records:** All documents and other records as defined in the Public Records Law received from Respondents are public records in accordance with Chapter 119, Florida Statutes. All records as defined in Chapter 119, Florida Statutes, made or received by the Contractor as part of the Services are public records subject to inspection and copying as provided by Chapter 119, Florida Statutes.

**11. Public Entity Crimes.** Pursuant to Section 287.133(3)(a), Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s.287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.

**12. Proposal Format and Administrative Requirements.** Respondents shall submit their requests via email in PDF format. Proposals should be clearly marked as such.

**13. Notification of Award.** It is expected that a decision selection will be made in August, 2024. Upon conclusion of final negotiations, all Respondents submitting proposals to this Request for Proposal will be informed about the selection decision. If both parties cannot agree on prices for a formal contract, the work will be rebid.

**II. DESCRIPTION OF ENTITY.** The Early Learning Coalition of Hillsborough County (ELCHC) was created in response to the School Readiness Act (s. 411.01, Florida Statutes (FS)) in 2000 and is dedicated to ensuring quality early care and education for children in Hillsborough County. The Coalition is a nonprofit corporation which has been determined to be exempt from Federal income tax under Section 501 (c)(3) of the Internal Revenue Code.

The project included in this RFP will be funded 100% from federal funds, with disclosure to comply with Public Law (P.L.) 103-333, s. 508.

**Mission:** The Early Learning Coalition of Hillsborough County provides children, birth to 5 years, high quality, equitable and inclusive early learning experiences preparing them for success in school and life through the collaboration of families, educators, and the community.

**FAST FACTS:**

- Current number of staff: 155
- 2023-2024 Operating Budget: \$150 million
- Number of board of directors: 24
- Approximately 1,200 child care providers in Hillsborough County
- 2023-2024 School Readiness children served: 13,500
- 2023-2024 Voluntary Pre Kindergarten (VPK) children served: 11,000
- Website to learn more: [www.elchc.org](http://www.elchc.org)

**II. SCOPE OF SERVICES NEEDED**

The Coalition seeks to contract for the purchase and delivery of early childhood classroom materials for three initiatives, including Hillsborough Infant & Toddler Initiative, iSpy materials for science and nature learning, and On My Way to Kindergarten/Literacy All Year. The proposal should include delivery fees and any discounts that may apply to orders that are placed.

**III. CONTRACT ETHICS**

- a. No employee of the Coalition who exercises any responsibilities in the review, approval, or implementation of the proposal or contract shall participate in any decisions, which affects his or her direct or indirect personal or financial interest.
- b. It is a breach of ethical standards for any person to offer, give or agree to give any Coalition employee, Board of Director, or for any Coalition employee, or Board of Director to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer of employment whenever a reasonably prudent person would conclude that such consideration was motivated by an individual, group or corporate desire to obtain special, preferential, or more favorable treatment than is normally accorded to the general public.

**IV. PROPOSAL SUBMISSION.** Proposals received after the deadline will not be accepted. It is neither Coalition’s responsibility nor practice acknowledging receipt of any proposal. It is the responder’s responsibility to assure that a proposal is received in a timely manner.

The Coalition reserves the right to reject any and all proposals, to waive irregularities and informalities, to request additional information from all



respondents, and further reserves the right to select the proposal which furthers the best interests of the Early Learning Coalition of Hillsborough County.

Each proposal shall be considered binding and in effect for a period of ninety (90) days following the proposal opening.

**VI. PROPOSAL CONTENTS.** The Respondent, in its proposal, shall at a minimum include the following:

**1. Organizational information**

- a. Bidder name
- b. Address
- c. Email
- d. Phone, and preferred method of contact
- e. Indicate, if appropriate, if the firm is a small or Certified Minority Business Enterprise (CMBE include certificate with RFP)
- f. Name where you maintain office(s)

**2. Methodology and Approach Narrative** – The Proposal shall include a narrative of the Respondent’s overall methodology and approach. Within the narrative, the Respondent shall include, but is not limited to, the following headings:

- a. An introduction and summary of the history of the firm.
- b. A list of key personnel of the firm who will be directly involved in working with the Coalition. This information should provide a brief resume, including years employed and appropriate experience/certifications. Thorough background inquiries and reference checks may be performed.
- c. The Respondent should include a clear description of the work to be performed, copies of reports/metrics utilized to provide services as well as an outline of tools used.
- d. The Respondent shall state its total price for the services outlined in the Scope of Work. No additional fees, costs, Respondent travel expenses, advertising costs, printing costs, background checks, or other expenses will be billed the Early Learning Coalition of Hillsborough County.
- e. List of current and past clients of the firm especially similar nonprofit sector clients. Priority will be given to local providers with experience supporting Early Learning Coalitions.

## Cost Proposal

The Respondent may respond to one, two, or three Goods Categories. The Respondent is not required to respond to all three Goods Categories. The Respondent must be able to supply a majority number of items in a given Goods Category to qualify. This Cost Proposal establishes pricing for goods offered for the three-year term of the contract. The Respondent shall not exceed this pricing when providing goods under any resultant contract.

### Goods Category #1: Hillsborough Infant/Toddler Initiative

#### ELCHC Project Manager: Theon Salley

Project budget is not to exceed \$85,000 for the year July 1, 2024 to June 30, 2025.

Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

The Coalition seeks to contract for the purchase and delivery of early childhood classroom materials and/or furnishings to early childhood programs in Hillsborough County for the purpose of creating and enhancing infant and toddler environments in programs participating in the Hillsborough Infant & Toddler Initiative (HITI). The Hillsborough Infant & Toddler Initiative budget will cover the costs of the materials/kits and shipping for each new provider participating in the Initiative each year. The Coalition seeks to contract with a vendor of early childhood materials with the capability to provide a wide variety of infant and toddler (birth to 36 months) early childhood materials and equipment, with systems in place for timely delivery of those materials and furnishings. The proposal should include delivery fees, any discounts that may apply to orders that are placed, and approximate costs for enhancing or creating safe and appropriate indoor and outdoor environments.

1. Provide a list of materials and furnishings with related prices, discounts, and shipping costs for each item (single quantities) to create new environments for each of the age ranges based on the number of children noted to be occupying the space. Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.

Infant Environment (6 weeks-12 months) Number of Children -4	Young Toddler Environment (12-24 months) Number of Children - 6	2-Year-Old Environment (24-36 months) Number of children - 11
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2. Provide a list of all age-appropriate items with related prices, discounts, and shipping costs for each item to create each of the centers or developmental kits listed below. Include the quantity and cost of each item after any discounts have been applied. (\*All items for a kit should be able to fit in 1 an average-sized storage container). Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.

Infants (6weeks-18mths)	Toddlers (16-36mths)
Infant STEM Kit	Toddler Science/STEM Kit
Infant Gross Motor (Indoors and Outdoors)	Toddler Gross Motor (Indoors and Outdoor)
Infant Fine Motor Cener	Toddler Fine Motor Center
Infant Literacy Kit	Toddler Literacy Kit
Infant Sensory Kit	Toddler Sensory Kit
Infant Music & Movement Kit	Toddler Music & Movement Kit
Infant Dramatic Play Center	Toddler Dramatic Play Center
Infant Book Nook	Toddler Cozy Area
Infant Selfcare/Diapering Area	Toddler Blocks Center

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
Infant Environment (6 weeks-12 months) Number of Children -4 {list items}			
Young Toddler Environment (12-24 months) Number of Children - 6 {list items}			
2-Year-Old Environment (24-36 months) Number of children - 11 {list items}			

<b>Infants (6weeks-18mths):</b>			
Infant STEM Kit			
Infant Gross Motor (Indoors and Outdoors)			
Infant Fine Motor Cener			
Infant Literacy Kit			
Infant Sensory Kit			
Infant Music & Movement Kit			
Infant Dramatic Play Center			
Infant Book Nook			
Infant Selfcare/Diapering Area			
<b>Toddlers (16-36mths):</b>			
Toddler Science/STEM Kit			
Toddler Gross Motor (Indoors and Outdoor)			
Toddler Fine Motor Center			
Toddler Literacy Kit			
Toddler Sensory Kit			
Toddler Music & Movement Kit			
Toddler Dramatic Play Center			
Toddler Cozy Area			
Toddler Blocks Center			

Shipping/Freight			
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**Goods Category #2: iSpy materials for science and nature learning**

**ELCHC Project Manager: Nichole Gonzalez**

Project budget is not to exceed \$80,000 for the year July 1, 2024 to June 30, 2025.

Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
Branch Blocks – 36 Pieces #91332			
Color and Word Wooden Puzzles – Set of 8 #61194			
Jungle Animals – 8 Pieces #32270			
Sealife Collection Replicas – 48 Piece Set #60318			
Butterfly Garden Set #17142			
Weather Basics Books – Set of 6 #51109			
18" Double Mite with 2 Mega Trays #88215			
Waterworks Play Kit #16378			
Backyard Bug Counters – 72 Piece Set #43592			
Shipping/Freight			

**Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative**

**ELCHC Project Manager: Lissette Godwin**

Project budget is not to exceed \$60,000 for the year July 1, 2024 to June 30, 2025. Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
Transition to School Backpack #RR375			
Favorite Picture Book Read-Alongs - Set 1 #RE742X			
Best-Buy Listening Center #FF290			
Classic Birch Magnetic Write & Wipe Big Book Center #JJ987			
Classroom Favorites Big Books - Set 2 #BK370X			
Big Book Storytelling Activity Kits - Complete Set #HH650X			
"Silly Sally" book			
"Here We Go Digging for Dinosaur Bones" book			
"If You Give a Mouse a Cookie" book			
"Mouse Paint" book			
"In the Tall Tall Grass" book			
"The Cow that Went Oink" book			
"The Seals on the Bus" book			

"From Caterpillar to Butterfly" book			
Shipping/Freight			

**RFP Timeline**

RFP Issue Date:	July 1, 2024
Deadline to submit questions	July 8, 2024 to gmeyer@elchc.org. Please title subject "RFP: Early Childhood Classroom Materials RFP Question"  Questions will be answered by July 10, 2024 and posted on our website here: <a href="https://www.elchc.org/Open-RFPs-&amp;Procurement-The-Early-Learning-Coalition-of-Hillsborough-County-elchc.org">Open RFPs &amp; Procurement - The Early Learning Coalition of Hillsborough County (elchc.org)</a> .
Proposal Due Date	July 31, 2024, 5:00 pm (EST)
Evaluation Period Begins	August 1, 2024
Contract Award	August, 2024

- V. **RFQ SCORING.** Proposals will be scored based on the following attributes and weights:

Attribute	Weight
Item Cost	30%
Free shipping and discounts	30%
Demonstrated experience with child development	20%
Ability to meet timelines and provide special services	15%
Certified Minority-Owned Business	5%

A separate scoring matrix will be used for each Goods Category, identical to the one above. Respondents will be scored only if they submit pricing for a majority of the line items in the Goods Category. Respondents may be awarded a contract for one or more of the Goods Categories.

EXHIBIT A



Hillsborough County School Readiness Coalition, Inc.

D/B/A

Early Learning Coalition of Hillsborough County

Contracting With

{insert name}

For

{insert Goods or Services}



THIS AGREEMENT is made and entered into as of {insert date}, (the "Effective Date") by and between the Hillsborough County School Readiness Coalition, Inc. DBA the Early Learning Coalition of Hillsborough County, with offices at 6302 E. Dr. MLK Jr. Blvd, Suite 100, Tampa, Florida, 33619 ("COALITION") at date of contract execution, and {insert vendor name} with offices at {insert Vendor address} ("CONTRACTOR").

The COALITION and the CONTRACTOR agree to the following:

#### **A. Effective Term**

The term of this Contract shall commence on {insert commencement date} or the date on which the Contract has been signed by the last party required to sign it, whichever is later ("Effective Date"), and shall conclude on {insert end date} ("Term").

#### **B. Purpose**

This AGREEMENT defines the professional services provided by the CONTRACTOR. The CONTRACTOR shall provide its professional services, as specified in the Scope of Work.

#### **C. Scope of Work**

The CONTRACTOR will provide the following:

COALITION hereby retains the services of CONTRACTOR for {insert goods or services} in accordance with the Proposal submitted by the CONTRACTOR to the COALITION on {insert proposal date} (the "Proposal"), a copy of which is attached hereto as Exhibit A and the terms of which are expressly incorporated herein by reference. {insert Scope of Work details as needed}.

#### **D. Due Date**

The CONTRACTOR agrees to be available and shall finish services by {insert end date}.

#### **E. Compensation & Payment**

1. The total price for all the work set forth in the Agreement shall not exceed {insert price}.
2. When both parties have signed this AGREEMENT, the COALITION agrees to make a payment upon receipt of a properly payable invoice which has been approved by COALITION management. {insert payment schedule; Florida Statute does not allow for prepayment of goods or services} All goods and/or services are subject to final approval by a representative of COALITION prior to payment.
3. The COALITION shall make payment within thirty (30) calendar days of receipt of invoice.

#### **F. Indemnification**

The CONTRACTOR agrees to be liable for and to indemnify the COALITION against all claims, suits, judgment, or damages, including court costs and attorney's fees, arising out of the negligent or

intentional acts or omissions of the CONTRACTOR, or arising out of the violation of any copyright law by the CONTRACTOR in the course of the performance of this AGREEMENT. In no event shall the CONTRACTOR be liable for or have any obligation to defend the COALITION against such claims, suits, judgment, or damages, including costs and attorney's fees, arising out of the sole negligent acts of the COALITION.

## **G. Insurance and Risk Mitigation**

The CONTRACTOR shall maintain liability insurance coverage on a comprehensive basis and hold such liability insurance at all times during the existence of the AGREEMENT and any renewal(s) or extension(s) of it. By execution of this agreement, the CONTRACTOR accepts full responsibility for identifying and determining the type(s) and extent of liability insurance necessary to provide reasonable financial protections for the CONTRACTOR and the clients to be served under the agreement.

1. Commercial General Liability
  - a. Each Occurrence \$1,000,000
  - b. Personal Injury \$1,000,000
  - c. General Aggregate \$3,000,000
  - d. Products & Completed Operations \$3,000,000
  - e. Damage to Rented Premises \$1,000,000
2. Automobile Liability
  - a. Combined Single Limit \$1,000,000
3. Worker's Compensation & Employers' Liability (E.L.)
  - a. E.L. Each Accident \$1,000,000
  - b. E.L. Disease-Each Employee \$1,000,000
  - c. E.L. Disease-Policy Limit \$1,000,000
4. Professional Errors and Omissions \$1,000,000

The CONTRACTOR will have and continuously maintain all other types of insurance as required by law. In the event that any of the coverage described above is canceled by the insurer for any reason, the CONTRACTOR shall immediately notify the COALITION of such cancellation and shall obtain replacement coverage acceptable to the COALITION and provide proof of such replacement coverage within ten (10) calendar days after the cancellation of coverage. All insurance policies shall be with insurers qualified and doing business in Florida. The COALITION shall be furnished proof of coverage of insurance by standard ACORD form certificates of insurance upon request.

## **H. Proprietary and Confidential Information**

1. CONTRACTOR agrees to hold in trust and confidence any confidential and proprietary information or data relating to COALITION business and shall not disseminate or disclose such information to any individual or entity, except CONTRACTOR's employees or subcontractor's performing services hereunder (who shall be under a duty of confidentiality), and any other individuals specifically permitted in each instance by the COALITION.

2. With respect to any confidential information, the CONTRACTOR's obligations of nondisclosure set forth above shall continue to apply to such information for as long after this Agreement expires or terminate, as such information remains confidential.
3. An item will not be considered confidential information of the COALITION if it is:
  - a. In the public domain prior to disclosure to the CONTRACTOR or subsequent to such disclosure but through no fault of the CONTRACTOR; or
  - b. Obtained from a third party not subject to a duty of confidentiality.
4. The CONTRACTOR agrees that any computer programs, software, documentation, copyrightable work, discoveries, improvements, or other deliverables (hereinafter "Work") developed by the CONTRACTOR solely, or with others, resulting from the performance of CONTRACTOR's responsibilities and obligations pursuant to this Agreement are property of the COALITION. If for any reason the Work would not be considered a work made for hire under applicable law, for the consideration included herein, CONTRACTOR does hereby sell, assign, and transfer to the COALITION its successors and assigns, the entire right, title and interest in and to the Work, including but not limited to exclusive rights to reproduce, distribute, prepare derivative works, display and perform the Work. CONTRACTOR agrees to provide whatever assistance is necessary for the CONTRACTOR to preserve its commercial interest including, but not limited to, the filing of patent and copyright protection. This provision shall survive expiration and termination of this Agreement.

#### **I. E-Verify**

1. The CONTRACTOR shall provide the COALITION within ninety (90) days of the effective date of this Agreement a copy of the "Edit Company Profile" screen indicating the enrollment in the E-Verify program.
2. CONTRACTOR further agrees to maintain records of its participation and compliance with the provisions of the E-Verify program, including participation by its subcontractors as provided above.
3. Pursuant to Florida Statute s 448.09, CONTRACTOR will not employ, contract with, or subcontract with an unauthorized alien as it relates to services included in the contract with the COALITION.

#### **J. CONTRACTOR Information**

1. Independent CONTRACTOR Status: CONTRACTOR agrees that the relationship between CONTRACTOR and the COALITION is that of an independent CONTRACTOR for employment tax purposes. CONTRACTOR shall be solely responsible for self-employment, income or any other taxes relating to payments under this agreement including those of any employees.
2. The CONTRACTOR agrees that during the duration of this Agreement as a condition of the COALITION's duty to perform under the terms of this Agreement that the CONTRACTOR

will be in compliance with all applicable laws and regulations of the state and federal government.

#### **K. Public Records Law Compliance, Access and Confidentiality**

1. All CONTRACTOR records classified as public records must be open and available for inspection by any person unless otherwise specified by law. It is the responsibility of CONTRACTOR to maintain records in a location accessible to the public.
2. Pursuant to 2 CFR §200.336, *Access to records*, CONTRACTOR agrees to provide access by COA, the Florida DFS, the Florida Auditor General, HHS, Inspector Generals of federal and state agencies, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of CONTRACTOR which are pertinent to this specific award for the purpose of making audit, examination, excerpts, and transcriptions. The right also includes timely and reasonable access to the non-Federal entity's personnel for the purpose of interview and discussion related to such documents. The rights of access in this section are not limited to the required retention period but last as long as the records are retained.
3. Representatives of COALITION, the Chief Financial Officer of the State of Florida, the Auditor General of the State of Florida, the Florida Office of Program Policy Analysis and Government Accountability ("OPPAGA"), and their duly authorized representatives, shall have access, for purposes of examination, to any books, documents, papers, and records, including electronic storage media, of CONTRACTOR as they may relate to this agreement.
4. CONTRACTOR shall maintain (or have immediate access to) books, records, and documents in accordance with generally accepted accounting procedures and practices which sufficiently and properly reflect all revenues and expenditures of funds provided by COALITION under this agreement.
5. COALITION shall have the right to audit CONTRACTOR's records and practices related to use and disclosure of confidential information. COALITION agrees to make internal practices, books, and records, including policies and procedures and confidential information, relating to the use of and disclosure of confidential information received from, or created or received by CONTRACTOR on behalf of, COALITION available to COALITION upon request.
6. CONTRACTOR shall include the aforementioned audit and record keeping requirements in all approved subcontracts and assignments.

#### **L. Remedies**

CONTRACTOR agrees to exhaust all administrative remedies, to the extent available, prior to seeking any other contractual or legal remedies.

#### **M. Nonperformance and Financial Remedies**

If CONTRACTOR fails to perform in accordance with this Contract, COALITION will apply financial consequences as described in accordance with §§ 287.058(1)(h), 215.971(1)(c), Fla. Stat. (2023). The foregoing does not limit additional financial consequences, which may include but are not limited to withholding funds, withholding payments until deficiency is corrected, tendering only partial payments, applying payment adjustments for additional financial consequences or for liquidated damages to the extent permitted, or termination of the agreement. Any payment made in reliance on the CONTRACTOR'S evidence of performance, which evidence is subsequently determined to be erroneous, will be immediately due to COALITION as an overpayment to the extent of such error.

#### **N. Representations and Warranties**

The CONTRACTOR will make no representations, warranties, or commitments binding the COALITION without its prior consent. The CONTRACTOR will hold no authority to speak as a spokesperson for, or to act or represent themselves as an agent of the COALITION.

#### **O. Debarment and Suspensions Disclosures**

This Agreement is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such CONTRACTOR is required to verify that none of the CONTRACTOR, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935). CONTRACTOR must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

#### **P. Termination Clause**

1. **Termination due to lack of funds.** If funds to finance the agreement become unavailable or if the state government withdraws or redirects funds upon which the agreement depends, COALITION may terminate the agreement in writing with no less than 24 hours' notice. The CONTRACTOR shall receive notice by certified mail with proof of delivery after being notified verbally by the COALITION or in person with proof of delivery. COALITION shall be the final authority as to fund availability and will not reallocate funds earmarked for the agreement to another program, thus causing lack of funds.
2. **Termination for cause.** In the event of termination of this agreement by the COALITION for cause, CONTRACTOR shall be liable for COALITIONs expenses for additional managerial and administrative services required to complete or obtain the services or items from another CONTRACTOR.
3. **Termination for convenience.** COALITION by written notice to CONTRACTOR, may terminate the agreement in whole or in part when COALITION determines in its sole discretion it is in the COALITIONs interest to do so. CONTRACTOR shall not furnish any services after it receives the notice of termination, except as necessary to complete the continued portion, if any, of the agreement.
4. **After receipt of a notice of termination.** Except as otherwise specified by COALITION, CONTRACTOR shall:

- a. Stop work under the agreement on the date of and to the extent specified in the notice.
- b. Complete performance of the work not terminated by COALITION.
- c. Take such action as may be necessary, or as COALITION may specify, to protect and preserve any property related to the agreement which is in the possession of CONTRACTOR and in which COALITION has or may acquire an interest.
- d. Transfer, assign, and make available to COALITION all property and materials belonging to COALITION, upon the effective date of termination of the agreement. No extra compensation will be paid to CONTRACTOR for its services in connection with such transfer or assignment.
- e. Meet all the public records law requirements specified under the section of this agreement on Public Records Law Compliance.

#### **Q. Force Majeure**

1. Neither party shall be liable for any loss or delay resulting from any force majeure event, including acts of God, fire, natural disaster, labor stoppage, war or military hostilities, or inability of carriers to make scheduled deliveries, and any payment or delivery date shall be extended to the extent of any delay resulting from any force majeure event.
2. If any of the causes this paragraph describes suspended or delayed performance in whole or in part, after the causes have ceased to exist, the CONTRACTOR shall perform at no increased cost, unless the COALITION determines, in its sole discretion, that the delay will significantly impair the Agreement's value to the COALITION.

#### **R. Equal Employment Opportunity**

The CONTRACTOR is and has been at all times in compliance with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable. The CONTRACTOR agrees that it shall comply with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable.

#### **S. No Assignment**

**Neither this AGREEMENT** nor any of the rights, interests or obligations hereunder shall be assignable by the CONTRACTOR without the prior written consent of the COALITION.

#### **T. Change Orders**

**Any change** in the details of scope of work or the fee schedule shall require a written amendment to this Agreement (a "Change Order"). Each Change Order shall detail the requested changes to the applicable task, responsibility, duty, budget, timeline or other matter. The Change Order will become effective upon the execution of the Change Order by both parties, and the Change Order will specify

the period of time within which CONTRACTOR must implement the changes. Both parties agree to act in good faith and promptly when considering a Change Order requested by the other party but neither party is obligated to execute a Change Order. No Change Order shall become effective unless and until it is signed by both parties hereto.

#### **U. Procurement of Recovered Materials**

1. Pursuant to 2 CFR §§200.3017, *Procurement by States*, and 200.322, *Procurement of recovered materials*, CONTRACTOR will comply with the following requirements of Section 6002 of the Solid Waste Disposal Act.
  - a. Procure only items designated in the guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 for buying recycled-content products;
  - b. Procure solid waste management services in a manner that maximizes energy and resource recovery; and
  - c. Establish an affirmative procurement program for purchases of recovered materials identified in the EPA guidelines. Information about this requirement is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpk-program>. The list of EPA-designated items is available at <https://www.epa.gov/greenerproducts/identify-greener-products-and-service>.
2. In accordance with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act, CONTRACTOR shall procure items designated in the Environmental Protection Agency (EPA) guidelines at 40 CFR Part 247 which contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition unless CONTRACTOR determines such items:
  - a. Are not reasonably available in a reasonable period of time;
  - b. Fail to meet reasonable performance standards, which shall be determined on the basis of the guidelines of the National Institute of Standards and Technology, if applicable to the item; or
  - c. Are only available at an unreasonable price.

Paragraph 2. of this clause shall apply to items purchased under this agreement where:

1. CONTRACTOR purchases in excess of \$10,000 of the item under this agreement; or
2. During the preceding Federal fiscal year, CONTRACTOR: (i) purchased any amount of the items for use under a contract funded with federal appropriations and was with a federal agency or a state agency or agency of a political subdivision of a state; and (ii) purchased a total of in excess of \$10,000 of the item both under and outside that contract.

#### **V. Byrd Anti-Lobbying Amendment, 31 U.S.C. §1352 (as amended)**

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification attached hereto. COALITION further agrees to comply with the Byrd Anti-Lobbying Amendment, which provides that contractors who apply or submit bids shall file the required

certification that each tier will not use federal funds to pay a person or employee or organization for influencing or attempting to influence an officer or employee of any federal agency, a member of Congress, officer or employee of Congress or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with nonfederal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier, up to the recipient (45 C.F.R. § 3)."

## **W. Clean Air Act and the Federal Water Pollution Control Act**

### **1. Clean Air Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. 4401 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

### **2. Federal Water Pollution Control Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

## **X. Copeland "Anti-Kickback" Act (18 U.S.C. 874 and 40 U.S.C. 276c)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$2,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards.

2. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements, or other construction activities.

3. The COALITION, its subcontractor, or subrecipient shall be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled. The COALITION shall report all suspected or reported violations to DEL.



**Y. Davis-Bacon Act, as amended (40 U.S.C. 276a, et. Seq.)**

When federal program legislation requires, all construction contracts of more than \$2,000, the recipient's and subrecipient's award shall include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a, et seq.), as supplemented by Department of Labor (DOL) regulations (29 CFR Part 5, Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction).

1. Under this Act, contractors shall be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor.
2. Contractors shall be required to pay wages not less than once a week.
3. The recipient shall place a copy of the DOL-issued current prevailing wage determination in each solicitation, and the award of a contract shall be conditioned upon the acceptance of the wage determination.
4. The recipient shall report all suspected or reported violations to the federal awarding agency. DOL regulations, rules, and instructions concerning implementation of the Davis-Bacon Act and other labor laws can be found at Title 29 CFR Part(s) I, 3, 5, 6 and 7.

**Z. Contract Work Hours and Safety Standards (40 U.S.C. 3701 et seq.)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$100,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements or other construction activities.
2. The ELC shall compute wages on a 40-hour week schedule and pay employees for extra hours worked. None shall be forced to work in unsanitary, hazardous, or dangerous conditions or surroundings.
3. These requirements do not apply to purchase of supplies or materials or articles ordinarily available on the open market or contracts for transportation services.

**AA. Agreement**

This agreement constitutes the complete AGREEMENT between the School Readiness COALITION of Hillsborough County/dba The Early Learning COALITION of Hillsborough County and CONTRACTOR. Only an instrument of writing signed by both parties can modify its terms and conditions. A waiver of a breach of any of the provisions of this AGREEMENT shall not be construed as a continuing waiver of other breaches of the same or other provisions hereof. This AGREEMENT shall be binding upon the parties hereto and their respective representatives. The laws of the State of Florida shall govern this

AGREEMENT. The CONTRACTOR and the COALITION agree that Hillsborough County shall be the venue of any legal action between the parties.

IN WITNESS WHEREOF, the parties hereto have signed this AGREEMENT as of the date first set forth above.

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**CONTRACTOR**  
{insert name}  
{Insert title}  
{Insert Vendor Name}

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Date

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**COALITION**  
{insert name}  
{Insert title}  
Hillsborough County School Readiness  
Coalition, Inc. d/b/a Early Learning Coalition of  
Hillsborough County

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Date

Early Learning Coalition of Hillsborough County  
Attn: Gary Meyer, Chief Financial Officer  
6302 E. Dr. Martin Luther King, Jr. Blvd.  
Suite 100  
Tampa, FL 33619



Request For Proposal  
RFP: Early Childhood Classroom  
Materials Submission  
Due Date: July 31, 2024 5:00 pm EST

[www.discountschoolsupply.com](http://www.discountschoolsupply.com)  
Earlychildhood LLC dba Discount School Supply

July 29, 2024

Early Learning Coalition of Hillsborough County  
Attn: Gary Meyer, Chief Financial Officer  
6302 E. Dr. Martin Luther King, Jr. Blvd. Suite 100  
Tampa, FL 33619



20 Ryan Ranch Road, Suite 200  
Monterey, CA 93940  
DiscountSchoolSupply.com

Dear Gary Meyer,

Thank you for allowing Discount School Supply® (DSS) the opportunity to submit to your proposal for **RFP: Early Childhood Classroom Materials Submission (Discount Agreement)**. Our mission is to provide teachers and parents with the BEST brands at the BEST prices with the BEST service.

Discount School Supplies (DSS) offers more than 20,000 early childhood education products from over 25 different categories. These categories include Arts & Crafts, Dramatic Play, Active Play, Infant & Toddler Items, Furniture, Storage & Equipment, Math, Science, Language, including Colorations®, a line of top-quality arts & crafts materials; and our original DSS paint.

**Pricing:** We would like to offer Early Learning Coalition of Hillsborough County a **20%** discount off from Stock items with a \$250 order minimum. Please view our entire catalog at [www.discountschoolsupply.com](http://www.discountschoolsupply.com)

See attached Quote included (excel and .pdf) in our proposal for the following 3 categories:


**Goods Category #1: Hillsborough Infant/Toddler Initiative**

**Goods Category #2: iSpy materials for science and nature learning**

**Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative**

**Note:** Please reference the Quote attached in each section which shows a picture of the item, description and CLASS categorization for each item chosen. We can enhance or decrease each section/kit. We are open to substitutions as you see fit upon confirmation of availability and pricing.

**Shipping:** Stock items orders ship within 2-5 days ARO and will receive **Free Shipping (Excluding Drop Ship Items)**

**Drop Ship:** Drop Ship items noted with a truck symbol  separately and will be charged a 20% shipping fee. These items ship directly from the manufacturer and can take up to 8 weeks for delivery. Go to page [www.discountschoolsupply.com/shipping](http://www.discountschoolsupply.com/shipping) for current shipping rates and policy. DSS will provide proof of delivery and duplicate packing slips after orders have been shipped or delivered.

**Returns:** Returns can be exchanged or returned for a full refund within 30 days of receipt with a return authorization number. Returns pasted 30 days are subject to a 30% restocking fee. Please contact our customer service department at 800-627-2829 or via email at [customerservice@discountschoolsupply.com](mailto:customerservice@discountschoolsupply.com) regarding an RA (return authorization) number.

**Payment terms:** Net 30 days

Please reference Contract Code: 22CC20 / Account #19713049 to ensure discount is applied. If awarded, please send notification to [bidsupport@excelligence.com](mailto:bidsupport@excelligence.com) Your Account Manager, Shanon Harding can be reached at [Sharding@discountschoolsupply.com](mailto:Sharding@discountschoolsupply.com) for any additional assistance or concerns.



July 29, 2024

Early Learning Coalition of Hillsborough County  
Attn: Gary Meyer, Chief Financial Officer  
6302 E. Dr. Martin Luther King, Jr. Blvd. Suite 100  
Tampa, FL 33619



20 Ryan Ranch Road, Suite 200  
Monterey, CA 93940  
DiscountSchoolSupply.com

**References:** Please find attached References

**ELCHC Agreement:** See attachments. Enclosed Exhibit A - Proprietary and Confidential Information, Section H, #4 is Not Applicable and noted in the enclosed Letter of Compliance.

**Resources:**

Main Contact:  
Shannon Harding, MA - (CLASS Certified)  
Discount School Supply/Really Good Stuff  
Central/North Florida Account Manager  
PHONE: 301.788.9549  
EMAIL: [Sharding@discountschoolsupply.com](mailto:Sharding@discountschoolsupply.com)

Laura McConnell, Sales Operation Specialist  
Discount School Supply  
Sales Operations, Elf-Olathe, KS  
Phone: 816-500-1880  
Email: [lmcconnell@excelligence.com](mailto:lmcconnell@excelligence.com)

Once again, thank you for your consideration. We look forward to hearing from you regarding this proposal. Please do not hesitate to contact me at the number below or via e-mail if you have any questions.

Sincerely,

A handwritten signature in blue ink that reads "L. Yeager".

Lynn Yeager, VP of Sales  
Discount School Supply  
[bidsupport@discountschoolsupply.com](mailto:bidsupport@discountschoolsupply.com)  
800-627-2829





**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Pricing-**




**myperfectclassroom**  
 bids & budgeting

## HILLSBOROUGH BID 2024

ROOM	TOTAL Current Catlog Price	
INFANT HTI	\$	1,084.69
TODDLER HTI	\$	1,526.18
2 YEAR OLD HTI	\$	1,432.03
ISPY	\$	858.29
OMW TO K LITERACY	\$	1,693.78
<b>TOTAL</b>	<b>\$</b>	<b>6,594.98</b>



**1-800-627-2829**  
[discountschoolsupply.com](http://discountschoolsupply.com)

Please see individual tabs by room for product details. In most cases colors, heights and other customizations can be made without pricing impact. Unless otherwise specified, pricing herewith is valid for 30 days. Item additions or changes may affect total pricing. **DELIVERY & INSTALLATION:** New center orders which ship to one location may be eligible for discounts on delivery, set-up, assembly, and cartons/packaging removal to a dumpster (supplied by client/on the premises). Note: these services are available for an additional charge on smaller orders. Delivery and installation fees are not included in the attached. Prices quoted herein may not be combined with any other promotions, discounts or terms. Items cannot be shipped outside the contiguous U.S. Most orders for stock merchandise will ship by truck or UPS Ground no later than 5 business days of the order date. Items that are shipped directly from the manufacturer are sometimes referred to as "drop-ship" items and are marked with a small truck icon. These are typically large items and may take longer for delivery. Upon receipt and inspection of your order, if you're not happy with an item for any reason, please contact one of our New Center Opening professionals at 800-338-4509. Your 100% satisfaction is our goal.



## **Goods Category #1: Hillsborough Infant/Toddler Initiative**

It is important to note that the materials/items selective to showcase in our bid response are just a small representation of what is available. We were intentional in selecting items that we felt met the categorical requirements, availability with timely shipping and provided the best pricing option. In addition, depending on the number of centers that apply and are awarded HITI dollars we can enhance or decrease each section/kit. Without knowing the exact number of centers these dollars were going to support made creating our kits a bit challenging. With this being said, we based our kits and budget on the number of centers in Hillsborough County that were working towards accreditation and could benefit from these additional resources.

We are open to substitutions as you see fit upon confirmation of availability and pricing.



Provide a list of all age-appropriate items with related prices, discounts, and shipping costs for each item to create each of the centers or developmental kits listed below. Include the quantity and cost of each item after any discounts have been applied. (\*All items for a kit should be able to fit in 1 an average-sized storage container). Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.





Goods Category #1: Hillsborough Infant/Toddler Initiative





ELCHC Project Manager: Theon Salley  
 Project budget is not to exceed \$85,000 for the year July 1, 2024 to June 30, 2025.  
 Project budgets in subsequent years are subject to available funding but expected to be at or around this amount



Infants (6weeks-18mths); 0 Children	Our Current Price	YOUR PRICE July 1, 2024 to June 30, 2025	YOUR PRICE July 1, 2025 to June 30, 2026	YOUR PRICE July 1, 2026 to June 30, 2027		CLASS DOMAIN
<b>Infant STEM Kit</b>						
ROLL ME	\$28.99	\$23.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
MYBUGS	\$35.99	\$28.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
SOFTCHKN	\$14.99	\$11.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
FRUVEG	\$79.99	\$63.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
MINISPIN	\$20.99	\$16.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
KIT FEE	\$4.00	\$4.00				
Kit Total	\$184.95	\$148.76				



<b>Infant Gross Motor (Indoors and Outdoors)</b>						
TALLRING	\$69.99	\$55.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
BABYCAKE	\$99.00	\$79.20	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Relational Climate/Facilitated Exploration
BallRoll	\$44.99	\$35.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Relational Climate/Facilitated Exploration
KIT FEE	\$4.00	\$4.00				
Kit Total	\$217.98	\$175.18				



<b>Infant Fine Motor Center</b>						
WHIMZY	\$18.99	\$15.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
ANIMAGS	\$29.99	\$23.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Facilitated Explorations
LACEA	\$45.75	\$36.60	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Relational Climate/Facilitated Exploration




STAXX	\$42.99	\$34.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Soft and squishy to the touch! These building blocks are ideal for the curious builder and soft enough for safe play.  Designed for easy stacking and building Children will develop motor skills, logical connections, creativity and more Largest block is 4" x 2" x 2", smallest is a 2" cube Easy to clean with soap and water Colors and styles may vary	Relational Climate/Facilitated Exploration
FINEMTR	\$35.67	\$28.54	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		A set of timeless classics with a fun twist that toddlers will love! The toddler toy bundle includes 10 blocks that stack upwards and into themselves and 6 different shape blocks with fun animals that match the blocks; 3 colorful balls, one hammer, and one storage container with interactive lid; and 4 dino stacking pieces and 2 balls. Bonus, one ball jingles for auditory stimulation. Ideal for use in preschool, daycare, classroom, or home use. Discount School Supply offers a wide variety of developmentally appropriate, high quality, value priced educational teaching tools and toys for the early education market. For children ages 12 months and older.  SET INCLUDES: 10 blocks that stack upwards and into themselves and 6 different shape blocks with fun animals that match the blocks; 3 colorful balls, one hammer, and one storage container with interactive lid; and 4 dino stacking pieces and 2 balls. Bonus, one ball jingles for auditory stimulation.  DEVELOPMENT THROUGH PLAY: The toddler toy bundle aids in the development of fine and gross motor skills, hand-eye coordination, cause and effect, spatial relations, and color recognition.  FUN FOR ALL AGES: This toy set is for any young child, but we recommend it for those ages 12 months and up.  IDEAL USE: The toy set is great for home use or in the classroom setting. The youngest of students and little learners will love to play and experiment.  GREAT FOR QUIET TIME: Makes a great gift for birthdays, Christmas, and holidays as an alternative option to screen-free play.	Relational Climate/Facilitated Exploration
KIT FEE	\$4.00	\$4.00					
Kit Total	\$177.39	\$142.71					




<b>Infant Literacy Kit</b>							
CROCFEET	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Whose feet are they? Let's turn the pages to find out! This squeaking, crinkling, foot-filled cloth book from Melissa & Doug's Kids is durably constructed to last through story time, playtime, and the washing machine, too!  DURABLE CONSTRUCTION: This squeaking, crinkling, cloth book is durably constructed and feature DEVELOP GRASPING SKILLS: Features multi-textured, easy-grasp flaps and charming characters with dangly feet that encourage grasping EASY TO READ: Simple text is easy to read aloud, and the funny story encourages conversation and observation EASY TO CLEAN: Cloth book is machine washable	Early Language Support
CLOUDBOX	83.99	\$67.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		CloudBox® narrates 36 fun stories based around 9 characters with very different personalities. Elliot the funny Elephant, Drake the courageous Dragon, Emma the adventurous little girl - and lots of other characters - venture into 4 luminous universes (Forest, Ocean, Space, Village) to learn about sharing, discovery and most of all... friendship.  IMMERSIVE STORYTELLING: Enjoy 36 original stories featuring 9 different characters, providing hours of captivating entertainment. Enhance the audio experience with the headphone plug (headphones not included). SYNCHED LIGHT PROJECTIONS: Experience a visual spectacle with synchronized light projections, setting this product apart from the competition. SOOTHING MELODIES & WHITE NOISE: Create a peaceful and relaxed atmosphere for babies and children with the calming melodies and white noise options. PERSONALIZED RECORDING: Add your personal touch to the storytelling experience with the built-in recording function, making it truly unique.	Early Language Support
SOFTBK4	79.99	\$63.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		SOFT Play Books with Interactive Pieces for Toddlers Wonderful introduction to early literacy and science. Toddlers will love turning each page to discover ways they can help our planet. Each book has 9 pages beautifully detailed with appliques, embroideries and interactive components. Recommended for ages 12 months +.  INTERACTIVE LITERACY FUN. Toddlers will love turning each page to discover ways they can help our environment, learn about the weather, or discover how plants grow. Each book has eight pages beautifully detailed with appliques, embroideries and interactive pieces that attach with super-soft hook-and-loop fasteners.  SCIENCE AND MOTOR SKILL CENTER CARDS: Each book includes a set of cards that come with a few simple motor center	Early Language Support
PRIMERO	34.99	\$27.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		An introductory book set for basic concepts in both English and Spanish, colorfully illustrated with real life photography. Titles include Numbers/Números, Shapes/Figuras, ABC, and Colors/Colores. Books are 5" Sq.	Early Language Support
KIT FEE	\$4.00	\$4.00					
Kit Total	\$242.96	\$195.17					



<b>Infant Sensory Kit</b>							
SENIWGL	\$14.99	\$11.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		The Sensory Wiggle Toy is a delightful toy that your little ones will surely love! Made of high-quality silicone material, this toy is soft, non-toxic, and safe for kids to play with.  EXPLORE COLORS AND FLEXIBILITY: Unlock a world of discovery with our baby button toy! Featuring a flying saucer disc with three vibrant colored holes, your baby can press the button, slide it to the side, and enhance their color perception while developing finger flexibility.  SENSORY EXPLORATION ADVENTURE: Embark on a tactile journey with our sensory exploration toy! Pull the cords to experience an array of sounds and vibrations. The varied textures on the pipes and pipe ends, coupled with soft, flexible ropes, promote tactile response, fostering cognitive abilities and refining hand-eye coordination skills.  VIBRANT EDUCATIONAL DELIGHT: Ignite your baby's senses with our bright and educational toy! Six cords of different shapes, some easy to grasp and pull, while others present a delightful challenge, strengthen fine and gross motor skills and hand-eye coordination. Let the vivid colors inspire and captivate your baby's vision.  HYGIENIC AND SAFE STRING FUN: Ensure your baby's safety with our string toy made from 100% food-grade silicone, BPA-free. Easily clean and sterilize by washing with soap and water, providing worry-free playtime for your little one.	Relational Climate/Facilitated Exploration
HEDGEPOP	\$12.99	\$10.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		The Hedgehog Popping toy provides a variety of tactile, auditory, and visually stimulating experiences for your curious child. Designed to foster creativity in children as they explore the world around them.  OUCH-FREE PLAY: Rounded edges and corners ensure a safe and ouch-free playtime experience for your toddler. SENSORY ENGAGEMENT: Explore multiple textures with semicircle bubbles, each offering a unique sensory pattern for tactile, auditory, and visual stimulation. CALMING DESIGN: Soothing colors and an adorable hedgehog design create a subtle and calming environment for your little one. DEVELOPMENTAL FUN: The interactive popper aids skill development, keeping children engaged and stimulated with a variety of tactile, auditory, and visual experiences.	Relational Climate/Facilitated Exploration
KIT FEE	\$4.00	\$4.00					
Kit Total	\$31.98	\$26.38					


<b>Infant Music &amp; Movement Kit</b>							
SOFTBALL	\$29.99	\$23.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		A timeless classic baby will love! The rolling shape sorter ball plays music and makes fun sounds when rolling and shaking. Ideal for use in preschool, daycare, classroom or home use. Discount School Supply offers a wide variety of developmentally appropriate, high quality, value priced educational teaching tools and toys for the early education market. For children ages 6 months and older. Requires 2 "AAA" batteries included.  INCLUDED: 1 musical shape sorter ball and three basic shapes (triangle, square and circle) USE: Use as a shape sorter without sound or turn on the music and roll around for hours of fun. Rolling the ball increases the speed of the music and shaking the ball makes fun sounds. DESIGN: Bright colors and chunky shapes make it easy for tiny hands to grasp. Fun musical sounds are engaging and will keep children coming back to play day after day. EDUCATIONAL: Shape sorting ball teaches cause-and-effect and aides in the development of fine motor and cognitive skills. BATTERY: Requires 2 "AAA" batteries, included.	Relational Climate/Facilitated Exploration
BBVS	\$17.83	\$14.26	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Children will be captivated by the sight and sound of multi-color beads cascading through color balconies inside the clear plastic cylinder. 8"L	Relational Climate/Facilitated Exploration

PLAYNOSE	\$40.99	\$32.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		A fun twist on a timeless classic toddlers will love! The colorful and musical elephant popping toy and ring toss teaches size and shape while helping little ones develop spatial relations and hand-eye coordination. For children ages 12 months and older. Requires 2 "AA" batteries (included).  DESIGN: Drop the balls into the top of elephant and push down to watch as the balls pop out of the elephant's trunk. Bonus, the trunk doubles as a ring toss. Don't feel like playing? Turn on the music and push and pull the elephant around for hours of fun. <b>FUN FOR ALL AGES:</b> The pop and hoop roller elephant is fun for any young child, but we recommend it for those ages 12 months and up. <b>PROBLEM SOLVING SKILLS:</b> This interactive toy aids in the development of fine and gross motor skills. <b>SET INCLUDES:</b> Brightly colored, musical elephant with rattles and beads, 2 balls for popping and two rings for tossing. <b>GREAT FOR GIFT GIVING:</b> Makes a great gift for birthdays, Christmas, and holidays as an alternate option to screen-free play.	Relational Climate/Facilitated Exploration
PULLCAT	\$54.99	\$43.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		A timeless classic baby will love! The lights and sounds pull along musical caterpillar features four different light-up panels and 16 different melodies. Ideal for use in preschool, daycare, classroom or home use. Discount School Supply offers a wide variety of developmentally appropriate, high quality, value priced educational teaching tools and toys for the early education market. For children ages 6 months and older. Requires 2 "AA" batteries included.  INCLUDED: 1 plastic caterpillar with 4 light up sections in purple, orange, pink and blue. Includes pulling string. USE: Children press buttons to stimulate lights and 16 different melodies. Baby toy can also be pulled to create sounds. DESIGN: Engaging character is whimsical and easy for children to manipulate. EDUCATIONAL: Lights and sounds stimulate learning in young children. With movement this baby toy displays light and entertaining musical sounds. Toy teaches cause-and-effect, fine motor and cognitive skills. BATTERY: Requires 2 "AA" batteries, included.	Relational Climate/Facilitated Exploration
KIT FEE	\$4.00	\$4.00					
Kit Total	\$147.80	\$119.04					

<b>Infant Dramatic Play Center</b>							
SENSBABY	\$49.99	\$39.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Babies and toddlers will love squeezing and hugging these adorable sensory dolls! Set includes six sensory baby dolls in a plush blue basket made of soft tactile fabric. The basket of six multicultural babies have different shades of skin and colors of clothing. The dolls encourage inclusion and invite early conversations about other countries and ethnicities. Supports social emotional development. Machine washable. For birth and up.  FOR INFANTS AND TODDLERS: Infants and young toddlers will love squeezing and hugging these adorable plush baby dolls. Ultra-soft with no removable parts, these babies will soon become a favorite toy. SENSORY PLAY: Babies are made of soft, colorful and tactile fabric. Each doll makes a sound; a rattle, crinkle or squeak, for fun and engaging sensory play. INCLUDES BASKET: The six sensory baby dolls come in a plush blue basket made of soft tactile fabric. Infants and young toddlers will love taking the babies out and putting them back into the basket. Also perfect for easy storage! MULTICULTURAL: Start teaching diversity at an early age. The basket of six multicultural babies have different shades of skin and colors of clothing. The dolls encourage inclusion and invite early conversations about other countries and ethnicities. Supports social emotional development. FOR DAYCARE AND HOME: These plush sensory toys are perfect for a daycare setting or endless play at home. Great for imaginative play, young children will love to experiment with these sensory dolls	Early Language Support/Teacher Sensitivity
YUMMY	\$99.96	\$79.97	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Fun and yummy plush play food set includes fruits, vegetables, poultry and assorted other healthy foods. For children ages 6 months and older.  SET INCLUDES: 25 piece set includes: bacon, orange, grapes, banana, strawberry, tomato, apple, lettuce, carrot, corn on the cob, avocado, pea pod, broccoli, baked potato with butter, hard boiled egg, bread, tortilla, beans, Swiss cheese, milk, salmon SIZE: Largest piece: 5-1/2 inches L. Smallest: 2-1/2 inches L. QUALITY: Soft, rich and sensory fabrics give realistic details to tomato, bacon, avocado and tortilla. Embroidered details on food are high quality. Some foods are stuffed for sturdy play and long time use in classroom or homeschool setting. DESIGN: Fun and yummy plush play food set includes fruits, vegetables, poultry and assorted other healthy foods. Designed to give the youngest learners exposure to healthy foods. Foods are machine washable. EDUCATIONAL: Product supports cognitive, sensory play, role play and motor skills.	Early Language Support/Teacher Sensitivity
PHONE	\$19.99	\$15.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Explore activities and sounds with a sturdy receiver, plus a button that squeaks, a rattling ball, a clicking dial and even a mirror!	Early Language Support/Teacher Sensitivity
KIT FEE	\$4.00	\$4.00					
Kit Total	\$173.94	\$139.95					

<b>Infant Book Nook</b>							
INDCOLOR	\$8.99	\$7.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		The sky is blue-and so are blueberries! Tomatoes are red, just like ladybugs and stop signs! Indestructibles® is the trusted book series for easing little ones into story time. Beloved by babies and their parents, Indestructibles® are built for the way babies "read" (i.e., with their hands and mouths).  RIP PROOF: Made of ultra-durable tight-woven material. WATERPROOF: Can be chewed on, drooled on, and washed! LITERACY TOOL: Bright pictures and few or no words encourage dialogic reading. PORTABLE: Lightweight books can go anywhere. These are perfect for the diaper bag and for traveling. SAFE FOR BABY: Meets ASTM safety standards.	Early Language Support/Teacher Sensitivity
BYETIME	\$9.99	\$7.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Being dropped off at childcare or cared for by a baby-sitter means saying good-bye to Mom or Dad—and for many toddlers, bye-bye is a big deal. This gentle book helps ease the transition with simple rituals: hugs and kisses, a big wave, a deep breath, and the confidence to seek comfort with the new caregiver or other children. Toddlers learn that good-bye isn't forever, it's just for a while.  Author: Elizabeth Verdick Illustrator: Marika Heinlen Board book	Early Language Support/Teacher Sensitivity
URGREAT	\$15.99	\$12.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Every child is precious and valuable.  This warm, affirming book helps children know they matter because they are growing and learning new things, because they smile and laugh, because they give comforting hugs, and because we get to hug them. In fact, children are important just because they were born. The simple words and lively illustrations relate to their everyday lives, and the cover reinforces the book's message: Each child is a star Book is 5-3/4" Sq. x 1/2"H	Early Language Support/Teacher Sensitivity
KIT FEE	\$4.00	\$4.00					
Kit Total	\$38.97	\$31.98					

<b>Infant Selfcare/Diapering Area</b>							
CPCCSET	\$73.95	\$59.16	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Create a soft place for baby changing. A great way to update the look of your space. Set of 3 covers comes with one each of Alta, Bliss and Fern.  PREMIUM KNIT FABRIC: This changing pad cover is made from premium knit fabric, which feels incredibly soft to the touch and holds up well over many uses. Wash before use to ensure the best fit and softness for baby. HIGH QUALITY AND TRENDY DESIGNS: This baby diaper changing pad cover is durable and long-lasting wash after wash. The changing pad cover designs are simple, modern, and complement any baby's room. The knit fabric also matches other products for perfect nursery coordination! UNIVERSAL FIT FOR ALL STANDARD DIAPER CHANGING PADS: This cover has been perfectly designed to fit all standard diaper changing pad covers. High quality elastic stitching around the entire cover ensures a tight fit that looks clean and modern. PERFECT SHOWER GIFT OR BABY REGISTRY PRESENT: Moms love Copper Pearl products, and our diaper changing pad covers are no different. Diaper changing pad covers are the gift every mom can use and will love for baby showers, birthdays, or Christmas presents. Sure to be well accepted by new and seasoned moms/parents alike, our changing pad covers come in premium giftable packaging.	Teacher Sensitivity
DIAPERNO	\$12.95	\$10.36	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Learning to use the potty takes patience and practice, and this charming, straightforward book helps pave the way. Young children learn why and how to use the potty, while gaining the courage and confidence to face this important milestone in their lives.  Award-winning book series teaches little ones about positive behavior, good manners and more using simple words and colorful illustrations Includes tips for parents and caregivers	Early Language Support

BABYPIC	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Help build a positive self-esteem/image and introduce multicultural awareness with our exclusive Infant Poster Set. Includes 12 eye-catching, engaging pictures of babies and toddlers.</p> <p>ENGAGING PHOTOS: Young children and toddlers will love to engage and talk about these 12 different eye-catching posters, 12 inches H x 16 inches W</p> <p>MULTICULTURAL AWARENESS: Help instill multicultural awareness in young learners through this engaging infant poster set</p> <p>EASY TO STORE: Each poster comes with its own vinyl pouch for convenient storage and transportation</p> <p>NAEYC DEVELOPMENT: These posters help to target NAEYC Areas of Development focusing on Social-Emotional Development - a critical area for young learners to explore</p> <p>CLASSROOM DECORATION: Young learners will love to engage with and look at this set of infant posters - a great addition to classroom learning environments</p>	Early Language Support/Teacher Sensitivity
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KIT FEE	\$4.00	\$4.00
Kit Total	\$139.89	\$105.51
Item Total	\$1,348.86	
DISCOUNT APPLIED-20%	\$269.37	
Shipping/Freight	\$0.00	
<b>TOTAL</b>	<b>\$1,084.69</b>	<b>\$1,084.69</b>


BUDGET NOT TO EXCEED \$85,000 per year for all HITI age tabs




Provide a list of all age-appropriate items with related prices, discounts, and shipping costs for each item to create each of the centers or developmental kits listed below. Include the quantity and cost of each item after any discounts have been applied. (\*All items for a kit should be able to fit in 1 an average-sized storage container). Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.







Goods Category #1: Hillsborough Infant/Toddler Initiative  
 ELCHC Project Manager: Theon Salley  
 Project budget is not to exceed \$85,000 for the year July 1, 2024 to June 30, 2025.  
 Project budgets in subsequent years are subject to available funding but expected to be at or around this amount

Young Toddlers (16 - 36mths): 4 Children	Our Current Price	YOUR PRICE July 1, 2024 to June 30, 2025	YOUR PRICE July 1, 2025 to June 30, 2026	YOUR PRICE July 1, 2026 to June 30, 2027			CLASS DOMAIN
<b>Toddler Science/STEM Kit</b>							
STEMTOD	\$309.99	\$247.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Ages 18 mos + / Toddler</p> <p>Tons of STEM lesson possibilities! This gigantic classroom kit features child favorites for scientific exploration, experimentation and discovery. Young scientists can read about favorite science topics, and make discoveries using magnifiers, droppers, test tubes, specimens, magnets, reflection, light and color. See the complete list below with product aliases to learn more about each component of this expansive kit. Components may vary.</p> <p>Set Includes:            Jumbo Plastic Droppers            Jumbo Toddler Test Tube Set            Weather Book Set (titles may vary)            First Natural Science Board Books            Better Builders Grippies™ 20 Pieces            Mini Color Exploration Light            Environments® Specimen Viewers Set of 4            My First Magnifiers Set of 4</p>	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
Kit Total	\$313.99	\$251.99					
<b>Toddler Gross Motor (Indoors and Outdoor) Kit</b>							
WORKTRKS	\$91.99	\$73.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Ages 18 mos + / Toddler</p> <p>Mix cement, collect recyclables, transport construction materials, and fight fires! These sturdy City Trucks encourage creative play and help develop gross motor skills. This collection of 4 trucks offers endless ways to play. For children ages 18 months and older.</p> <p>SET OF 4: Includes City Cement Truck, City Bin Truck, Dump Truck, and Fire Engine. Trucks can be played with inside or outside. Trucks have no metal axles, making them a perfect addition to sand and water play.</p> <p>SUSTAINABLE: These green toys are made from over 51% bio-based materials and are 100% recyclable and sustainable, meaning they are safe for both children and the environment.</p> <p>PRETEND PLAY: These engaging trucks will spark imagination in little ones as they role play driving around town and further develop their motor skills.</p> <p>GREAT FOR GIFT GIVING: Makes a great gift for birthdays, Christmas, and holidays as an alternate option to screen-free play.</p> <p>DIMENSIONS: Each truck measures about 11 inches L x 7 inches W x 8 inches H.</p>	Facilitated Learning and Development
PLAYKITB	\$215.24	\$172.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Designed especially for toddlers, this brightly colored set includes a wide range of products for a variety of active play activities. Colors may vary.</p> <p>The lightweight, easy-to-grab pieces in this kit help develop eye-hand coordination and gross motor skills. Activities are appropriate and exciting for this age group. Provides limitless opportunities for indoor and outdoor fun. Tunnels, parachute for group play; balls for kicking, tossing and rolling; beanbags for tossing and scarves for music and movement. Colors and styles may vary. Activity guide and storage bin included. Components may vary.</p> <p>Set includes:            12 colored beanbags (4" Sq.)            12 juggling scarves (16" Sq.)            1 Brown Tough Parachute (6 Dia.)</p>	Facilitated Learning and Development
PTPULLS3	\$82.99	\$66.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>These three pull along toys are ready to accompany your little ones everywhere they go!</p> <p>CAPTIVATING ACTION: When pulled, these toys move and make sounds that enchants children.</p> <p>PLANWOOD™ MAGIC: Crafted from PlanWood™, a revolutionary material by PlanToys, this toy utilizes surplus sawdust and wood scraps, transforming them into a sustainable and flexible wooden marvel.</p> <p>ECO-FRIENDLY DESIGN: With a finish of water-based paint and non-formaldehyde, e-zero glue, our animal pull along toys prioritize safety and sustainability for your little ones.</p> <p>RESPONSIBLY CRAFTED IN THAILAND: Proudly made in Thailand, this toy is constructed using chemical-free rubberwood, formaldehyde-free glue, organic pigments, and water-based dyes, ensuring a healthy and environmentally conscious playtime experience.</p>	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
Kit Total	\$394.22	\$316.18					
<b>Toddler Fine Motor Center Kit</b>							
RNBWCUPS	\$13.99	\$11.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Toddlers can stack the cups higher and higher while learning about size, spatial relationships, colors, and shapes. Offers multiple uses for manipulative play, tactile learning, and hand-eye coordination. Includes 9 multi-colored translucent cups with basic shapes embossed underneath each cup. Six double-sided activity cards are included in the set. Dishwasher safe.</p> <p>LEARN EARLY STEM CONCEPTS: Children can learn about size, spatial relationships, colors, and shapes</p> <p>DEVELOP FINE MOTOR SKILLS: Practice fine motor skills and develop hand-eye coordination while stacking, nesting, scooping and molding</p> <p>ECOURAGES CREATIVE THINKING: Toddlers can explore endless possibilities while placing the cups in various configurations</p> <p>INCLUDES: 9 multi-colored translucent cups and 6 double-sided activity cards</p>	Facilitated Learning and Development
JRCOIN	\$33.99	\$27.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Turn the coin to make it fit into the slot - can you put all five coins in? Open the drawer - and there they are!</p> <p>EDUCATIONAL: This set will teach both babies and toddlers alike about object permanence.</p> <p>SKILL BUILDING: Encourages fine motor development, eye-hand coordination, reasoning, cognition and problem solving.</p> <p>SIZING: The box measures 5.85 x 5.85 x 4.25; Coin measures 2 in in diameter.</p> <p>INCLUDES: A sturdy plywood box and 5 chunky solid wood coins.</p>	Facilitated Learning and Development
RCBLOCK	\$24.99	\$19.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Toddlers will be engaged for hours with this 50-piece Recyclable Jumbo Building Block set of interlocking bricks that can be assembled and reassembled endlessly. Young children can create something different every time! Kids learn the basics of putting pieces together and then taking them apart again.</p> <p>WHAT YOU GET: A 50-piece, Jumbo-size building block set of interlocking bricks in soft, pastel colors. For ages 18 months and up.</p> <p>HIGH QUALITY AND NON-TOXIC: Our toddler-friendly building blocks have rounded edges and smooth surfaces for safety. All Excellerations® products are quality tested and safe for children.</p> <p>MAKE THE WORLD GREENER: These toy blocks are made from 25% of repurposed rice husks - encouraging the world to use less plastic to protect our earth.</p> <p>STEM PLAY: Building blocks help develop important STEM skills like shape and color recognition, problem solving, and spatial awareness. Plus, toddlers sharpen their hand-eye coordination and fine-motor skills when they put together and take apart the interlocking bricks.</p> <p>ECOURAGES CREATIVE PLAY: The jumbo building blocks inspire imaginative play. Toddlers will love creating a train, crane truck, airplane, animals, or anything that their imagination can dream up!</p>	Facilitated Learning and Development




ALPHBLK	\$99.99	\$79.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		DURABLE: Thick wooden blocks are sturdy and durable with clear varnish for years of play EASY TO PLAY: Blocks stand up and stack evenly COLORFUL: Alphabet letters are printed in 6 colors: blue, green, orange, purple, red and yellow SIZE: Blocks measure 5 inches L x 1-1/4 inches W x 5 inches H DESIGN: Exclusively designed for learning and easy building, our set of 26 solid wooden blocks feature one of each alphabet letter	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
Kit Total	\$176.96	\$142.37					


Toddler Literacy Kit/COZY CORNER							
PUPSET1	\$136.48	\$109.18	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Puppets are a great way for children to talk, tell stories and use new words. The set of 12 rich and colorful plush animal puppets includes: frog, hippo, bunny, panda, fox, leopard, parrot, lion, giraffe, zebra, monkey, and bear. Plush puppets are machine washable and measure 10 inches in length. DESCRIPTION: Set of 12 rich and colorful plush animal puppets includes: frog, hippo, bunny, panda, fox, leopard, parrot, lion, giraffe, zebra, monkey, and bear. Plush puppets are machine washable and measure 10 inches in length. SKILL DEVELOPMENT: Puppet play aids in the development of language and vocabulary while promoting fine-motor skills, hand-eye coordination and cooperative play. INTERACTIVE HAND PUPPETS: Arms are easily movable for even the youngest of puppet fans to manipulate with ease and are brightly-colored to enhance the play value. FUN AND EDUCATIONAL: Great for the classroom or in a homeschool setting, the animal puppets provide the ideal starting point for conversations and role play activities. GREAT GIFT: Makes a great gift for birthdays, Christmas, and holidays as an alternate option to screen-free play.	Language Modeling
BURROW	\$199.99	\$159.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Nestle in for a long winters nap in this woodland themed retreat! This unique "log" chair provides the perfect place for children to enjoy a book, escape for a little quiet time, or use for make-believe. MULTIPLE USES FOR QUIET SPACES: Perfect for kids who want or need a quiet and cozy out of the way place to read, relax, and pretend. Comes with a removable cotton leaf cushion for added comfort DURABLE AND PORTABLE: Made of cotton canvas and see-through, heavy-duty mesh with steel hoops inside for strength. Lightweight and sturdy, this pop-up reading nook can easily be moved from room to room. Folds flat for compact storage with convenient bag for stowing away ENCOURAGES IMAGINATION: The natural log look of the outer shell and the leaf pillow provide a setting for calm reflection, mindful meditation, time out, or shared reading EASY TO SET UP: The hideaway chair's pop-up design makes set up easy. Just open the pop-up, add the cushion, and it's ready for use! Easy to clean with simple spot wash using warm water and soap GREAT FIT FOR ANY SPACE: Burrow measures 32-1/5 inches W x 35 inches H when in use. Cushion measures 40 inches L x 35 inches W x 4 inches D. Pop-up to create a calming space in homes, classrooms, libraries, bedrooms, or playrooms	Teacher Sensitivity/Positive Climate
NYSBK	\$35.96	\$28.77	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Ages 12 mos + / Infant Each page will reveal an animal hiding within the vibrant patterns. ENGAGING ANIMAL DISCOVERY: Early readers uncover hidden animals within the pages. DYNAMIC PATTERNS BROUGHT TO LIFE: Each page turn reveals vibrant patterns in captivating detail. DEVELOPMENTAL BENEFITS: Supports early perception skills and sparks imaginative thinking. PLAYFUL LEARNING EXPERIENCE: Offers a blend of education and enjoyment for children COMPLETE SET: This set of 4 board books features animals hidden in the Meadow, the Ocean, the Rainforest and the River.	Language Modeling
KIT FEE	\$4.00	\$4.00					
Kit Total	\$372.43	\$301.94					

Toddler Sensory Kit							
ALLPRISM2	\$59.99	\$47.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Kids can shape and mold with this allergen-free, soft, and pliable dough in a variety of bright colors and with multicultural skin-tone colors! Our Wheat and Gluten Free Dough Packs are made for children who are wheat and gluten sensitive. Perfect starter sets for classroom and home use! You get red, blue, purple, light blue, orange, pink, light green, yellow, green, neon blue, neon green, neon purple, neon yellow, and neon pink PLUS almond, beige, peach, caramel, cinnamon, chocolate, russet, ebony, white, black. WHAT YOU GET: Each Wheat and Gluten Free Variety Pack includes 14 bright colors & 10 realistic skin-tone colors in 5 ounce resealable tubs. STEM/STEAM SKILLS: Kids can use their imagination and create 3-D dough art with hands-on, and open-ended play. TACTILE FUN: When children mold, squish, roll, and trim the wheat and gluten free dough, it helps develop their fine-motor skills by strengthening their hand and finger muscles. Playing with dough is also relaxing and a great calm-down tool. SIMPLE TO USE: This multipack dough is conveniently packaged for easy use and kids will be able to play and experiment with mixing colors and make amazing creations. SAFE & NON TOXIC: Certified to ASTM D-4236 for non toxicity and safe for children. Dough is free from most common allergens: wheat / gluten, latex, dairy, casein, egg, peanuts, tree nuts, and soy.	Teacher Sensitivity/Facilitated Learning and Development
ALPH TILE	\$33.99	\$27.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Get a feel for the fundamentals! These double-sided wooden tiles encourage tactile learning as children trace letters and pictures with their fingers. 26-piece alphabet set features capital letters and objects with beginning letters Tiles measure 2-7/10" L x 2-1/10" W x 3/10" thick Made from sustainably harvested rubberwood and food grade dyes	Language Modeling/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
Kit Total	\$97.98	\$79.18					

Toddler Music and Movement							
HARMONY	\$106.59	\$85.27	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Strike up the band with the toddler musical instrument set from Edushape! Ergonomically-shaped, easy-grip handles allow babies to produce fascinating sounds while being visually stimulated! <b>Set includes:</b> 2 hand drums 2 cags bells 3 baby rattles 3 castanets 2 spinning center shakers 3 shape-me shakers Durable, washable plastic construction Support gross motor development through music and movement Colors may vary	Facilitated Learning and Development
SENMAT	\$55.62	\$44.50	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Set of 5 shapes in bright colors and unique textures makes for a great tactile experience. Perfect for creating a sensory pathway to teach color and shape recognition and stimulate perceptual development. For children ages 3 years and older. TANTALIZING TACTILE EXPLORATION: Ridges, bumps, lumps and more exciting textures are fascinating to feel with fingers or toes. Smooth, rough, prickly - what's your favorite? FUN SHAPES, FUN COLORS, FUN TEXTURES: Five fun shapes - square, triangle, circle, star, hexagon - in five fun colors - green, orange, yellow, pink, blue. Each shape has a unique texture for sensory exploration SAFETY FIRST: Shapes are made of durable, non-slip silicone with a ridged perimeter so they're safe to use as a sensory stepping path EASY CARE: Simply wipe shapes clean with regular soap and water. Each shape is approximately 10 inches x 10 inches - the perfect size for little feet to step and squish GREAT FOR GIFT GIVING: Makes a great gift for birthdays and holidays as an alternate option to screen-free play	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					

Kit Total	\$166.21	\$133.77
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Toddler Dramatic Play Center Kit							
PLUSHRX	\$44.99	\$35.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>The doctor is in. The 10-piece set includes bandages, stethoscope, blood pressure monitor, vitamins, syringe, pager, ointment, reflex hammer, otoscope, and a doctor's bag. Pieces range in size from 3-1/2" H x 1-3/4" inches Dia. to 22 inches L. For children ages 18 months and older.</p> <p>SET INCLUDES: 10-piece set includes bandages, stethoscope, blood pressure monitor, vitamins, syringe, pager, ointment, reflex hammer, otoscope, and a doctor's bag.</p> <p>SIZE: Pieces range in size from 3-1/2" H x 1-3/4" inches Dia. to 22 inches L.</p> <p>QUALITY: Soft, rich and sensory fabrics give realistic details to stethoscope, otoscope and blood pressure cuff. Embroidered details on tools and bag are high quality. Medical tools are perfectly stuffed for sturdy play and long time use in classroom or homeschool setting.</p> <p>DESIGN: Basket and medical tools are designed to add role play value to basic fill and spill. Little doctors will love bright colors in plush set. Soft pieces are designed to be safe and allow young children to engage in doctor role play. Machine washable.</p> <p>EDUCATIONAL: Product supports cognitive, sensory play, role play, social emotional development and motor skills.</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
MYTOOLS	\$49.99	\$39.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Little carpenters will love this plush set of bright colorful tools. Set includes: 7 pieces, including tool bag, hammer, screwdriver, drill, saw, tape measure, and flashlight. Largest tool measures 7-1/2 inches L, smallest 3-1/2 inches L, and tool bag: 11 inches H. For children ages 18 months and older.</p> <p>SET INCLUDES: 7 pieces, including tool bag, hammer, screwdriver, drill, saw, tape measure, and flashlight.</p> <p>SIZE: Largest tool measures 7-1/2 inches L, smallest 3-1/2 inches L, and tool bag: 11 inches H.</p> <p>QUALITY: Soft, rich and sensory fabrics give realistic metal look to hammer, saw and screw driver. Embroidered details on tools and basket are high quality. Tools are stuffed for sturdy play and long time use in classroom or home school. Machine was cold, tumble dry low. Do not iron.</p> <p>DESIGN: Basket and tools are designed to add role play value to basic fill and spill. Little carpenters will love bright colors in plush set.</p> <p>EDUCATIONAL: Product supports cognitive, sensory play, role play and motor skills.</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
TODDBARN	\$89.99	\$71.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Unique design allows imaginative toddlers easy access from top and sides of this appealing barn. Our safe and sturdy barn sits on the carpet and is sized to fit our 8"H soft dolls and plastic farm animals. Durable 1/2" thick wooden construction stands up to tough play and wipes clean. 23"L x 18"W x 15-3/4"H. Play figures not included.</p> <p>Use Excelleration's® Toddler Wooden Barn to address these approaches to learning: social and emotional, language and perceptual motor guidelines from the Infant and Toddler Head Start Early Learning Framework:</p> <p>Barn offers the child a first opportunity to discover the joys of dramatic play</p> <p>Open sides and top also allows several children to play at the same time</p> <p>Roomy door and window openings provide children many ways for play figures to interact</p> <p>There's even a rooster's perch in the top window to watch all the barnyard activity</p> <p>Doorway fits any play figures measuring 8-1/4"H or smaller</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$188.97	\$151.98					

Toddler Blocks Center Kit							
NERDBLK	\$67.99	\$54.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Identify, compare and contrast objects by attributes (shape, size, color) to develop vocabulary, mathematical reasoning and logical thinking skills.</p> <p>INTRODUCTION TO STEM: Identify, compare and contrast objects by attributes (shape, size, color) to develop vocabulary, mathematical reasoning, STEM and logical thinking skills</p> <p>EDUCATIONAL: The basic, recognizable shapes in visually stimulating colors invite exploration and discussion. Pattern cards in 3 skill levels provide opportunities for children to construct 3-D structures from 2-D photographs</p> <p>SET INCLUDES: 18 colorful wooden blocks in 7 shapes, 25 pattern cards and cloth storage bag. Smallest shape measures 2 inches L x 1 inch H x 2 inches W, and largest shape measures 4 inches L x 2 inches H x 2 inches W.</p> <p>DEVELOP FINE MOTOR SKILLS: Help kids continue to develop hand-eye coordination by building blocks to match images on activity cards</p> <p>STURDY: Set will last over time</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
SHAPEBT	\$69.99	\$55.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Block set includes uniquely shaped bricks! Set of 48 bricks consists of a variety of shapes and sizes.</p> <p>GIANT BLOCKS: Building with blocks can be so much fun! These jumbo, lightweight blocks with brick print will have little builders constructing buildings and walls in no time. Perfect for use on the floor in home or in classroom block play areas</p> <p>SUPPORT EARLY STEM: A great way to learn early STEM concepts, children can use the block set to practice shape, color, and size recognition, as well as counting and sorting, all while developing fine motor skills</p> <p>SUPER LIGHT WEIGHT: Made of heavy-duty laminated cardboard, these large brick print blocks are so lightweight that children can carry several blocks at once! Blocks come flat and are created using tuck and fold assembly</p> <p>EASY TO CLEAN: Blocks are made of heavy-duty corrugated cardboard that is laminated with coating allowing for easy cleaning with a damp cloth</p> <p>SET INCLUDES: Block set of 48 consists of 6 large square prisms 12 inches L x 3 inches W x 6 inches H, 12 small square prisms 6 inches L x 3 inches W x 3 inches H, 18 cubes 3 inches L x 3 inches W x 3 inches H, 4 triangular prisms 6 inches L x 3 inches W x 6 inches H, 4 large cylinders - 6 inches H x 3 inches Dia., 4 small cylinders 3 inches H x 2-3/4 inches Dia.</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
ISEEME	\$42.99	\$34.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>A set of 24 wooden double-sided mirrored blocks in 6 different shapes and sizes (rectangle, square, round, right triangle, equilateral triangle and semicircle). Beautifully crafted with soft round edges make them the perfect choice for little hands. Stack them up and reflect the world! Sturdy blocks are great for visual and tactile learning. For children ages 18 months and older.</p> <p>MIRRORS: Each block has a safe acrylic mirror on both sides of the block so that children can see their image.</p> <p>BUILDING: Blocks are ideal for building structures in the classroom and for toddlers to knock over and rebuild.</p> <p>VARIETY OF SHAPES AND SIZES: Shapes are rectangle, square, round, right triangle, equilateral triangle and semicircle. Smallest block measures 2 inches in diameter x 1 inch H and largest measures 4 inches L x 4 inches W x 1 inch H.</p> <p>DEVELOP FINE MOTOR SKILLS: Playing with these blocks will help to build fine motor skills and enhance hand-eye coordination in young learners. Ideal for use in the classroom or homeschool setting.</p>	Regard for Child Perspective/Language Development/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$184.97	\$148.78					

Item Total	\$1,895.73	\$1,526.18
DISCOUNT APPLIED-20%	\$379.15	
Shipping/Freight	\$0.00	
<b>TOTAL</b>	<b>\$1,526.18</b>	<b>\$1,526.18</b>

BUDGET NOT TO EXCEED \$85,000 per year for all HTI age tabs

Provide a list of all age-appropriate items with related prices, discounts, and shipping costs for each item to create each of the centers or developmental kits listed below. Include the quantity and cost of each item after any discounts have been applied. (\*All items for a kit should be able to fit in 1 an average-sized storage container). Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.



Goods Category #1: Hillsborough Infant/Toddler Initiative

ELCHC Project Manager: Theon Salley

Project budget is not to exceed \$85,000 for the year July 1, 2024 to June 30, 2025.

Project budgets in subsequent years are subject to available funding but expected to be at or around this amount









2 Yr Old Young Toddlers (16 - 36mths): 11 Children	Our Current Price	YOUR PRICE July 1, 2024 to June 30, 2025	YOUR PRICE July 1, 2025 to June 30, 2026	YOUR PRICE July 1, 2026 to June 30, 2027		CLASS DOMAIN	
<b>2 Year Science/STEM Kit</b>							
STAGES	\$48.99	\$39.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Set of 3 puzzle blocks, each focusing on a favorite, familiar animal - butterfly, frog, chicken. The 3 different puzzle blocks show each of the life stages as a separate, identified puzzle piece with actual full-color photos and text. The pieces are as much fun to take out of the puzzle as they are to put back in!  PHOTO-REAL FROM EGG TO ADULT: Beautiful color photos show butterfly, frog, and chicken in different life stages from egg to adult. Each piece is identified with easy-to-read text. CHUNKY PIECES STAND ALONE: Chunky 3/4 inch thick pieces are solid and stable enough to stand on their own for added play value. DESIGNED FOR LITTLE FINGERS: Puzzle blocks measure 6 inches x 5 inches x 2 inches. Pieces range from 1-1/2 inches x 2 3/4 inches to 5-1/4 inches to 3-3/4 inches. Each block layer has cut-out notches to make removing and replacing pieces super-easy! DURABLE WOOD CONSTRUCTION: Puzzle blocks are made of 3 layers of 11-ply plywood, pieces are made of solid New Zealand pine. All components are sanded and varnished with a smooth finish for years of learning fun.	Facilitated Learning and Development/Regard for Child Prespective
TODSTACK	\$62.99	\$50.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Children can develop early math skills and spatial relations while sorting and stacking with this giant wood stacker.  SIZE: Hardwood base measures 14 inches L. Wooden beads are 2 inches in diameter USE: Children can stack, sort and count beads by threading them on the wooden dowels EARLY STEM: Children can develop early math skills and spatial relations while stacking and sorting MULTIPLE USE: Stacker is large enough for multiple children to play at once DURABLE: Sturdy solid wood base and wooden painted beads are designed for years of play	Facilitated Learning and Development/Regard for Child Prespective
KIT FEE	\$4.00	\$4.00					
KIT Total	\$115.98	\$93.58					

<b>2 Year Gross Motor (Indoors and Outdoor) Kit</b>							
PLAYKITB	\$215.24	\$172.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Designed especially for toddlers, this brightly colored set includes a wide range of products for a variety of active play activities. Colors may vary.  The lightweight, easy-to-grab pieces in this kit help develop eye-hand coordination and gross motor skills Activities are appropriate and exciting for this age group Provides limitless opportunities for indoor and outdoor fun Tunnels, parachute for group play; balls for kicking, tossing and rolling; beanbags for tossing and scarves for music and movement. Colors and styles may vary Activity guide and storage bin included Components may vary	Facilitated Learning and Development
ABCFISH	\$153.99	\$123.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Children will have a blast hooking fish with the fishing rods, as they practice motor skills, hand-eye coordination and learn letters, shapes and colors.  Fish measure 9"L and fishing pole measures 28"L 26 fish included in set Can be used Indoors or out Can be used in water	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT Total	\$373.23	\$299.38					




<b>2 Year Fine Motor Center Kit</b>							
PEGGY	\$55.99	\$44.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Introduce toddlers to spatial relations, sorting and matching colors and like items!  EDUCATIONAL VALUE: Introduce toddlers to spatial relations, sorting, counting and matching colors SET INCLUDES: 5 Colorful foam shapes: butterfly, turtle, duck, boat, and heart. 50 jumbo pegs in matching colors COLORS: Match colored pegs to foam shapes. Colors include red, yellow, green, blue, and purple STACKING: Pegs can be stacked on top of each other for additional play value SIZE: Shapes measure 9-3/4 - 10 inches L by 7-9 3/4 inches W. Pegs measure 1-3/8 inches D x 1-7/8 inches L	Facilitated Learning and Development
LAFLEUR	\$25.99	\$20.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		How does your garden grow? Children can develop concentration, fine motor and coordination skills when they practice stringing these large chunky wooden lacing beads featuring colorful garden themed designs.  SET INCLUDES: Lacing string, inch worm, frog, hummingbird, sunflower, cloud, snake, blue bird, ladybug, snail, spider, flower, sun, bumble bee, butterfly, dragonfly and 2 trees SIZE: Largest piece is 2-1/2 inches L; smallest: 1-3/4 inches Dia. EDUCATIONAL: Children can develop concentration, fine motor and coordination skills as they practice stringing large chunky wooden beads EASY FOR LITTLE HANDS: Lacing strings feature specially designed flat-head jumbo need which is easy for little hands to maneuver and grasp DURABLE: Wooden beads are sturdy for years of use. String is thick for multiple uses.	Facilitated Learning and Development
ZOOLACE	\$79.99	\$63.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Delightful animal wooden lacing cards feature a wood base to make lacing easier for little ones.  SET INCLUDES: 6 animals, one stand and 16 laces. SIZE: Wooden animal cards measure 7-3/4 inches square. QUALITY: Beautiful wooden cards and stand feature painted animals coated with varnish. Edges are smoothly sanded. Built for long term play in classroom. Easy to wipe clean with damp cloth. DESIGN: Wooden lacing cards feature a base to make lacing easier for little ones. Base helps children have both hands free to concentrate on threading. Cards can be laced with and without base. This product targets a variety of interests. Supports hand-eye coordination and fine motor skills.	Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$165.97	\$133.58					



<b>2 Year Literacy Kit</b>							
NBROUND2	\$189.99	\$151.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		It's story time! Encourage listening and learning with this unique selection of 12 children's classic books in varied formats.  Titles include: Plumpty, Dumpty Pumpkin by Mary Serfozo Mouse's First Spring by Lauren Thompson Clifford, the Big Red Dog by Norman Bridwell Kite Flying by Grace Lin The Mitten by Jan Brett Red Leaf, Yellow Leaf by Lois Ehlert On Mother's Lap by Ann Herbert Scott Beach Day by Karen Roosa Wolf Camp by Andrea Zullit Goodnight Moon by Margaret Wise Brown Mouse Paint by Ellen Stoll Walsh	Language Modeling



800670	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Little ones can wiggle, stretch, point, and move with the rhythm of the words. Both traditional and contemporary tales. Set of 5 sturdy board books.	Language Modeling
LETSET	\$39.96	\$31.98	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Big and bright - these plastic letters are the perfect preschool manipulative. MULTI-PURPOSE: This set of magnetic letters can be used for kids to practice their spelling skills and vocabulary. It also helps support hands-on activities, phonics and grammar. Perfect for both the classroom and at home. KID-FRIENDLY DESIGN: These large size magnetic letters make them easy for small hands to play with. EASY TO CLEAN: The smooth plastic surface of these letters makes for easy cleaning and disinfecting. INCLUDES: 80 letters; 40 uppercase letters, 40 lowercase letters, measuring 2-1/2 inches and also feature extra vowels and selected consonants for longer words.	Language Modeling
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$273.96	\$219.97					
<b>2 Year Sensory Kit</b>							
COOLBEAN	\$61.79	\$49.43	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Get your hands on this super sensory sensation! SENSORY: Each beanbag is covered with soft chenille fabric nubs making them easy to catch and hold. Filling crinkles when handling for extra sensory experience. IDEAL TOSSING: Size and weight has been carefully calibrated for ideal tossing and catching play. SET INCLUDES: 3 each in 4 bright colors: green, purple, red and yellow. Ideal for color sorting. QUALITY: Inner bag keeps filling in place for long-lasting durability. Machine washable: place in pillow case, wash in cold water, tumble dry low. RECOMMENDED AGES: 18 months and up. SEL: Supports social emotional development and social emotional learning. CALM-DOWN TOOLS: Use this in conjunction with other calm-down tools to create a place of peace in your classroom.	Positive Climate/Behavior Guidance
KINDSTON	\$32.99	\$26.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Colorful sensory stone mix hearts are ideal for teaching children to be kind! SENSORY: Children will just love to touch, hold and give away these attractive, tactile heart stones. WHAT YOU GET: Made in eight colorful shades, the kindness hearts will help children recognize and appreciate kindness, and then show this to each other. SIZE: They are a perfect visible way of saying 'thank you' for acts of kindness, or simply to hold to express gratitude and discuss the thoughts, actions and words that make a positive difference. SUPPORT: A valuable and nurturing resource to support children's own mental wellbeing and that of their peers. Be kind! SET: The set includes 16 hearts - two each of eight different colors. Size 1-1/2 inches.	Positive Climate/Behavior Guidance
GRNROLL	\$24.99	\$19.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Roll into dough or clay and stamp with the bugs to create hands-on habitats. Children can experiment using different amounts of pressure and rolling in different ways to create satisfying sensory art! The set includes: butterfly and meadow, bee and honeycomb, spider and web, ladybug and flowers, caterpillar and branch, grasshopper and grass... A fun activity for groups of children or garden themed birthday parties. APPLICATION: 6 Rollers are perfect to use with dough or clay and are easy to hold, roll, and stamp. An ideal size for young hands. Textured with various garden themed animals and plants, kids will love using these to give their art projects an outdoor theme. No handles on rollers needed! CREATIVITY: With the clear texture and deeply ingrained print, these garden bug stampers are easy to use with any clay and dough to design or create your own clay embellishments. Can be rolled and stamped in a variety of ways. Perfect outlet for kids to express their creativity with little mess. GIFT IDEAS: Stamper rollers can make for fun garden themed paperweights or custom coasters for homes. A great personalized gift for friends and family. Also give the garden bug stampers as birthday gifts to your children's friends. WHAT YOU GET: 6 stamper rollers with various garden themed stamp designs such as flowers, bugs, and other line designs. 12 designs total. EASY TO CLEAN: Easy to clean and store for quick and easy access next time. Use a bristled brush or toothbrush to clean small grooves of stampers and ensure no pieces of dough are left behind.	Regard for Child Perspective/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$123.77	\$99.82					
<b>2 Year Music &amp; Movement Kit</b>							
BOOGIE	\$314.82	\$251.86	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Get ready to boogie, shake and groove with this all-in-one classroom set! Children will dance and move to the music they make with our selection of favorite classroom rhythm instruments and movement props. Minimize set-up and cleanup time by keeping everything organized in the included easy-label storage bins. Exclusively ours. <bold>Kit Includes:</bold> 6 Easy-Label Bins with lids 12 Sets of 10" Rhythm Sticks 12 Egg Shakers 12 Rainbow Wrist Bands 12 Beanbags 12 Juggling Scarves 12 Jingle Wraps The rainbow wrist bands and juggling scarves help children build gross motor skills while adding visual and tactile expression to movement activities, including dance. Children love to whirl, float and swish to the music. Rhythm instruments make it easy for children of all abilities to follow a beat or create their own music. Rhythm activities are easy to learn and generally involve following only one motion at a time. There is no right way or wrong way to play!	Regard for Child Perspective/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$318.82	\$255.86					
<b>2 Year Dramatic Play Center Kit</b>							
TIDYKID	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		Encourage young children to use their imaginations and make connections to the real world through role play. The cleaning set is great for home and classroom use and includes a vacuum with removable dust duster (requires 2 AA batteries, included), broom, mop and water pail. Vacuum even lights up and makes real vacuum sounds! Vacuum measures 26 inches H; Broom and mop handles measure 15 inches L. For children ages 2 years and older. FUN AND EDUCATIONAL: Great for the classroom or at home, the cleaning playset for toddlers provides the ideal starting point for dramatic play introduction and teamwork building skills. SIZED RIGHT: Cleaning play set designed for children ages two years and older. Chunky vacuum is easy for children to manipulate and the broom and mop are sized just right for the youngest of household helpers to enjoy. ROLE PLAY: Encourage young children to use their imaginations and make connections with the real world. REALISTIC CLEANING TOYS: Just like mom and dad, children will have fun "cleaning up" as they learn through play. GREAT FOR GIFT GIVING: Makes a great gift for birthdays, Christmas, and holidays as an alternate option to screen-free play.	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity
PETVET2	\$43.59	\$34.87	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		A perfect set for your littles animal lovers! Toddlers will love helping puppy feel better and carrying her around. The 7-piece veterinarian set includes: carrier, plush dog, feeding bowl, bone, syringe, stethoscope and doctor glasses. Carrier measures 8.5 inches long X 5.75 inches wide X 6.5 inches high. For children ages 2 years and older. 7-PIECE VETERINARIAN SET: Includes carrier, plush dog, feeding bowl, bone, syringe, stethoscope and doctor glasses. SET MEASURES: Carrier measures 8.5 inches long X 5.75 inches wide X 6.5 inches high. INTERACTIVE PLAY: Syringe features moving parts for engaging play. IDEAL USE: The toy set is great for home use or in the classroom setting. GREAT FOR GIFT GIVING: Makes a great gift for birthdays, Christmas, and holidays as an alternate option to screen-free play.	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity

800993	\$89.99	\$71.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Lots-to-love 14" baby dolls are vinyl and fully-jointed.</p> <p>Fun to cuddle and care for. Dolls come with diaper.</p> <p>For additional clothes, see related products. Also available individually.</p> <p>Facial expressions may vary.</p> <p>SEL: Supports social emotional development and social emotional learning.</p> <p>CALM-DOWN TOOLS: Use this in conjunction with other calm-down tools to create a place of peace in your classroom.</p>	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$177.57	\$142.86					

<b>2 Year Cozy Area Kit</b>							
BIGOOZE	\$39.88	\$31.90	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Goody science fun that stays clean and contained! This large, sensory liquid cylinder contains thick, pink, gooey jelly which oozes and spirals to the bottom. Great for promoting calm and focus or for science experimentation.</p> <p>A FASCINATING MULTI-SENSORY TOY: Helps skills in sensory understanding, descriptive language, and motor development.</p> <p>ENCOURAGE QUIET, FOCUS TIME: A calming resource that assists in building focus, calm and concentration for children.</p> <p>BUILT TO LAST: The Sensory Jumbo Ooze Tube is made from thick, durable polycarbonate plastic for long term use. Perfect as part of a classroom sensory box or to place in workspaces to encourage focus.</p> <p>HELPS KIDS OF ALL ABILITIES: A wonderful resource to help children with special educational needs and disabilities focus and build their language, communication and motor skills.</p> <p>TIME: Length of time 35 minutes.</p>	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity
EMOCALM	\$29.99	\$23.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Sometimes, the classroom can be a difficult place for kids. When tensions are running high and children are in need of a way to help them calm down and focus, you can use this 12-sided die to come up with unique strategies that will get them back on track. Each side of this die provides different ideas for calming down activities and coping skills, like taking a deep breath, watching the clouds, drawing a picture and more. Children will be eager to engage with the game-like activity that this behavior management tool presents, and the easy directions on each side of the die make classroom management a breeze.</p> <p>Each die comes with an included guide that explains and discusses how the included activities can benefit children, like the psychological and physiological benefits of mindfulness. By allowing the children to roll the die themselves, they'll feel more a part of the activity itself and will want to engage. This die is sold either individually, or in a set of three separate dice; the others including activities for coping with conflict or kindness and caring. Made of EVA foam and illustrated with short sentences and pictures, they make a great tool for assisting any young children.</p>	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity/Positive Climate/Quality Feedback
CALMDOWN	\$13.89	\$11.11	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Every parent, caregiver—and toddler—knows the misery that comes with meltdowns and temper tantrums. Through rhythmic text and warm illustrations, this gentle, reassuring book offers toddlers simple tools to release strong feelings, express them, and calm themselves down. Children learn to use their calm-down place—a quiet space where they can cry, ask for a hug, sing to themselves, be rocked in a grown-up's arms, talk about feelings, and breathe: "One, two, three... I'm calm as can be. I'm taking care of me." After a break, toddlers will feel like new—and adults will, too.</p>	Regard for Child Perspective/Facilitated Learning and Development/Teacher Sensitivity/Positive Climate/Quality Feedback
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$87.76	\$71.01					

<b>2 Year Blocks Center Kit</b>							
SMARTY42	\$79.99	\$63.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>The attraction of magnets is simply irresistible for kids! The large pieces are perfect for little hands and allow for large structures to be built by a wide age range. The bars have opposing magnetic polarity; a unique feature not found in other magnetic sets that make play time a learning experience as well.</p> <p>Great for demonstrating STEM topics with geometrical structures and magnetic principles</p> <p>Addresses STEM objectives such as asking, observing, gathering data, defining problems, developing or improving objects or tools to solve a problem</p> <p>Helps develop early manipulative skills</p> <p>Set includes: 12 balls, 12 long rods, 18 short rods, and instruction guide</p> <p>Largest piece measures 5-1/4"L</p> <p>Latex-Free</p>	Regard for Child Perspective/Facilitated Learning and Development
40BT	\$59.99	\$47.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>These heavy-duty cardboard bricks have a special corrugated construction for durability, yet they're light enough for a child to carry several at one time.</p> <p>CLASSROOM ESSENTIAL: THIS multipack of giant building bricks includes 40 different bricks, perfect for classroom play sessions</p> <p>VARIETY: In this multipack of building bricks there are a variety of different sizes including 8 large bricks, 8 medium sized bricks and 24 small bricks</p> <p>EASY TO USE: These giant building bricks are easy to assemble with a simple fold and tuck assembly method - your students will be playing and creating in no time</p> <p>DURABLE: These cardboard brick blocks are heavy-duty with special corrugated construction for durability for young students</p> <p>INTERACTIVE TOY: Young learners will love to play and create with these giant building bricks, the options are endless for creativity</p>	Regard for Child Perspective/Facilitated Learning and Development
KIT FEE	\$4.00	\$4.00					
KIT TOTAL	\$143.98	\$115.98					

Item Total	\$1,781.04	\$1,432.03
DISCOUNT APPLIED-20%	\$356.21	\$0.00
Shipping/Freight	\$0.00	\$0.00
<b>TOTAL</b>	<b>\$1,424.83</b>	<b>\$1,432.03</b>

BUDGET NOT TO EXCEED \$85,000 per year for all HIT tags tabs











## **Goods Category #2: iSpy Materials for Science and Nature Learning**






We have so many amazing products to choose from within this category! We matched as closely as possible to the suggested items. Please take note that the quantity, detail, selection, and value with the items chosen. As always, we chose these items knowing, availability and quality.

We are open to substitutions as you see fit upon confirmation of availability and pricing.

Goods Category #2: iSpy materials for science and nature learning ELCHC Project Manager: Nichole Gonzalez Project budget is not to exceed \$80,000 for the year July 1, 2024 to June 30, 2025. Project budgets in subsequent years are subject to available funding but expected to be at or around this amount



ISPV-Science and Nature Learning	Item #	Our Current Price	YOUR PRICE July 1, 2024 to June 30, 2025 Price	YOUR PRICE July 1, 2025 to June 30, 2026 Price	YOUR PRICE July 1, 2026 to June 30, 2027 Price			CLASS DOMAIN
Branch Blocks – 36 Pieces	TRBLK	\$69.29	\$55.43	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>WARNING: CHOKING HAZARD – Small parts. Not for children under 3 years.</p> <p>Children will be inspired to be creative and build with these distinctive Tree Blocks. Children can build choosing from 36 pieces in a variety of tree shapes including branching pieces, blocky stump pieces, and circular trunk sections, all with natural bark.</p> <p>Made directly from reclaimed tree branches</p> <p>No live trees were used to make Tree Blocks, only surplus treetops and abandoned fruit tree branches</p> <p>After the wooden shapes are cut, they are carefully smoothed and sanded for safety</p> <p>Each piece is precisely cut in five heights: 3/4 inch, 1-1/2 inch, 2-1/4 inch, 3 inch and 4 inch</p> <p>Pieces range in diameter from 1" to 5-1/2 inch and in length from 4 inches to 10 inches</p> <p>Red canvas bag measures 15-1/2 inches x 13 inches with a drawstring closure</p> <p>Contains natural variations in the wood and bark</p>	Concept Development
Color and Word Wooden Puzzles – Set of 8	COLORP28	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>This set of eight puzzles is perfect for young learners. Their photo-real pictures ensure that the pictures are easily recognizable. The colors featured are red, orange, yellow, green, blue, purple, black, and white. They are wooden and finished with a coating to ensure that they will last through lots of interaction and play. They feature five images and the color word as the puzzle pieces. Each puzzle base has a colored border so that children know which color they are working with. The base also includes the word of the item so that children understand that objects have words associated with them.</p> <p>SET OF EIGHT PUZZLES: These puzzles cover the basic colors of red, orange, yellow, green, blue, black, and white.</p> <p>EARLY LEARNING: Real photos are used so that children can easily associate with the color. The object word is also included so that children associate printed words with objects.</p> <p>WOODEN PUZZLES: These puzzles are made using fine, wooden plywood. Between the sturdy wood and coated nature of these puzzles, they will last for years to come.</p> <p>SAFETY TESTED: Our products are tested to exceed standards, so you can be confident that they are safe for your children.</p> <p>CREATED BY TEACHERS: Our teachers have created these puzzles with young learners in mind.</p>	Facilitation of Learning and Development
Lifecycle Nesting Puzzles	STAGES	\$48.99	\$38.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Set of 3 puzzle blocks, each focusing on a favorite, familiar animal - butterfly, frog, chicken. The 3 different puzzle blocks show each of the life stages as a separate, identified puzzle piece with actual full-color photos and text. The pieces are as much fun to take out of the puzzle as they are to put back in!</p> <p>PHOTO-REAL FROM EGG TO ADULT: Beautiful color photos show butterfly, frog, and chicken in different life stages from egg to adult. Each piece is identified with easy-to-read text.</p> <p>CHUNKY PIECES STAND ALONE: Chunky 3/4 inch thick pieces are solid and stable enough to stand on their own for added play value.</p> <p>DESIGNED FOR LITTLE FINGERS: Puzzle blocks measure 6 inches x 5 inches x 2 inches. Pieces range from 1-1/2 inches x 2-3/4 inches to 5-1/4 inches to 3-3/4 inches. Each block layer has cut-out notches to make removing and replacing pieces super-easy!</p> <p>DURABLE WOOD CONSTRUCTION: Puzzle blocks are made of 3 layers of 11-ply plywood, pieces are made of solid New Zealand pine. All components are sanded and varnished with a smooth finish for years of learning fun.</p>	Concept Development
Jungle Animals – 6 Pieces	MDJNGL	\$56.64	\$45.31	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Durable and realistic, these detailed jungle animals are a perfect addition to a theme unit and any dramatic play center. Set includes:</p> <p>Tiger, giraffe, hippo, elephant, lion and rhino</p> <p>Use with giant jungle animals and individually</p> <p>Smallest piece measures 4"L, largest is 6-3/4"L.</p> <p>Latex-Free</p>	Facilitation of Learning and Development/Quality of Feedback
Sealife Collection Replicas	OCEANBUCK	\$25.86	\$20.69	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>WARNING: CHOKING HAZARD – Small parts. Not for children under 3 years.</p> <p>Pretend and dramatic play builds skills in many essential developmental areas. Playing with realistic molded animals encourages children to talk, interact, cooperate, and create stories as they expand their understanding of the world. Animal bucket playsets include animals, plants, rocks and more. Animals vary in size between 3-1/2"-7-1/2"L. Activity guide included. Ideal for homeschool or home school use.</p>	Facilitation of Learning and Development/Quality of Feedback
Sealife Collection Replicas	SEANIZ	\$45.31	\$36.25	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Set of 12 realistic sea animals will provide hours of creative play.</p>	Facilitation of Learning and Development/Quality of Feedback
Sealife Collection Replicas	MDPOLAR	\$43.24	\$34.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Detailed set of polar animals is great for use with sand and water tables or a themed unit. Includes:</p> <p>2 penguins, blue whale, Beluga whale, polar bear, sea lion, walrus and wolf</p> <p>Icebergs are not included</p> <p>Smallest piece measures 2-1/2"H; largest is 5-3/4"H</p> <p>Solid, hard vinyl plastic</p> <p>Latex-Free</p>	Facilitation of Learning and Development/Quality of Feedback
Butterfly Garden Set	BH	\$37.78	\$30.22	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>WARNING: CHOKING HAZARD – Small parts. Not for children under 3 years.</p> <p>Watch butterflies grow and let them go with this new "pop up" version of the popular Butterfly Garden. New and improved butterfly house measures 12"H x 10-1/2" in diameter and is made of see-through mesh with a clear plastic, zippered top and fabric handle.</p> <p>Includes a voucher to redeem for 5 baby caterpillars.</p> <p>Please note that there's an additional \$8.95 shipping and handling fee for the caterpillars.</p> <p>This award-winning butterfly kit lets you experience the magic and wonder of nature in your own home or classroom. Includes colorful pop-up habitat, voucher to redeem online for five 5 Painted Lady caterpillars that transform into beautiful Painted Lady butterflies, special food, feeding pipette and complete instructions.</p> <p>Students will enjoy watching the different stages!</p> <p>Includes:</p> <p>Pop-up, reusable 11.5" tall mesh habitat.</p> <p>Feeding pipette.</p> <p>Voucher for a cup of 5 caterpillars and all the nutritious food they need to develop into adult butterflies.</p> <p>When a voucher is redeemed, the caterpillars are sent with all the food they need to complete metamorphosis process.</p> <p>\$8.95 Delivery fee required for shipping and handling of your newborn caterpillars.</p> <p>Cannot be shipped to Hawaii.</p> <p>Ideal for outdoor classroom and outdoor learning.</p> <p>It takes approximately 3 weeks for the complete development of your butterflies.</p> <p>3 of the 5 caterpillars are guaranteed to develop into adult butterflies.</p> <p>WARNING: CHOKING HAZARD - SMALL PARTS.</p>	Instructional Learning Format

Weather Basics Books – Set of 6	TWISTER	\$46.99	\$37.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Recommended Reading Level Age: 3+ Grade: PreK+</p> <p>Young readers fascinated by the changing skies can focus on different types of weather and its causes.</p> <p>Each book features dazzling color photographs</p> <p>Topics include: clouds, lightning, rain, snow, sunshine, thunder and wind</p> <p>24 pages each 8"W x 6-3/4"H</p> <p>Titles Included: Clouds Lightning Rain Snow Sunshine Thunder Wind</p>	Instructional Learning Format/Language Development
Double Mite with 2 Mega Trays (Drop Ship Item)	DCLEARB	\$419.99	\$335.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Great for sensory activities and many other classroom needs.</p> <p>Comes with 2, 9"D clear tubs with drain plugs Tubs lift easily from frame</p> <p>Includes 4, 2" locking casters, 2 snap-on caddies and 2 white plastic lids</p> <p>Requires assembly Measures 46"L x 21"W x 24"H</p>	Positive Climate/Concept Development
Waterworks Play Kit	MILLSET3	\$45.82	\$36.66	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Introducing the Sand and Water Mill Kit - an engaging and educational toy designed to fill your classroom sand and water table with excitement! Watch as water, sand, and small stones cascade through the funnel and spin the wheels in mesmerizing ways.</p> <p>Crafted from high-quality, non-toxic plastics, our Medium Mill (5"W x 10"H) and Large Mill (10-1/2"W x 16"H) are perfect additions to your play space.</p> <p>Encourage exploration and discovery as children pour materials into the funnel, observing the dynamic reactions of the wheels. Not only does it provide endless entertainment, but it also promotes dexterity, creativity, and active play in both water and sand environments.</p> <p>Bring the joy of discovery into your classroom today with the Sand and Water Wheel - where learning meets fun!</p> <p>Engaging toy for classroom sand and water tables Promotes sensory exploration and fine motor skill development Non-toxic materials ensure safe play for children Encourages creativity and imaginative play in educational settings Enhances learning through hands-on experimentation and discovery</p>	Positive Climate/Concept Development
Waterworks Play Kit	STACKBOAT	\$6.99	\$5.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Stack, tug, and float your boat - set of 4 soft boats is great for introducing counting, racing and sinking/floating experiments. Boats measure 5-1/4" L x 3"W.</p>	Positive Climate/Concept Development
Waterworks Play Kit	POURPACK2	\$49.99	\$39.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Make a splash with this translucent liquid measurement set!</p> <p>WHAT YOU GET: 3 jumbo size pipettes with clear plastic shaft and colored rubber bulb suction top, 1 of each color: red, blue, and yellow. Shaft size is 7.87"L and bulb size is 1.77"D x 3"L. Each pipette can hold 30ml of liquid. A set of 5 colorful translucent plastic measuring cups with plastic ring. Cup sizes measure 1/8C, 1/4C, 1/3C, 1/2C, and 1C. 2 plastic funnels, 1 of each color: green and purple. Funnels measure 5.1"L x 4.7"W x 5.5"H. 3 plastic pitchers, 1 of each color cup: red, orange, and yellow, measuring 300 mL, 600 mL, and 1200mL. Set of 6 stackable buckets, 6 translucent colors, red, orange, yellow, green, blue, and purple. Size is 6.5" D x 4.92" H. (165mm D x 125mm H).</p> <p>FUN FOR SAND AND WATER PLAY: These hands-on tools encourage kids to experiment with the flow and movement of water. Great for play time, science lessons, or fine motor practice.</p> <p>MANY USES: These hands-on tools encourage kids to experiment with liquid measurements, baking, cooking, and the flow and movement of water. Great for play time, science lessons, fine motor, or math practice</p> <p>SAFE: All Excellerations® products are quality tested and safe for children. For ages 3+.</p>	Positive Climate/Concept Development
Backyard Bug Counters – 144 Piece Set	BUGGY	\$26.99	\$21.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>WARNING: CHOKING HAZARD – Small parts. Not for children under 3 years.</p> <p>Go buggy for counting! Set of 144, flexible rubber insect counters includes: butterfly, scorpion, ant, tarantula, ladybug, housefly, cricket, dragonfly, cockroach, stag beetle, caterpillar and rhinoceros beetle.</p> <p>EDUCATIONAL: These assorted bug counters are a fun and colorful educational toy for kids learning to count</p> <p>CREATIVE: With 144 bold and brightly colored pieces to choose from, the options are endless. Teach children to organize, count, and identify colors</p> <p>MOTIVATE AND STIMULATE: Great STEM educational math manipulatives for preschoolers and Montessori materials toy that includes rainbow color sorting &amp; counting activities. Also great as sensory autism toys or math Montessori toys for ages 3+</p> <p>TEACHING AND LEARNING RESOURCES: Introduce color, color recognition &amp; basic mathematics concepts to children. The math manipulatives also functions well as preschool toys with addition &amp; counting by 2s, 3s, 4s and 5s</p> <p>SAFE: Toys are stored in reusable tubs for easy cleanup. Made from non-toxic, Latex-Free rubber</p> <p>LAB TEST APPROVED. Ideal from age 3 to adult. Please supervise small children. WARNING: CHOKING HAZARD Small parts. Not for children under 3 yrs</p>	Instructional Learning
KIT FEE		\$4.00	\$4.00					
Item Total		\$967.87	\$774.30					
DISCOUNT APPLIED		20%	\$193.57					
Shipping/Freight		\$0.00	\$83.99					
<b>TOTAL</b>		<b>\$774.30</b>	<b>\$668.29</b>					
BUDGET NOT TO EXCEED \$80,000 per year								



## **Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative**


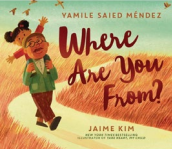
We have so many amazing products to choose from within this category! We matched as closely as possible to the suggested items. Please take note that the quantity, detail, selection, and value with the items chosen. As always, we chose these items knowing, availability and quality. We are open to substitutions as you see fit upon confirmation of availability and pricing.

We are open to substitutions as you see fit upon confirmation of availability and pricing.

Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative ELCHC Project Manager: Lissette Godwin 11  
 Project budget is not to exceed \$60,000 for the year July 1, 2024 to June 30, 2025. Project budgets in subsequent years are subject to available funding but expected to be at or around this amount



Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative ELCHC Project Manager: Lissette Godwin 11	Item #	Our Current Price	YOUR PRICE July 1, 2024 to June 30, 2025 Price	YOUR PRICE July 1, 2025 to June 30, 2026 Price	YOUR PRICE July 1, 2026 to June 30, 2027 Price			
Transition to School Backpack	KINDERKIT	\$39.99	\$31.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>WARNING: CHOKING HAZARD – Small parts. Not for children under 3 years.</p> <p>Top-quality supplies will help families and caregivers assist the child in developing language, literacy, science, and mathematics skills as well as increasing science, social emotional, art, and physical health proficiency. The skills align with most preschool and kindergarten educational guidelines and are organized in developmental order. Full-color activity pages (in English and Spanish) are packed with engaging activities developed by teachers who have years of experience with preschool and kindergarten children. Each sturdy backpack is designed for one typically developing 4-5 year old child. Items may vary.</p> <p>Kit includes (components may vary):</p> <ul style="list-style-type: none"> <li>Picture/Story White Board</li> <li>Box of 8 Colorations* Large Sized Crayons</li> <li>Easy Grip Eraser</li> <li>Rhyming Flash Cards</li> <li>Bag of Foam Letters and Numbers</li> <li>Plastic Scissors</li> <li>Colorations* 1-1/4 oz. Washable School Glue</li> <li>Spiral-bound Journal</li> <li>Magnifying Glass</li> <li>3 Juggling Scarves</li> <li>100 Linking Cubes</li> <li>2-3 Hand Puppets</li> </ul> <p>Backpack measures 10 inches W x 13 inches H x 5 inches D</p>	Instructional Learning Formats/Concept Development
Read-Along Story Books Set 2	READSET2	\$95.00	\$76.00	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Children will connect spoken words with written words as they follow along with these 3 classic children's stories.</p> <p>Includes 4 copies of each title, a read-along CD for each title and 4 hanging storage bags</p> <p>&lt;bold&gt;Included titles:&lt;/bold&gt;</p> <p>&lt;bold&gt;Our Cat Cuddles by Gervase Phinn, illustrated by Amanda Montgomery-Higham&lt;/bold&gt;        When Lizzie and Dominic persuade their parents to adopt a cat, little do they know what they are getting themselves in to!</p> <p>&lt;bold&gt;Mrs. Honey's Hat by Pam Adams&lt;/bold&gt;        Mrs. Honey had a very busy week. She went out every day, wearing her best hat. She especially liked the decorations, but so did everyone else! What a surprise Mrs. Honey had at the end of the week when she looked at herself in the mirror!</p>	Instructional Learning Formats/Concept Development/Language Modeling
Dingo Dog and the Billabong Storm	READDIN	\$57.19	\$45.75	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Recommended Reading Level Age: 4-7 Grade: Pre-K-2nd</p> <p>Children will connect spoken words with written words as they follow along with this traditional story with a twist.</p> <p>Includes 4 copies of the same title, a read-along CD and a hanging storage bag</p> <p>&lt;bold&gt;&lt;italic&gt;Dingo Dog and the Billabong Storm&lt;/italic&gt; written by Andrew Fusek Peters, illustrated by Anna Wadham&lt;/bold&gt;</p> <p>Traditional Australian story about animals of the Bush who are fed up with Dingo Dog's bullying ways, so they come up with an idea to teach him a lesson.</p>	Instructional Learning Formats/Concept Development/Language Modeling
Monkeys Clever Tale	READMONK	\$53.99	\$43.19	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Recommended Reading Level Age: 4-7 Grade: Pre-K-2nd</p> <p>Children will connect spoken words with written words as they follow along with this traditional story with a twist.</p> <p>Includes 4 copies of the same title, a read-along CD and a hanging storage bag</p> <p>&lt;bold&gt;&lt;italic&gt;Monkey's Clever Tale&lt;/italic&gt; written by Andrew Fusek Peters, illustrated by Amanda Montgomery-Higham&lt;/bold&gt;</p> <p>Traditional African-Caribbean story about a monkey who hatches a plot to trick a crocodile in to helping her cross a river.</p>	Instructional Learning Formats/Concept Development/Language Modeling
Hamilton Buhl Multimedia Listening Center (DROP SHIP ITEM)	BLASTERLC	\$582.99	\$466.39	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>The Hamilton Buhl™ Multimedia Listening Center provides an audio solution to meet the multimedia needs of your classroom or learning center! Supports audio CDs, USB memory, cassette tapes and AM/FM radio.</p> <p>Programmable CD player with repeat mode plays CD Audio and MP3 files</p> <p>USB port allows playback of MP3 files on USB memory</p> <p>Built-in tape and CD-to-MP3 converter allows you to convert all your tapes and CDs to MP3 files recorded onto a USB stick</p> <p>Receives AM/FM stereo broadcasts</p> <p>6, 1/8" headphone outputs perfect for classrooms and learning centers</p> <p>8-position jack box with volume control allows several students to listen in at once</p> <p>Includes 6 SC-7V personal headphones with in-line volume control</p> <p>Durable LCP compact plastic case keeps everything in place and is easy to carry</p> <p>Dual power via AC adaptor or 6 "D" size batteries</p> <p>Measures 21"L x 10"W x 12"H</p> <p>Stylish silver and blue housing</p> <p>Output Power: 4W RMS</p> <p>Multimedia player weighs 4-1/2 lbs.</p>	Instructional Learning Formats/Concept Development/Language Modeling/Positive Climate
Environments Easy View Book Bin and Storage	EZBOOK	\$115.48	\$92.38	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Display books within easy reach for little ones to choose their favorite topic. This Easy View Toddler Book Bin by Environments features a double-sided design with clear panels so toddlers can actually see what books they want to look at. Great for use in preschools, classrooms, daycares, and at home. Exclusive to Discount School Supply. Buy with confidence as this item is backed by a lifetime warranty.</p> <p>SEE-THRU PANELS: Double-sided book bin features acrylic panels that allow clear visibility and encourage toddlers to reach in and pick their own books</p> <p>EASY CARRY HANDLES: Convenient handle cutouts on both ends allow for easy mobility</p> <p>SAFE AND DURABLE: Constructed from sturdy 11-ply birch plywood with a tough UV finish, this book bin is built to withstand the realities of early childhood spaces. Features smooth, rounded corners and edges for safety</p> <p>NO ASSEMBLY REQUIRED: Ships fully assembled and ready to use right out of the box</p> <p>DIMENSIONS: Item measures 16" L x 14" W x 12" H</p>	Productivity
Write and Wipe Front Mobile Big Book Easel (DROP SHIP ITEM)	543	\$559.99	\$447.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>This versatile easel provides big book display space and storage. The easel is securely hinged, to prevent little fingers from getting pinched. Folds down when not in use. Measures 24"W x 15"D x 30"H. Overall height is approximately 43". Mounted on easy-roll casters. Made from Baltic birch.</p>	Instructional Learning/Productivity/Concept Development/ Language Modeling

BIG BOOK and CD Superset	HOLESET	\$94.99	\$75.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Recommended Reading Level Age: 2-7 Grade: PreK-2nd</p> <p>This set of 2 illustrated versions of The Wheels on the Bus and There Was an Old Lady who Swallowed a Fly are classic children's songs which now become favorite stories! Set consists of: 2 big books, 2 small books and 2 custom CDs.</p> <p>LOTS OF FUN: Book features "peek-a-boo" die-cut holes for more story time fun.</p> <p>SKILL DEVELOPMENT: Children will develop pre-reading, listening, word recognition and motor skills as they sing, read and interact with the song.</p> <p>SIZING: The Big books are 17" Sq. and small books are 8" Sq.</p> <p>INCLUDED: 2 Big books, 2 Small books and 2 Custom CDs. CD tracks include "The Wheels on the Bus", "There Was an Old Lady who Swallowed a Fly" plus 15 other children's classics.</p>	Instructional Learning Formats/Concept Development/Language Modeling
If You Give a Mouse a Cookie™ book	IFUMOUSE	\$24.99	\$19.99	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Ages 4+ / Grades PreK+</p> <p>Recommended Reading Level Age: 4-8 Grade: PreK-3rd Lexile Level: 660L</p> <p>The consequences of giving a cookie to this energetic mouse run a young host ragged, but young readers and listeners will come away smiling at the antics that tumble like dominoes through the pages of this delightful picture book. Written by Laura Joffe Numeroff. Illustrated by Felicia Bond. Hardcover, 30 pages.</p>	Instructional Learning Formats/Concept Development/Language Modeling
Time for School, Mouse	NBSCHOOL	\$11.99	\$9.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Recommended Reading Level Age: Newborn-4 Grade: PreK Lexile Level: AD270L</p> <p>Join Mouse from If You Give a Mouse a Cookie as he hunts for his homework in this comic getting-ready-for-school adventure! Time for School, Mouse! teaches kids new words while celebrating the fun of going to school.</p> <p>Written by Laura Numeroff and illustrated by Felicia Bond</p> <p>From the popular "If You Give" book series</p> <p>Perfect for storytime reading</p> <p>Great discussion points for what happens at school</p> <p>Recommended Reading Level Age: 3+ Grade: PreK+</p> <p>Simple rhymes and engaging imagery teach readers all about their favorite creepy critters.</p> <p>Topics include: ants, bees, caterpillars, dragonflies, ladybugs and spiders</p> <p>24 pages each</p> <p>11-3/4 inches W x 9-1/2 inches H</p> <p>Titles Included: Ants Bees Caterpillars Dragonflies Ladybugs Spiders</p>	Instructional Learning Formats/Concept Development/Language Modeling
Creepy Critters Paperbacks	CREEPY	\$69.28	\$55.42	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>Simple rhymes and engaging imagery teach readers all about their favorite creepy critters.</p> <p>Topics include: ants, bees, caterpillars, dragonflies, ladybugs and spiders</p> <p>24 pages each</p> <p>11-3/4 inches W x 9-1/2 inches H</p> <p>Titles Included: Ants Bees Caterpillars Dragonflies Ladybugs Spiders</p>	Instructional Learning Formats/Concept Development/Language Modeling
Mouse Paint™ book 26.99	NBSPMTHC	\$25.29	\$20.23	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>A lighthearted introduction to color concepts for young children. Three white mice find three jars of paint - red, blue, and yellow. They jump in and out, dance in the puddles, and discover some amazing things - like green...and orange...and purple. By Ellen Stoll Walsh. Hard cover book measures 9 inches L x 7-3/8 inches x 3/8 inches H.</p> <p>INTRODUCES COLOR CONCEPTS: Introduces children to primary and secondary colors as well as camouflage.</p> <p>ELLEN STOLL WALSH: Ellen Stoll Walsh is the author and illustrator of many award-winning early concept books for young children.</p> <p>COLORFUL IMAGERY: Collage illustrations with bold colors will engage children.</p> <p>INSPIRES DISCUSSION: Mice and their antics encourage conversation about how colors can be mixed together.</p>	Instructional Learning Formats/Concept Development/Language Modeling
"In the Tall Tall Grass" book	TALL	\$13.49	\$10.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>If you were a fuzzy caterpillar crawling through the tall, tall grass on a sunny afternoon, what would you see? Beginning as the sun is high in the sky and ending as fireflies blink and the moon rises above, this backyard tour is one no child will want to miss. By Denise Fleming, author of In the Small, Small Pond. Paperback, 32 pages.</p>	Instructional Learning Formats/Concept Development/Language Modeling
Where Are you From? Book	YOUFROM	\$25.99	\$20.79	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>This resonant and award-winning picture book tells the story of one girl who constantly gets asked a simple question that doesn't have a simple answer. A great conversation starter in the home or classroom—a book to share, in the spirit of I Am Enough by Grace Byers and Keturah A. Bobo.</p> <p>With themes of self-acceptance, identity, and home, this powerful, lyrical picture book will resonate with readers young and old, from all backgrounds and of all colors—especially anyone who ever felt that they don't belong.</p> <p>2019 Nerdies Fiction Picture Book Award Winner   Silver Medalist for Bank Street College of Education's Best Spanish Language Picture Books of the Year   Named one of Kirkus Reviews Best Books of 2019   A Mighty Girl's 2019 Book of the Year   Named one of New York Public Library's Best Books for Kids 2019</p>	Instructional Learning Formats/Concept Development/Language Modeling
Beach Day book	NBEACH	\$26.99	\$21.59	20% off all product and free freight on stock only. Minimum order \$250.00	20% off all product and free freight on stock only. Minimum order \$250.00		<p>In this charming picture book, a cheerful family tumbles out of the car and onto the beach, ready for a perfect day.</p> <p>Written by Karen Roosa and illustrated by Maggie Smith</p> <p>Perfect for story-time reading</p> <p>Encourages discussion about family outings</p> <p>A captivating introduction to the beach for young children and an irresistible gift for beach lovers of any age</p>	Instructional Learning Formats/Concept Development/Language Modeling
KIT FEE		\$4.00	\$4.00					
Item Total		\$1,801.64	\$1,442.11					
DISCOUNT APPLIED	20%	\$360.33	\$0.00					
Shipping/Freight		\$251.67	\$251.67					
<b>TOTAL</b>		<b>\$1,693.78</b>	<b>\$1,693.78</b>					
BUDGET NOT TO EXCEED \$60,000 per year								





**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-About Us-**

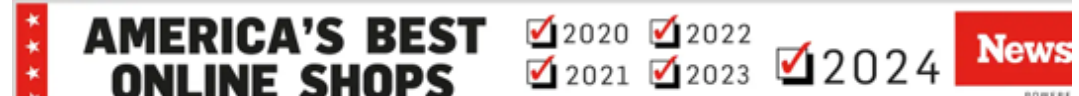


**Company Background:**

Discount School Supply (DSS) is a leading developer, manufacturer, distributor, and retailer of education products which are sold to childcare programs, preschools, elementary schools, and families. Our commitment is to serve early education organizations of all kinds. DSS was founded in 1985 and has been supplying educational products for 39 years. We are the world leading tech-enabled platform company in early childhood and elementary education and proud to offer the widest selection of the best products at the lowest possible prices, with an unbeatable customer service. With offers more than 20,000 early childhood education products from over twenty-five different categories. These categories include [Arts & Crafts](#), Infant and Toddler items and a wide selection of *Educational Furniture*, Outdoor Learning, Block Play, *Manipulatives*, [Dramatic Play](#), [Active Play](#), [Storage & Equipment](#), [Math](#), [Science](#), [Language](#), Music , Health and Safety including *Colorations*®, a line of top-quality arts & crafts materials; and our original *BioColor*® paint. Discount School Supply also carries popular national brands such as Crayola®, Fiskars® and more, all at the best values.



DSS provides the best quality items to meet early childhood educational program needs and is particularly aware of the unique needs of non-profit organizations. We have worked to create internal systems and procedures that make ordering easy. Through tax-exemption processing and on-account billing, specialized quoting and reporting capabilities, in-kind donations, specialized product offerings, such as custom kits, budget bundles, family engagement kits and special online content to provide unparalleled service to our non-profit and public- sector customers. You can view our catalog online at [www.discountchoolsupply.com](http://www.discountchoolsupply.com) to view additional items that fit the needs of your organization.



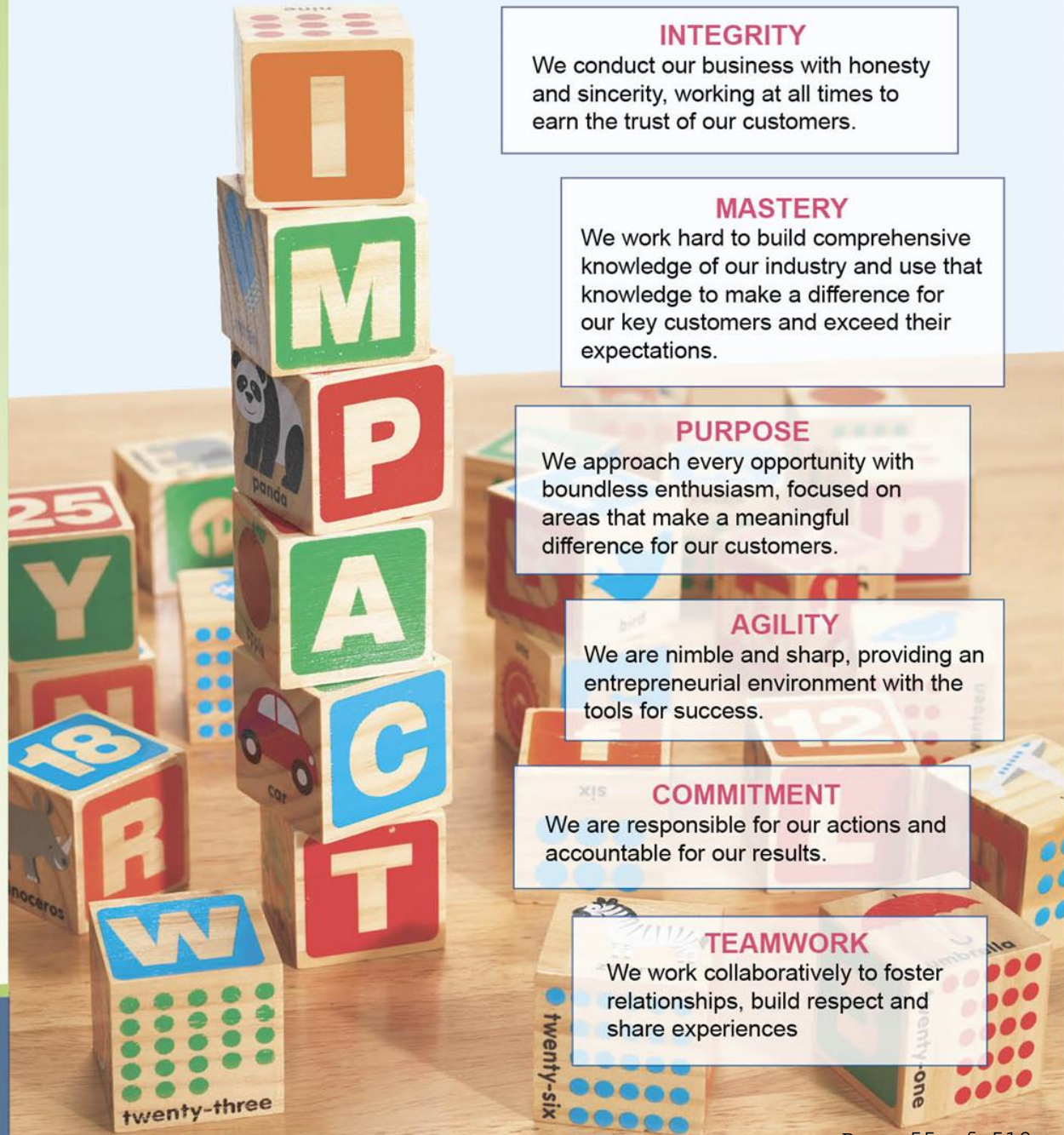


**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Company Values and Social Compliance-**

**OUR VALUES**  
serve as the  
cornerstone of  
our company  
culture  
and empower  
us to serve all  
customers with  
**IMPACT**



### **INTEGRITY**

We conduct our business with honesty and sincerity, working at all times to earn the trust of our customers.

### **MASTERY**

We work hard to build comprehensive knowledge of our industry and use that knowledge to make a difference for our key customers and exceed their expectations.

### **PURPOSE**

We approach every opportunity with boundless enthusiasm, focused on areas that make a meaningful difference for our customers.

### **AGILITY**

We are nimble and sharp, providing an entrepreneurial environment with the tools for success.

### **COMMITMENT**

We are responsible for our actions and accountable for our results.

### **TEAMWORK**

We work collaboratively to foster relationships, build respect and share experiences



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Company Product Quality Statement-**

## Quality Statement

Excelligence Learning Corporation and its subsidiary companies are committed to the delivery of safe, high-quality products to children, parents, teachers and childcare center operators. As a well-respected global leader in the childhood education industry, we are dedicated to ensuring that our products and brand commitments are supported by a robust quality assurance program. To meet this commitment, the Excelligence companies maintain a quality-focused culture to ensure the highest priority is placed on product safety and reliability.

To meet our quality objectives, Excelligence commits to the following:

- Our approach to ensuring the quality and safety of our products will be guided by compliance with applicable state, federal and international quality regulations, codes and standards (as applicable to a particular product or business unit);
- Business unit leaders will ensure procedures are in place that adequately define the expectations for work that supports, or directly affects, product quality, product registration and/or data that supports product quality and consumer safety;
- We will commit to continuously challenging ourselves to improve our quality assurance system to guarantee product safety, prevent quality incidents and eliminate defects through the review of quality objectives and results;
- Members of the Quality Assurance Team will have the appropriate education, training, skills and experience to carry out their work competently, in accordance with applicable regulations and quality policies and procedures;
- Records, documentation and data will be managed in accordance with applicable regulations;
- We will ensure that processes for escalating issues to ensure product integrity and consumer safety are in place and consistently used; and
- We will ensure that our third-party suppliers understand and agree that our sourced products must meet applicable regulatory standards and will be tested to ensure these standards are being met.

Quality is an integral part of the Excelligence companies' core business principles. These principles guide our actions to deliver products that are safe, compliant and preferred. At Excelligence, our commitment is to never compromise on the quality and safety of our products. Quality and safety are essential for the achievement of our ambition to be recognized and trusted to early childhood products that enhance the quality of a child's educational experience and contribute to a healthier future.

[Close](#)





**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Customer Support Team-**

## Customer Support Team

### Our Headquarters- Monterey, CA

Discount School Supply  
20 Ryan Ranch, Suite 200,  
Monterey, CA 93940

### Excelligence Learning Fulfillment Center (ELF)

Discount School Supply  
17001 W. Mercury Street  
Olathe, KS 66061

Website: [www.discountsschoolsupply.com](http://www.discountsschoolsupply.com)

Fein: 77-0407301

Duns# 131615726

Toll Free Number #1-800-627-2829,

Fax Number #1-800-879-3753,

Email address: [www.discountsschoolsupply.com](http://www.discountsschoolsupply.com)

Online ordering is currently available 24-hours a day.

### Hours of Operation:

Monday through Friday.

8:00 am to 8:00PM EST

5:00 am – 5:00pm PST

Marshall Coleman

Director – Customer Support

Direct: 831-333-2559

[mcoleman@discountsschoolsupply.com](mailto:mcoleman@discountsschoolsupply.com)

Felix Ramos

Customer Support Manager – Monterey, CA

Direct: 831-333-5797

[csmangers@discountsschoolsupply.com](mailto:csmangers@discountsschoolsupply.com)

Alyssa Prince

Asst Manager, Kansas City, KS

Direct: 913-303-8491

[csmangers@discountsschoolsupply.com](mailto:csmangers@discountsschoolsupply.com)

Jennifer Bieber

Assistant Manager, Kansas City, KS

Direct: 913-303-8455

[csmangers@discountsschoolsupply.com](mailto:csmangers@discountsschoolsupply.com)





David Maldonado  
Customer Service Trainer  
Direct: 913-303-8407  
[csmanagers@discountschoolsupply.com](mailto:csmanagers@discountschoolsupply.com)

Laura McConnell  
Sales Operation Specialist  
Direct: 816-500-1880  
[lmcconnell@excelligence.com](mailto:lmcconnell@excelligence.com)



**Account Support:**

Our Discount Accounts Managers can be available to provide training support as needed and will work closely with the Coalition to work with them in supporting their needs.

**Access to Manufacturer Product Line:**

We have access to all our manufacturer's full product lines, so if there is a size, color, or configuration you need for your classroom but don't see it in our assortment, chances are we can get it for you. Simply call us and we'll work to get you what you need.

**Personal Service Managers** have full visibility to your account and orders and can assist you with any questions. Our customers can contact us via phone, email, and fax. **Our customer service hours are 5:00am to 5:00pm PST, Monday through Friday.**

Currently, we have two national service centers. One (1) in Monterey, CA and one (1) in Olathe, KS. There are over 30 Personal Service Managers (PSMs) on staff. Our Customer Support Managers are trained to provide quality personal service through varieties of ways. Primarily, PSMs are here to assist our customers with placing orders and to enforce our "nothing to lose" guarantee. PSMs are also available to answer questions about our products and services. When you call Discount School Supply, you will reach a live, unscripted PSM ready to serve you.

**Drop Ship Coordinators:** We offer a wide selection of children's furniture from a variety of manufacturers and we "drop ship" furniture items directly from the manufacturersto our customers to save on time and costs. Our Drop Ship Coordinators act as the liaisons between our manufacturers, our customer supportteam, and our customers. Drop Ship Coordinators work directly with the manufacturers and our service teams in a variety of ways to ensure orders, returnsand warranty issues are processed in a timely and efficient manner.

**Assistant Managers:**

We have three Assistant Manager/Supervisors on staff. The Assistant Managers perform a variety of additional tasks to provide our customers with quality service.

**Training, re-training PSMs**

Call monitoring to ensure the highest quality service, resolving escalated calls to assist customers with resolutions to any issues.





**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-References-**



## REFERENCES

Please find below references for several of our Early Learning Coalition customers whom we have provided Quality Material, SEL Infant/Toddler Kits, Educational and Classroom Learning materials, Equipment and Consumable supplies.

### **ELC of Polk County**

115 Missouri Ave, Suite 201  
Lakeland, FL 33815  
Contact: Karen Hallman M.A. Ed, Contract Compliant Manager  
Ph: 863-577-2450  
Email: [karenhallman@elcpolk.org](mailto:karenhallman@elcpolk.org)

### **ELC of Miami Dade-Monroe County**

2555 Ponce De Leon Blvd. Suite 210  
Coral Gables, FL 33134  
Contact: Fiorella Altare Christie, VP of Quality Initiatives  
Ph: 305-646-7220  
Email: [faltaire@elcmdm.org](mailto:faltaire@elcmdm.org)

### **ELC of Orange County**

7700 Southland Blvd. Suite 100  
Orlando, FL 32809  
Ph: 407-841-6607  
Email: [arichter@elcoc.org](mailto:arichter@elcoc.org)

### **ELC of Osceola County, Inc.**

1631 E. Vine Street, Suite E  
Kissimmee, FL  
Contact: Amanda Kelkenberg, CEO  
Ph: 321-473-9136

### **ELC of Palm Beach County**

2300 High Ridge Road, Suite 115  
Boynton Beach, FL 33426  
Contact Anthony Hernandez  
Ph: 561-576-7119  
Email: [Anthony.Hernandez@elcpalmbeach.org](mailto:Anthony.Hernandez@elcpalmbeach.org)



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Personnel-**

## SHANNON HARDING

16 N Glenwood Ave  
Orlando, FL 32803  
[LinkedIn.com/in/Shannon-Harding](https://www.linkedin.com/in/Shannon-Harding)



301.788.9549  
[SHarding76@gmail.com](mailto:SHarding76@gmail.com)

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### SUMMARY OF QUALIFICATIONS

- 20+ years working within and alongside families, children, communities and those in need to provide support, increased resources and honoring what they deserve
- Developed relationships within the community to support providers needs, increased funding for programming by helping to identify their needs and potential for success. This included community presentations, speaking proactively about needs and engaging with board and program members from both within and outside the agency
- Researched, identified and tracked maintained grant budgets and programmatic outcomes to ensure the possibility of continued financial support
- Trained in trauma informed care, de escalation strategies and well versed in social and emotional needs of children within our communities
- Worked within Title IV-E 21st Century Learning Center Schools in Maryland supporting identified youth needing additional structure, behavioral and classroom modifications and increased engagement to be successful each day.
- Earned my Masters in Organizational Leadership in 2018

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### KEY ACHIEVEMENTS

- Met annual goals by reducing spending on mentors by \$200,000+ by working to engage larger organizations who have volunteer programs
- Identify, engage and present to organizations that could help to support or increase our financial needs, increasing our ability to support additional programs and needs in our community
- Manage and track annual holiday drives for 150+ children and young adults by building off current customer and community relationships
- Identify opportunities to increase revenue-based funding stream to our agency
- Collaborate with many community partners to identify educational and career needs that support the youth in foster care.
- Created, recruited staff and executed the first employee-based placement program in the state (STEP), resulting in being awarded Innovator of the Year in 2015

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### SOFTWARE SKILLS

- Microsoft Office • Teams • Sharepoint • CRM
- Certified in Youth Mental Health First Aid - Core Teen- Trained in De Escalation Strategies

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### PROFESSIONAL EXPERIENCE

#### ASSISTANT DIRECTOR OF YOUTH SERVICES

##### EMBRACE FAMILIES

- o Supervise a team that supports and heavily engages with young adults ensuring the most successful transition to adulthood for those aging out of the foster care system in areas of education, career and independent living
- o Recruit and collaborates with community providers to support to meet the needs of our system of care
- o Consulted and collaborated to write and obtain grants to support our financial needs for youth and
- o Manage and oversee budgets, outcomes and success from grants and contracts awarded
- o Built relationships with companies for potential job placement/shadows, organizations to increase collaborative efforts and opportunity for our youth and agency
- o Organized events/activities and facilitated several interactive engagement activities for youth annually, including college tours, job shadows, internships, spring and summer overnight camps.
- o Train and supervisor interns placed within Youth Services dept. on the mission, values and expectations of their work
- o Implement contractual language for partnerships as needed

- o Manage and track teams performance daily and annually, leading by example and creating a positive and supporting work environment.

#### NETWORK SUPPORT/CONTRACT MANAGER

##### EMBRACE FAMILIES/COMMUNITY BASED CARE OF CENTRAL FLORIDA (CBCCF)

- o Support and monitoring of 15+ subcontractors' contractual obligations and compliance, including expenditures performance outcomes and overall ability to provide effective services to our children and families
- o Created and implemented our agencies Preferred Provider Network of service providers to ensure a vast array of high quality services
- o Created, managed and helped implement an innovative program within CBCCF to allow employees to become Safe Temporary Employee Placements (STEP) for children and youth that do not need to come into licensed care or need a bit more time to determine the most appropriate and safe placement to avoid multiple disruptions or separation from their siblings

#### UTILIZATION MANAGER

##### COMMUNITY BASED CARE OF CENTRAL FLORIDA (CBCCF)

- o Evaluated the need for increased or decreased placement levels of youth in out of home care to ensure the proper and most appropriate level of care
- o Determined and approved service needs for children and families in care
- o Facilitated staffing's to determine funding levels and service needs for youth in care

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#### EMPLOYMENT HISTORY

##### Assistant Director (5 years combined experience)

- Embrace Families Community Based Care., Orlando, FL
- Way Station., Frederick, MD

##### Contract Manager (6 years)

- Embrace Families Community Based Care., Orlando, FL

##### Utilization Manager/Coordinator (10 years combined experience)

- Embrace Families Community Based Care., Orlando, FL
- Way Station., Frederick, MD



# Proof of Certification

## Shannon Harding

has completed the requirements to achieve certification:

### **CLASS 2nd Edition Observer Pre-K–3rd**

This certification signifies proficiency using CLASS to improve interactions.

Certified on: June 19, 2024

Valid through: June 19, 2025



A handwritten signature in black ink that reads "Bridget Hamre".

Dr. Bridget Hamre, CEO

Learn More: 877.401.8007  
learnmore@teachstone.com

[www.teachstone.com](http://www.teachstone.com)

675 Peter Jefferson Parkway Ste. 400  
Charlottesville, VA 22911



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-PunchOut / E-Procurement-**





Discount School Supply  
20 Ryan Ranch, Suite 200,  
Monterey, CA 93940

### Punch Out and third-party integration

Discount School Supply offers cXML Punchout capability for corporate clients. Following standards-based cXML procedures DSS is able to integrate with any eProcurement system that supports cXML Punchout. After submitting a Punchout Setup Request to a dedicated DSS URL the client is able to shop the DSS website as a normal customer does. If the client has special pricing terms those will be reflected on the website. After building a shopping cart of items the client is then able to send their cart back to their eProcurement system via a cXML cart message. Their eProcurement system is then able to POST a purchase order to a dedicated DSS URL for processing.

### Technology:

We use JDA Direct Commerce for our ERP. The Db is MS SQL.

Our ERP Support Team has more than 90 years of experience in supporting and in developing JDA DC in multiple countries and multiple environments. We use DXC Warehouse Execution Software as our WMS. The Db is MS SQL.

DCX Software has 35 years real-world on-the-floor experience behind their DCX Software Suite.

Our DCX Support Team consists of on-the-ground support in our DC in Kansas, MMCI Automation (DCX Direct Support Team Members), and the JDA DC Support Team.

Please view our online catalog located at [www.discountsschoolsupply.com](http://www.discountsschoolsupply.com). If you are looking for eProcurement opportunities for online ordering, please contact Fannie Perez at [fperez@reallygoodstuff.com](mailto:fperez@reallygoodstuff.com) for further information.

Toll Free Number #1-800-627-2829,

Fax Number #1-800-879-3753,

Email address: [customerservice@discountsschoolsupply.com](mailto:customerservice@discountsschoolsupply.com)

Online ordering is currently available 24-hours a day.



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Order Management System-**



## Order Management System




organize and streamline your order approvals

[sign me up](#)

# OMS

learn about our  
**order management system**



Each teacher or location can enter their order online.

Approvers can review, amend, and then easily place orders.

Users can check the status of requests, track shipping and see order history.


more organization

more control

less room for error

Contact your account manager to begin using our order management system today.

**DISCOUNT SCHOOL SUPPLY** always low prices  
always 110% guaranteed



- OMS nourishes a loyal relationship and increases business.
- We experience an average of 39% growth per OMS customer.
- It is a win-win for everyone involved. Please begin to bring up the advantages of OMS!

---

## Consolidate all orders

- Each teacher or location can enter their orders online. No more collecting handwritten lists or documents.

## Manage order approvals

- As the approver you can determine the order structure, review, amend, and then easily place your orders. And it's all combined on one billing account.

## Works on all devices

- Approve orders on desktop, tablet or phone

# OMS Roles

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## Order Placer

- Places orders create orders online (often times the teacher)

## Order Reviewer (optional)

- Reviews order, can modify, reject or approve

## Order Approver

- Final approver, can modify, reject or approve. Releases order to DSS to ship

# Admin Features

---



## Assign user roles

- Administrators can easily modify staff information, address and email for each user and assign 'Order Placer' and 'Approver' roles.

## Multiple payment options

- Choose to pay by credit card or on your account.

## View order history

- View your entire order history and invoices.

## OMS DEMO!



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Shipping Info-**



## SHIPPING, RETURNS AND EXCHANGES

### DELIVERIES:

**Stock Items:** Ship within 2 to 5 days after receipt of Purchase Orders depending on location.

**Drop Ship/Equipment:** Drop Ship with a truck icon ship directly from the manufacturer and can take up to 8 weeks for delivery.

### RETURNS AND EXCHANGES

#### Satisfaction Guarantee

Discount School Supply is committed to delivering the highest quality products at the lowest prices. If you are not fully satisfied and wish to return a product for any reason contact our [Customer Service](#) department for assistance with a Return Authorization (R.A.) within 30 days of receipt of your order. Please note that different products have different requirements, so please take a moment to review our return policy so we may best serve your needs.

#### Shipping Damage

While every effort is made to ensure you receive your order quickly and safely, occasional damage during shipping can occur. Upon receipt of your order inspect the packaging and contents as soon as possible. If you receive a damaged item please contact our [Customer Service](#) department within 10 days so we may facilitate a replacement or full refund.

#### Defective or Incorrect Item(s)

If your order is received with a defective or incorrect item, please contact our [Customer Service](#) department within 30 days so we may facilitate a full refund or replacement of the item(s) and issue an R.A. Returns without an R.A. will not be accepted.

#### Warehouse Items

Items shipped from our Discount School Supply Warehouse can be exchanged or returned for a full refund within 30 days of receipt. Furniture returns are covered under Drop Ship. Items must be in their original packaging and in resalable condition. Returns past 30 days may be subject to a 30% restocking fee. Please contact our [Customer Service](#) department for assistance with obtaining an R.A. Returns without an R.A. will not be accepted.



## Warehouse and Fulfillment Capabilities/Service

Discount School Supply has one (1) State of the Art (ELF) center, which is centrally located in Olathe, MO. Our (ELF) facility is 650,000 sq. ft large. We have two (2) service centers one in MO and one in California.

Our hours are 5:00 a.m. to 5:00 PST, Monday through Friday. We receive email, fax, web, and customer calls.

Discount School Supply/ELF Center ships on an average of 3,000 orders/carton per day.

Discount School Supply can provide packaging according to customer needs.

We can package and ship to various rooms at the same location, we are able to ship the same items to the attention of various recipients and we can work with your organization to provide kitting based on your individual needs. Your account representative can discuss further options and tailor the specifics.

Shipping Turnaround time:

Discount School Supply can deliver stock merchandise to most of the U.S. population within 3 business days. This means that if you place your order by 2:00 PM on a Monday, you should have your order by Thursday, at your door, at no extra charge.

Shipping accuracy average is 99%. This metric is measured based on shipping carton variations, where a tolerance is established based on carton weight. If weight is outside of tolerance band, cartons are reviewed for accuracy.

Domestic shipment: No restrictions.

Outside of the 48 contiguous US; Including APO's, additional freight charges will apply. Some items cannot be delivered to those destinations. FOB shipping point. Required, if shipping internationally, we require a freight forwarder to deliver product outside of the USA. We are also not able to ship drop ship items which are noted with a truck symbol in our catalog.

Standard reporting capabilities real-time data (i.e. order-statuses, inventory levels, Shipping statuses to-the-door, etc.) and near real-time data (i.e. order history, product detail, etc).

We have a Quality Assurance department dedicated to ensuring that our products and brand commitments are supported by a robust quality assurance program. To meet this commitment, the Excelligence (DSS) companies maintain a quality-focused culture to ensure the highest priority is placed on product safety and reliability.

We are fully PCI compliant and perform regular security checks including penetration tests and audits. Our software is always kept to the latest patches, anti-virus and malware deterrents are in full force, access to customer data is limited, and personal information is encrypted as required. We follow all proscribed processes and procedures to fully protect customer data.



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Certificate of Insurance-**



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
07/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Willis Towers Watson Insurance Services West, Inc. c/o 26 Century Blvd P.O. Box 305191 Nashville, TN 372305191 USA	<b>CONTACT NAME:</b> WTW Certificate Center <b>PHONE (A/C. No. Ext):</b> 1-877-945-7378 <b>E-MAIL ADDRESS:</b> certificates@wtwco.com <b>FAX (A/C. No.):</b> 1-888-467-2378
<b>INSURED</b> Earlychildhood, LLC, dba: Discount School Supply LLC 20 Ryan Ranch Road Suite 200 Monterey, CA 93940	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> National Union Fire Insurance Company of P <b>INSURER B:</b> Continental Insurance Company <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>
	<b>NAIC #</b> 19445 35289

### COVERAGES

CERTIFICATE NUMBER: W34374802

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			1947029	10/01/2023	10/01/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			1722405	10/01/2023	10/01/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 10,000 <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE			7034643588	10/01/2023	10/01/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input type="checkbox"/>		N/A	80741051	10/01/2023	10/01/2024	<input checked="" type="checkbox"/> PER STATUTE E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Workers Compensation - CA and Employers Liability Per Statute			80741052	10/01/2023	10/01/2024	EL - Each Accident \$1,000,000 EL Disease - Pol Lmt \$1,000,000 EL Disease - Each Emp \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
Early Learning Coalition of Hillsborough County. is included as an Additional Insured as respects to General Liability and Auto Liability. The Umbrella/Excess policy Follows Form.

### CERTIFICATE HOLDER

### CANCELLATION

Early Learning Coalition of Hillsborough County 6302 E. Dr. Martin Luther King Jr. Blvd Tampa, FL 33619	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS.**

**-Conflict of Interest Form (CIQ)-**

# CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

## FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

### OFFICE USE ONLY

Date Received

**1 Name of vendor who has a business relationship with local governmental entity.**

Earlychildhood LLC dba Discount School Supply-No Conflict exists

**2**  Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

**3 Name of local government officer about whom the information is being disclosed.**

N/A

Name of Officer

**4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.**

No Known Affiliates or Business Relationships

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

Yes  No


B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes  No

**5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.**

No Known Affiliates or Business Relationships

**6**  Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

**7**  
  
 Signature of vendor doing business with the governmental entity

07/23/2024  
 Date

## **CONFLICT OF INTEREST QUESTIONNAIRE**

### **For vendor doing business with local governmental entity**

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

**Local Government Code § 176.001(1-a):** "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

**Local Government Code § 176.003(a)(2)(A) and (B):**

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

\*\*\*

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed;
- or
- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

**Local Government Code § 176.006(a) and (a-1)**

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

- (1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
- (2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
- (3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

- (A) begins discussions or negotiations to enter into a contract with the local governmental entity; or
- (B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

- (A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);
- (B) that the vendor has given one or more gifts described by Subsection (a); or
- (C) of a family relationship with a local government officer.



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Form W-9-**



# Request for Taxpayer Identification Number and Certification

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give form to the  
requester. Do not  
send to the IRS.

**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	<p><b>1</b> Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)</p> <p><b>Earlychildhood LLC</b></p>	
	<p><b>2</b> Business name/disregarded entity name, if different from above.</p> <p><b>dba Discount School Supply</b></p>	
	<p><b>3a</b> Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.</p> <p><input type="checkbox"/> Individual/sole proprietor    <input type="checkbox"/> C corporation    <input type="checkbox"/> S corporation    <input type="checkbox"/> Partnership    <input type="checkbox"/> Trust/estate</p> <p><input checked="" type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . . <b>C</b></p> <p><b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see instructions)</p>	<p><b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____</p> <p><i>(Applies to accounts maintained outside the United States.)</i></p>
	<p><b>3b</b> If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . <input type="checkbox"/></p>	
	<p><b>5</b> Address (number, street, and apt. or suite no.). See instructions.</p> <p><b>20 Ryan Ranch Road, Suite 200</b></p>	<p>Requester's name and address (optional)</p>
	<p><b>6</b> City, state, and ZIP code</p> <p><b>Monterey, CA 93940</b></p>	
	<p><b>7</b> List account number(s) here (optional)</p>	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
OR									
<b>Employer identification number</b>									
7	7	-	0	4	0	7	3	0	1

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person <i>Jeff Burns</i>	Date <b>April 1, 2024</b>
------------------	-----------------------------------------------	---------------------------

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**What's New**

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they



**Early Learning Coalition of Hillsborough County**

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**

**-Letter of Compliance-**



July 23, 2024

Hillsborough County School Readiness Coalition, Inc.  
DBA: Early Learning Coalition of Hillsborough County  
Attn: Gary Meyer, Chief Financial Officer  
6302 E. Dr. Martin Luther King, Jr. Blvd. Suite 100  
Tampa, FL 33619

Dear Gary Meyer,

Thank you for the opportunity to submit our bid proposal for **RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS**.

Discount School Supply certifies that we have read and will comply with the Coalition's purchasing and contracting requirements and shall perform our obligations in accordance with the listed terms and conditions of this proposal. Note Re: ELCHC Agreement-Exhibit A: Section H #4 is Not Applicable and noted in the enclosed agreement.

A handwritten signature in blue ink that reads "L. Yeager".

Lynn Yeager  
VP of Sales

[bidsupport@excelligence.com](mailto:bidsupport@excelligence.com)

Earlychildhood, LLC dba Discount School Supply | 20 Ryan Ranch Road | Suite 200 | Monterey | CA | 93940 | 800.627.2829  
[www.discountschoolsupply.com](http://www.discountschoolsupply.com)

Sincerely,



Hillsborough County School Readiness Coalition, Inc.  
DBA: Early Learning Coalition of Hillsborough County

**RFP-09570 EARLY CHILDHOOD CLASSROOM MATERIALS.**

-Exhibit A - ELCHC-

EXHIBIT A



Hillsborough County School Readiness Coalition, Inc.

D/B/A

Early Learning Coalition of Hillsborough County

Contracting With

{insert name}

For

{insert Goods or Services}

THIS AGREEMENT is made and entered into as of {insert date}, (the "Effective Date") by and between the Hillsborough County School Readiness Coalition, Inc. DBA the Early Learning Coalition of Hillsborough County, with offices at 6302 E. Dr. MLK Jr. Blvd, Suite 100, Tampa, Florida, 33619 ("COALITION") at date of contract execution, and {insert vendor name} with offices at {insert Vendor address} ("CONTRACTOR").

The COALITION and the CONTRACTOR agree to the following:

#### **A. Effective Term**

The term of this Contract shall commence on {insert commencement date} or the date on which the Contract has been signed by the last party required to sign it, whichever is later ("Effective Date"), and shall conclude on {insert end date} ("Term").

#### **B. Purpose**

This AGREEMENT defines the professional services provided by the CONTRACTOR. The CONTRACTOR shall provide its professional services, as specified in the Scope of Work.

#### **C. Scope of Work**

The CONTRACTOR will provide the following:

COALITION hereby retains the services of CONTRACTOR for {insert goods or services} in accordance with the Proposal submitted by the CONTRACTOR to the COALITION on {insert proposal date} (the "Proposal"), a copy of which is attached hereto as Exhibit A and the terms of which are expressly incorporated herein by reference. {insert Scope of Work details as needed}.

#### **D. Due Date**

The CONTRACTOR agrees to be available and shall finish services by {insert end date}.

#### **E. Compensation & Payment**

1. The total price for all the work set forth in the Agreement shall not exceed {insert price}.
2. When both parties have signed this AGREEMENT, the COALITION agrees to make a payment upon receipt of a properly payable invoice which has been approved by COALITION management. {insert payment schedule; Florida Statute does not allow for prepayment of goods or services} All goods and/or services are subject to final approval by a representative of COALITION prior to payment.
3. The COALITION shall make payment within thirty (30) calendar days of receipt of invoice.

#### **F. Indemnification**

The CONTRACTOR agrees to be liable for and to indemnify the COALITION against all claims, suits, judgment, or damages, including court costs and attorney's fees, arising out of the negligent or

intentional acts or omissions of the CONTRACTOR, or arising out of the violation of any copyright law by the CONTRACTOR in the course of the performance of this AGREEMENT. In no event shall the CONTRACTOR be liable for or have any obligation to defend the COALITION against such claims, suits, judgment, or damages, including costs and attorney's fees, arising out of the sole negligent acts of the COALITION.

### **G. Insurance and Risk Mitigation**

The CONTRACTOR shall maintain liability insurance coverage on a comprehensive basis and hold such liability insurance at all times during the existence of the AGREEMENT and any renewal(s) or extension(s) of it. By execution of this agreement, the CONTRACTOR accepts full responsibility for identifying and determining the type(s) and extent of liability insurance necessary to provide reasonable financial protections for the CONTRACTOR and the clients to be served under the agreement.

1. Commercial General Liability
  - a. Each Occurrence \$1,000,000
  - b. Personal Injury \$1,000,000
  - c. General Aggregate \$3,000,000
  - d. Products & Completed Operations \$3,000,000
  - e. Damage to Rented Premises \$1,000,000
2. Automobile Liability
  - a. Combined Single Limit \$1,000,000
3. Worker's Compensation & Employers' Liability (E.L.)
  - a. E.L. Each Accident \$1,000,000
  - b. E.L. Disease-Each Employee \$1,000,000
  - c. E.L. Disease-Policy Limit \$1,000,000
4. Professional Errors and Omissions \$1,000,000

The CONTRACTOR will have and continuously maintain all other types of insurance as required by law. In the event that any of the coverage described above is canceled by the insurer for any reason, the CONTRACTOR shall immediately notify the COALITION of such cancellation and shall obtain replacement coverage acceptable to the COALITION and provide proof of such replacement coverage within ten (10) calendar days after the cancellation of coverage. All insurance policies shall be with insurers qualified and doing business in Florida. The COALITION shall be furnished proof of coverage of insurance by standard ACORD form certificates of insurance upon request.

### **H. Proprietary and Confidential Information**

1. CONTRACTOR agrees to hold in trust and confidence any confidential and proprietary information or data relating to COALITION business and shall not disseminate or disclose such information to any individual or entity, except CONTRACTOR's employees or subcontractor's performing services hereunder (who shall be under a duty of confidentiality), and any other individuals specifically permitted in each instance by the COALITION.

2. With respect to any confidential information, the CONTRACTOR's obligations of nondisclosure set forth above shall continue to apply to such information for as long after this Agreement expires or terminate, as such information remains confidential.
3. An item will not be considered confidential information of the COALITION if it is:
  - a. In the public domain prior to disclosure to the CONTRACTOR or subsequent to such disclosure but through no fault of the CONTRACTOR; or
  - b. Obtained from a third party not subject to a duty of confidentiality.
4. The CONTRACTOR agrees that any computer programs, software, documentation, copyrightable work, discoveries, improvements, or other deliverables (hereinafter "Work") developed by the CONTRACTOR solely, or with others, resulting from the performance of CONTRACTOR's responsibilities and obligations pursuant to this Agreement are property of the COALITION. If for any reason the Work would not be considered a work made for hire under applicable law, for the consideration included herein, CONTRACTOR does hereby sell, assign, and transfer to the COALITION its successors and assigns, the entire right, title and interest in and to the Work, including but not limited to exclusive rights to reproduce, distribute, prepare derivative works, display and perform the Work. CONTRACTOR agrees to provide whatever assistance is necessary for the CONTRACTOR to preserve its commercial interest including, but not limited to, the filing of patent and copyright protection. This provision shall survive expiration and termination of this Agreement. **NOT APPLICABLE**

#### **I. E-Verify**

1. The CONTRACTOR shall provide the COALITION within ninety (90) days of the effective date of this Agreement a copy of the "Edit Company Profile" screen indicating the enrollment in the E-Verify program.
2. CONTRACTOR further agrees to maintain records of its participation and compliance with the provisions of the E-Verify program, including participation by its subcontractors as provided above.
3. Pursuant to Florida Statute s 448.09, CONTRACTOR will not employ, contract with, or subcontract with an unauthorized alien as it relates to services included in the contract with the COALITION.

#### **J. CONTRACTOR Information**

1. Independent CONTRACTOR Status: CONTRACTOR agrees that the relationship between CONTRACTOR and the COALITION is that of an independent CONTRACTOR for employment tax purposes. CONTRACTOR shall be solely responsible for self-employment, income or any other taxes relating to payments under this agreement including those of any employees.
2. The CONTRACTOR agrees that during the duration of this Agreement as a condition of the COALITION's duty to perform under the terms of this Agreement that the CONTRACTOR



will be in compliance with all applicable laws and regulations of the state and federal government.

#### **K. Public Records Law Compliance, Access and Confidentiality**

1. All CONTRACTOR records classified as public records must be open and available for inspection by any person unless otherwise specified by law. It is the responsibility of CONTRACTOR to maintain records in a location accessible to the public.
2. Pursuant to 2 CFR §200.336, *Access to records*, CONTRACTOR agrees to provide access by COA, the Florida DFS, the Florida Auditor General, HHS, Inspector Generals of federal and state agencies, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of CONTRACTOR which are pertinent to this specific award for the purpose of making audit, examination, excerpts, and transcriptions. The right also includes timely and reasonable access to the non-Federal entity's personnel for the purpose of interview and discussion related to such documents. The rights of access in this section are not limited to the required retention period but last as long as the records are retained.
3. Representatives of COALITION, the Chief Financial Officer of the State of Florida, the Auditor General of the State of Florida, the Florida Office of Program Policy Analysis and Government Accountability ("OPPAGA"), and their duly authorized representatives, shall have access, for purposes of examination, to any books, documents, papers, and records, including electronic storage media, of CONTRACTOR as they may relate to this agreement.
4. CONTRACTOR shall maintain (or have immediate access to) books, records, and documents in accordance with generally accepted accounting procedures and practices which sufficiently and properly reflect all revenues and expenditures of funds provided by COALITION under this agreement.
5. COALITION shall have the right to audit CONTRACTOR's records and practices related to use and disclosure of confidential information. COALITION agrees to make internal practices, books, and records, including policies and procedures and confidential information, relating to the use of and disclosure of confidential information received from, or created or received by CONTRACTOR on behalf of, COALITION available to COALITION upon request.
6. CONTRACTOR shall include the aforementioned audit and record keeping requirements in all approved subcontracts and assignments.

#### **L. Remedies**

CONTRACTOR agrees to exhaust all administrative remedies, to the extent available, prior to seeking any other contractual or legal remedies.

#### **M. Nonperformance and Financial Remedies**

If CONTRACTOR fails to perform in accordance with this Contract, COALITION will apply financial consequences as described in accordance with §§ 287.058(1)(h), 215.971(1)(c), Fla. Stat. (2023). The foregoing does not limit additional financial consequences, which may include but are not limited to withholding funds, withholding payments until deficiency is corrected, tendering only partial payments, applying payment adjustments for additional financial consequences or for liquidated damages to the extent permitted, or termination of the agreement. Any payment made in reliance on the CONTRACTOR'S evidence of performance, which evidence is subsequently determined to be erroneous, will be immediately due to COALITION as an overpayment to the extent of such error.

#### **N. Representations and Warranties**

The CONTRACTOR will make no representations, warranties, or commitments binding the COALITION without its prior consent. The CONTRACTOR will hold no authority to speak as a spokesperson for, or to act or represent themselves as an agent of the COALITION.

#### **O. Debarment and Suspensions Disclosures**

This Agreement is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such CONTRACTOR is required to verify that none of the CONTRACTOR, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935). CONTRACTOR must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

#### **P. Termination Clause**

1. **Termination due to lack of funds.** If funds to finance the agreement become unavailable or if the state government withdraws or redirects funds upon which the agreement depends, COALITION may terminate the agreement in writing with no less than 24 hours' notice. The CONTRACTOR shall receive notice by certified mail with proof of delivery after being notified verbally by the COALITION or in person with proof of delivery. COALITION shall be the final authority as to fund availability and will not reallocate funds earmarked for the agreement to another program, thus causing lack of funds.
2. **Termination for cause.** In the event of termination of this agreement by the COALITION for cause, CONTRACTOR shall be liable for COALITIONs expenses for additional managerial and administrative services required to complete or obtain the services or items from another CONTRACTOR.
3. **Termination for convenience.** COALITION by written notice to CONTRACTOR, may terminate the agreement in whole or in part when COALITION determines in its sole discretion it is in the COALITIONs interest to do so. CONTRACTOR shall not furnish any services after it receives the notice of termination, except as necessary to complete the continued portion, if any, of the agreement.
4. **After receipt of a notice of termination.** Except as otherwise specified by COALITION, CONTRACTOR shall:

- a. Stop work under the agreement on the date of and to the extent specified in the notice.
- b. Complete performance of the work not terminated by COALITION.
- c. Take such action as may be necessary, or as COALITION may specify, to protect and preserve any property related to the agreement which is in the possession of CONTRACTOR and in which COALITION has or may acquire an interest.
- d. Transfer, assign, and make available to COALITION all property and materials belonging to COALITION, upon the effective date of termination of the agreement. No extra compensation will be paid to CONTRACTOR for its services in connection with such transfer or assignment.
- e. Meet all the public records law requirements specified under the section of this agreement on Public Records Law Compliance.

#### **Q. Force Majeure**

1. Neither party shall be liable for any loss or delay resulting from any force majeure event, including acts of God, fire, natural disaster, labor stoppage, war or military hostilities, or inability of carriers to make scheduled deliveries, and any payment or delivery date shall be extended to the extent of any delay resulting from any force majeure event.
2. If any of the causes this paragraph describes suspended or delayed performance in whole or in part, after the causes have ceased to exist, the CONTRACTOR shall perform at no increased cost, unless the COALITION determines, in its sole discretion, that the delay will significantly impair the Agreement's value to the COALITION.

#### **R. Equal Employment Opportunity**

The CONTRACTOR is and has been at all times in compliance with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable. The CONTRACTOR agrees that it shall comply with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable.

#### **S. No Assignment**

**Neither this AGREEMENT** nor any of the rights, interests or obligations hereunder shall be assignable by the CONTRACTOR without the prior written consent of the COALITION.

#### **T. Change Orders**

**Any change** in the details of scope of work or the fee schedule shall require a written amendment to this Agreement (a "Change Order"). Each Change Order shall detail the requested changes to the applicable task, responsibility, duty, budget, timeline or other matter. The Change Order will become effective upon the execution of the Change Order by both parties, and the Change Order will specify

the period of time within which CONTRACTOR must implement the changes. Both parties agree to act in good faith and promptly when considering a Change Order requested by the other party but neither party is obligated to execute a Change Order. No Change Order shall become effective unless and until it is signed by both parties hereto.

#### **U. Procurement of Recovered Materials**

1. Pursuant to 2 CFR §§200.3017, *Procurement by States*, and 200.322, *Procurement of recovered materials*, CONTRACTOR will comply with the following requirements of Section 6002 of the Solid Waste Disposal Act.
  - a. Procure only items designated in the guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 for buying recycled-content products;
  - b. Procure solid waste management services in a manner that maximizes energy and resource recovery; and
  - c. Establish an affirmative procurement program for purchases of recovered materials identified in the EPA guidelines. Information about this requirement is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpk-program>. The list of EPA-designated items is available at <https://www.epa.gov/greenerproducts/identify-greener-products-and-service>.
2. In accordance with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act, CONTRACTOR shall procure items designated in the Environmental Protection Agency (EPA) guidelines at 40 CFR Part 247 which contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition unless CONTRACTOR determines such items:
  - a. Are not reasonably available in a reasonable period of time;
  - b. Fail to meet reasonable performance standards, which shall be determined on the basis of the guidelines of the National Institute of Standards and Technology, if applicable to the item; or
  - c. Are only available at an unreasonable price.

Paragraph 2. of this clause shall apply to items purchased under this agreement where:

1. CONTRACTOR purchases in excess of \$10,000 of the item under this agreement; or
2. During the preceding Federal fiscal year, CONTRACTOR: (i) purchased any amount of the items for use under a contract funded with federal appropriations and was with a federal agency or a state agency or agency of a political subdivision of a state; and (ii) purchased a total of in excess of \$10,000 of the item both under and outside that contract.

#### **V. Byrd Anti-Lobbying Amendment, 31 U.S.C. §1352 (as amended)**

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification attached hereto. COALITION further agrees to comply with the Byrd Anti-Lobbying Amendment, which provides that contractors who apply or submit bids shall file the required

certification that each tier will not use federal funds to pay a person or employee or organization for influencing or attempting to influence an officer or employee of any federal agency, a member of Congress, officer or employee of Congress or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with nonfederal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier, up to the recipient (45 C.F.R. § 3)."

## **W. Clean Air Act and the Federal Water Pollution Control Act**

### **1. Clean Air Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. 4401 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

### **2. Federal Water Pollution Control Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

## **X. Copeland "Anti-Kickback" Act (18 U.S.C. 874 and 40 U.S.C. 276c)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$2,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards.

2. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements, or other construction activities.

3. The COALITION, its subcontractor, or subrecipient shall be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled. The COALITION shall report all suspected or reported violations to DEL.

**Y. Davis-Bacon Act, as amended (40 U.S.C. 276a, et. Seq.)**

When federal program legislation requires, all construction contracts of more than \$2,000, the recipient's and subrecipient's award shall include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a, et seq.), as supplemented by Department of Labor (DOL) regulations (29 CFR Part 5, Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction).

1. Under this Act, contractors shall be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor.
2. Contractors shall be required to pay wages not less than once a week.
3. The recipient shall place a copy of the DOL-issued current prevailing wage determination in each solicitation, and the award of a contract shall be conditioned upon the acceptance of the wage determination.
4. The recipient shall report all suspected or reported violations to the federal awarding agency. DOL regulations, rules, and instructions concerning implementation of the Davis-Bacon Act and other labor laws can be found at Title 29 CFR Part(s) I, 3, 5, 6 and 7.

**Z. Contract Work Hours and Safety Standards (40 U.S.C. 3701 et seq.)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$100,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements or other construction activities.
2. The ELC shall compute wages on a 40-hour week schedule and pay employees for extra hours worked. None shall be forced to work in unsanitary, hazardous, or dangerous conditions or surroundings.
3. These requirements do not apply to purchase of supplies or materials or articles ordinarily available on the open market or contracts for transportation services.

**AA. Agreement**

This agreement constitutes the complete AGREEMENT between the School Readiness COALITION of Hillsborough County/dba The Early Learning COALITION of Hillsborough County and CONTRACTOR. Only an instrument of writing signed by both parties can modify its terms and conditions. A waiver of a breach of any of the provisions of this AGREEMENT shall not be construed as a continuing waiver of other breaches of the same or other provisions hereof. This AGREEMENT shall be binding upon the parties hereto and their respective representatives. The laws of the State of Florida shall govern this

AGREEMENT. The CONTRACTOR and the COALITION agree that Hillsborough County shall be the venue of any legal action between the parties.

IN WITNESS WHEREOF, the parties hereto have signed this AGREEMENT as of the date first set forth above.

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**CONTRACTOR**  
{insert name}  
{Insert title}  
{Insert Vendor Name}

---

Date

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**COALITION**  
{insert name}  
{Insert title}  
Hillsborough County School Readiness  
Coalition, Inc. d/b/a Early Learning Coalition of  
Hillsborough County

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Date

# EARLY LEARNING COALITION OF HILLSBOROUGH COUNTY

Early Childhood Classroom Materials



**EARLY LEARNING**  
COALITION OF HILLSBOROUGH COUNTY

## Points of Contact:

Christopher Kingston, Bid Analyst  
(800) 421-5354  
[biddept@lakeshorelearning.com](mailto:biddept@lakeshorelearning.com)

Erik Zubal, Regional Sales Manager  
(813) 460-1453  
[ezubal@lakeshorelearning.com](mailto:ezubal@lakeshorelearning.com)



<u>TABLE OF CONTENTS</u>	<u>PAGE</u>
ORGANIZATIONAL INFORMATION	3
METHODOLOGY AND APPROACH NARRATIVE	4
SUPPLEMENTAL INFORMATION	11
COST PROPOSAL	21
SUPPLEMENTAL DOCUMENTATION	149

## ORGANIZATIONAL INFORMATION

- A. Bidder Name:  
Lakeshore Learning Materials, LLC
- B. Bidder Address:  
2695 E. Dominiguez Street  
Carson, CA 90895
- C. Bidder Email:  
[biddept@lakeshorelearning.com](mailto:biddept@lakeshorelearning.com)
- D. Company Telephone and Fax Number:  
T: (800) 421-5354  
F: (310) 537-7990

Bidder Contact, Telephone Number, and email address:  
Contact for this Bid submission:

Christopher Kingston  
(800) 421-5354  
[biddept@lakeshorelearning.com](mailto:biddept@lakeshorelearning.com)

Contact for your dedicated Regional Sales Manager:

Erik Zubal  
(813) 460-1453  
[ezubal@lakeshorelearning.com](mailto:ezubal@lakeshorelearning.com)

- E. Indicate, if appropriate, if the firm is a small or Certified Minority Business Enterprise (CMBE include certificate with RFP)

Lakeshore is not a CMBE.

- F. Name where you maintain office(s).

Lakeshore maintains corporate offices in Carson, CA and 60+ retail store locations located throughout the contiguous U.S. Lakeshore maintains a retail store location in ELC of Hillsborough Counties proximity located in Tampa, FL.

4501 W. Kennedy Blvd.  
Tampa, FL 33609-2013

Phone (813) 207-0468 | Fax (813) 207-0387

Mon.-Fri. 10:00 am-8:00 pm  
Sat. 10:00 am-7:00 pm  
Sun. 11:00 am-5:00 pm

## METHODOLOGY AND APPROACH NARRATIVE

The Proposal shall include a narrative of the Respondent's overall methodology and approach. Within the narrative, the Respondent shall include, but is not limited to, the following headings:

- a. An introduction and summary of the history of the firm.

July 30, 2024

Early Learning Coalition of Hillsborough County  
Attn: Gary Meyer  
6302 E. Dr. Martin Luther King, Jr. Blvd.  
Suite 100  
Tampa, FL 33619

RE: Early Childhood Classroom Materials

Dear Gary Meyer and Early Learning Coalition of Hillsborough County Staff,

Thank you for providing Lakeshore Learning Materials the opportunity to respond to Early Childhood Classroom Materials. Lakeshore is dedicated to creating innovative educational materials and furniture that spark young imaginations, instill a sense of wonder and foster a lifelong love of learning. With materials, furniture and environments for students of all ages, we help each individual reach developmental milestones and achieve education goals—while still having fun!

## OFFER

Lakeshore is pleased to present the following offer to Early Learning Coalition of Hillsborough County:

- 5% discount on all non-sale items from Lakeshore's catalogs, website ([www.LakeshoreLearning.com](http://www.LakeshoreLearning.com)) and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous United States.

Complete Classrooms® White-Glove Installation service is complimentary on orders of \$20,000 or more that ship to a single location in the contiguous United States. Depending on delivery location, additional charges may apply. This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

Please reference "Per Account #164253" on all purchase orders to receive these terms.

Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

## BRIEF HISTORY

Like many great enterprises, Lakeshore started with one person taking a chance. In 1954, an Omaha homemaker named Ethelyn decided to pack up her family and move to California to open a toy store. The move was a bit unconventional for a woman in 1950s America—but entrepreneurs don't typically follow the status quo. Initially, Ethelyn focused on selling toys to parents, but before long, local schools started calling her for art materials and other classroom supplies. Ethelyn listened to her customers. Sensing an untapped market, she sold the store and started Lakeshore Learning Materials.



Eventually, Ethelyn's sons, Charles and Michael, joined the business—expanding operations and turning Lakeshore into a million-dollar company within just a few years. When Ethelyn retired in 1971, Michael assumed the duties of CEO, while Charles became the Vice President in charge of merchandise and buying. Today, Michael's sons, Bo and Josh, are an integral part of the business as well—having worked their way up from summer jobs in the warehouse to CEO and Chief Product Officer, respectively.

Two generations later, Lakeshore continues to offer the best products and service around—and we're still expanding! In addition to our growing network of over 60 retail stores, we offer multiple mail-order catalogs to meet the needs of parents, teachers and children worldwide. Plus, our full-service website offers instantaneous access to our catalogs as well as free activity ideas, classroom designs for infants through middle school/high school, and much more.



**Distribution Center 2: Kentucky**

- b. A list of key personnel of the firm who will be directly involved in working with the Coalition. This information should provide a brief resume, including years employed and appropriate experience/certifications. Thorough background inquiries and reference checks may be performed.

## DEDICATED STAFF

### **Erik Zubal, Regional Sales Manager**

Erik has been with Lakeshore for 6 years and is based in Tampa, Florida. Erik's responsibilities include personally servicing customers in his respective areas of Florida to ensure that each customer's needs are met and that they receive superior service and quality educational materials. Erik is available to attend special events and provide ongoing customer support and product training. You can reach Erik by phone at (813) 460-1453, by fax at (310) 537-7990 or by e-mail at ezubal@lakeshorelearning.com.

### **Jonathan Dills, Regional Vice President - Gulf Coast**

Jonathan has 13 years of experience at Lakeshore. He is responsible for managing 8 Regional Sales Managers in the Gulf Coast region of the United States. He ensures that all customers in his area are receiving the best possible service. He also has a direct role in servicing the top clients in the area. You can reach Jonathan by phone at (205) 908-3782, by fax at (310) 537-7990 or by e-mail at jdills@lakeshorelearning.com.

### **Tamara Washington, Sales Support Specialist**

Tamara acts as a liaison between Lakeshore and the customer to ensure open lines of communication so the customer's expectations are met and exceeded. Her responsibilities include personal account service, management of large deliveries and orders that require special handling, general sales support and special events. You can reach Tamara by phone at (800) 421-5354, ext. 2387 by fax at (310) 537-7990 or by e-mail at twashington@lakeshorelearning.com.

### **Local Retail Support**

ELC of Hillsborough County can also take advantage of our retail store located in Tampa, FL. Our store managers and a team of store associates are available to provide a seamless shopping experience! Simply provide account #164253 at the register to receive contract pricing. Lakeshore is also willing to make this retail store space available to ELC of Hillsborough County for special events!

### **Lakeshore Learning Store (Tampa)**

4501 W. Kennedy Blvd.

Tampa, FL 33609-2013

Phone: (813) 207-0468

Fax: (813) 207-0387

Store Hours: Monday-Friday 10:00 a.m.-8:00 p.m., Saturday 10:00 a.m.-7:00 p.m.,

Sunday 11:00 a.m.-5:00 p.m.

In addition to the team outlined above, Lakeshore's Bid Department is available for timely support. Director of Bid & Contracts Jennifer Doran, Bid Manager Eunice Peterson, and Bid Analyst Christopher Kingston ensure that Lakeshore adheres to all contractual agreements and commitments, assist with renewals, and answer any questions regarding the contract. Our Bid Team is available via e-mail at biddept@lakeshorelearning.com or by phone at (800) 421-5354.

Upon award and if requested, Lakeshore will be more than happy to provide resumes for the staff dedicated to this project.

Should you have any questions, please feel free to contact Erik Zubal at (813) 460-1453 or ezubal@lakeshorelearning.com.

- c. The Respondent should include a clear description of the work to be performed, copies of reports/metrics utilized to provide services as well as an outline of tools used.

Lakeshore is providing a variety of kit combinations, learning environments, and individual items for ELC of Hillsborough County to choose from. Lakeshore will provide a combination of the aforementioned kits, environments, and items as they are ordered.

Lakeshore Learning Materials is a full-service partner who can provide materials, customized solutions, classroom furniture, design services, installation services, professional development services and more! We have been developing innovative products since 1988. We have a 70-year legacy of providing exclusive and innovative products, services and resources to educators, and our legacy has allowed for a deep understanding of the educational community and what young children need to thrive.

Lakeshore's work is grounded in established research on brain development and effective practice when working with young children. We create materials supporting learning and exploration through play in a variety of domains. We specialize in the design and manufacturing of educational resources that support the growth and development of the whole child.

Goods Category #1: Hillsborough Infant/Toddler Initiative, we have provided options that are developmentally appropriate for the age-ranges identified and designed to help young children reach desired outcomes.

Goods Category #2: ISpy materials, we selected Lakeshore materials that closely match the list of items provided. The materials selected offer a variety of ways to support science and nature learning.

Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative, we have provided options that promote oral language, storytelling, and literacy-focused activities, along with the storage and equipment teachers need. This selection also includes our Transition to School Backpack that provides kindergarten readiness skills practice at home.

## OUR APPROACH TO PRODUCT DEVELOPMENT

At Lakeshore, we develop our products based on recognized, evidence-based best practices. Designed to meet grade-level expectations and to support the achievement of key developmental milestones, Lakeshore products are created by expert educators with years of classroom experience. All products are developed with intentionality and designed to focus on, and support principles and practices identified in current research; each product is evaluated for its alignment with the available research as well as for its practical functions in the classroom or other learning space.

In addition to independent laboratory testing, Lakeshore products are both teacher-tested and child-tested to ensure appropriateness, durability and safety. From development to manufacturing, we maintain strict oversight to ensure the quality of our products.

## DIRECT MANUFACTURER

With Lakeshore, you're working with a single point of contact from start to finish. As the direct manufacturer of Lakeshore products, we develop a vast majority of the items featured in our catalogs, in our retail stores and on our website. We are not restricted from sales, territories or dealer

authorizations. In addition, our products are backed by our ironclad guarantee: If you are unhappy with any item for any reason, return it to us for a full refund or exchange.

We maintain strict control of manufacturing specifications and processes. The fully staffed office near our overseas factories ensures top-quality, virgin raw materials are used. Plus, our in-house mechanical/process engineers regularly inspect and consult with the factories, ensuring manufacturing processes operate effectively, producing consistent, high-quality furniture pieces. In-house inspectors also conduct strict and thorough factory inspections on all orders following manufacturing—before furniture units are shipped and stocked at Lakeshore distribution centers.

## CLASSROOM & SCHOOL DESIGN PLANNING

We have extensive experience partnering with site and design advisory teams on large projects. Upon award, our team can meet with advisory boards to visit classrooms, libraries, media centers or other sites to measure, develop and deliver complimentary 3-D classroom layouts. These “scaled” 3-D renderings are available at no additional cost—and feature all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality in each environment.



All classroom and school design services are supported by traditional furniture for preschool to kindergarten and flexible furniture options for preschool to high school settings. All Lakeshore furniture is developed in-house by educators and design engineers who ensure that all units are manufactured for ultimate strength and durability. In addition, our in-house team of mechanical/process engineers assist with the selection of raw materials, ensuring the highest quality and appropriateness for all furniture.

## QUALITY & SAFETY

### Focus on Safety

At Lakeshore, children’s safety is our highest priority—and we know it’s the top concern of our customers. That’s why we want to provide you with detailed information about Lakeshore’s testing and certification process, including the rigorous steps we take to ensure our products are safe.

Not only are we in full compliance with all the current U.S. safety regulations, but we also have our own in-house Product Regulatory & Compliance Team, which tests and inspects every item we carry with even more rigorous standards than those required by law. Every item we sell must meet or exceed all government safety requirements, or we don’t carry it.

First, we ensure that all the materials that go into each new product are safe. (For example, materials in all children’s products must be phthalate-compliant and must also meet strict standards for lead content.) Once we confirm that the materials we’re using are safe, we conduct exhaustive “use and abuse” testing to make sure each product will remain safe through years of everyday use. And after a product passes our rigorous testing, it is then tested and certified by a third-party testing



laboratory. Finally, we continue to monitor the safety of our products through periodic testing, both internally and by third-party labs, to ensure that our suppliers maintain the high level of integrity we demand of our materials.

### **Designed by Educators**

All of our exclusive products are designed by credentialed educators with years of real-world classroom experience. As subject-matter experts, they intentionally design Lakeshore products to meet content and performance standards at appropriate ages and abilities. In addition, our product developers utilize the latest research to ensure products remain relevant in a continuously evolving educational environment. Finally, they are involved in every stage of product development as well as the creation of ancillary materials to support implementation.

### **In-House Engineering**

Our product developers are supported by a dedicated team of in-house engineers who ensure the quality and integrity of our designs. They use 3-D printing technology to oversee our designs and maintain strict control over the quality and durability of each product. In addition, just as we source the highest-quality raw materials for our furniture, we only use virgin materials and composites in our manipulatives—avoiding regrind material that can compromise a product's integrity.

### **Transparency in Manufacturing**

Once a design is finalized, we maintain close supervision over the entire manufacturing process. Our manufacturing experts—who possess degrees in mechanical engineering, chemical engineering, process engineering and other related fields—spend all of their time at our production sites. They closely monitor the manufacturing processes and the materials being used to ensure the highest-quality products for our customers. Having our own experts on hand allows us to manufacture our products without the use of third parties.

Our commitment to responsible and ethical business practices extends to everything we do—including our social and community responsibilities. Lakeshore has a strict no-tolerance policy for human rights violations, child labor or other labor law violations; we have a fully staffed Hong Kong office set up for the sole purpose of enforcing that policy and ensuring the highest health and safety standards are met by our vendors. If manufacturing issues arise, we take corrective action by providing additional training and development. Our engineers work closely with the factory's owners and engineers—reinforcing Lean and Six Sigma Manufacturing processes and overseeing the entire production process from start to finish.



- d. The Respondent shall state its total price for the services outlined in the Scope of Work. No additional fees, costs, Respondent travel expenses, advertising costs, printing costs, background checks, or other expenses will be billed the Early Learning Coalition of Hillsborough County.

Lakeshore has read the scope of work and understands there are multiple budgets at play.

Lakeshore is providing (3) quotes, (1) quote for each of the environments listed in Category 1 subsection 1.

Quote #16213 – Infant Environment  
Quote #16205 – 2-Year-Old Environment  
Quote #16244 – Toddler Environment

Lakeshore is providing a list of 18 custom kits for the specified sub-categories listed in Category 1 subsection 2.

Lakeshore is providing (2) quotes, (1) quote for Category 2 and (1) quote for Category 3.

Quote #16071 – Category 2  
Quote #16087 – Category 3

Lakeshore is providing pricing valid through June 30, 2025. If pricing needs to be increased in subsequent years (provided that there is funding available), it will be aligned and increased proportionately with a national Consumer Price Index.

- e. List of current and past clients of the firm especially similar nonprofit sector clients. Priority will be given to local providers with experience supporting Early Learning Coalitions.

**ELC of Pasco and Hernando** - Based in Spring Hill Florida, the ELC is a dedicated Lakeshore partner who regularly enlists Lakeshore's Custom Learning Solutions division to develop and deliver custom projects and hundreds of materials to support its providers learning goals. On multiple occasions, and in true Lakeshore fashion, Lakeshore has delivered these custom projects and materials directly to the ELC's providers on time and packaged ready for use.

**ELC Flagler and Volusia Counties** - Based in Flagler & Volusia Counties, the ELC regularly partners with Lakeshore to deliver furniture, learning materials, and professional services including teacher 'self-care and wellness' sessions, all delivered with Lakeshore's first-class service. Most recently, the ELC collaborated with providers, Lakeshore's Regional Sales Manager, and Lakeshore's in-house ePro team to develop an electronic procurement (ePro) solution to centralize invoices, track orders, and provide receipts that are easily available to stakeholders. Additionally, the customized ePro site offers easy self-service administration, individualized budget allocations, multi-level approval processes, and a completely paperless system. Providers are able to directly place orders based on predefined budgets, and stakeholders have instant access to all transaction details, thereby streamlining the procurement process and enhancing operational efficiency.

**ELC of Orange County**- Based in Orlando Florida, the ELC has partnered with Lakeshore's Custom Learning Solutions division to develop and deliver multiple custom projects and thousands of materials to support its providers learning goals. Lakeshore also provided customized Professional Development for dozens of coaches, specialists, and teachers- all of whom are involved in multiple projects-and ensured each educational professional was comfortable utilizing the resources provided.

## SUPPLEMENTAL INFORMATION



### DELIVERY OF GOODS

Lakeshore ships millions of boxes each year, with numerous semi-truckloads leaving our warehouses every day. We contract with leading trucking companies that deliver thousands of truckloads of materials each year to different regions across the country, and that number is growing.

Lakeshore is flexible and can alter delivery and installation schedules if ELC of Hillsborough County schedule changes.

### PRODUCT AVAILABILITY AND DELIVERY CAPABILITY

#### National Distribution Centers for Faster Shipping!

With two national distribution centers and one more on the way, we can provide fast shipping anywhere in the country. And with over 2.4 million square feet of storage capacity, our in-stock rate is among the highest industry-wide!

- No drop shipments—all orders ship direct from Lakeshore
- Simple and hassle-free order tracking
- Custom labeling—so every item is delivered to the right classroom, library, media center or other learning space
- Personalized service from order to delivery



## INSTALLATION PROCEDURE

On delivery day, we take care of everything—with White-Glove Delivery and Installation service\*! This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

\*Complimentary for orders of \$20,000 or more that ship to a single location in the contiguous United States. Depending on delivery location, additional charges may apply.

## PROFESSIONAL DEVELOPMENT

Lakeshore Professional Services Group (PSG) is proud to offer personalized, hands-on learning services designed to support the unique and growing needs of teachers and educators. As educators themselves, our PSG specialists will partner with you to customize the perfect mix of content and training to support your professional development needs.



**In addition, our team will assist you with every step of the process:**

- Determine your learning goals
- Assist with your organization's decision-making process
- Create a custom solution specific to your content/training needs
- Plan and lead implementation

**Below are just a few of our wide range of standing topics:**

- Social-Emotional Development
- Flexible Seating for 21st-Century Classrooms
- Developmentally Appropriate Activities
- Language and Literacy
- Cognitive Development
- STEM/STEAM
- Standards for Mathematical Practice
- Environments
- Instructional Support
- Intervention

Professional Development can be tailored for a variety of audiences, including teachers, administrators and parents. Choose from in-person events, live or recorded virtual sessions, or a combination of both.

## ORDER PROCEDURE

When Lakeshore receives a purchase order from ELC of Hillsborough County, your dedicated Lakeshore Sales Support Specialist, Tamara Washington, will contact ELC of Hillsborough County to coordinate the logistics of the delivery, such as:

- Delivery dates and locations
- Unloading restrictions
- Stairs/elevator restrictions
- Setup requirements

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, Kentucky, and Carson, California) until ELC of Hillsborough County provides confirmation to release orders and schedule deliveries.

## PRODUCT WARRANTY

We unconditionally guarantee every item. We stake our reputation on the quality of our products. If you are unhappy with any item for any reason, return it to us for a full refund or exchange.



- **Lifetime warranty** on premium-quality classroom furniture, tables and desks, chairs, and cots
- **10-year warranty** on Classroom Carpets
- **5-year warranty** on Write & Wipe Mobile Tables & Desks, Outdoor Furniture, trikes, and cribs
- All other items receive a full-year warranty (unless otherwise noted)

## CUSTOMER SERVICE

We can't say it enough: Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

### Customer Service Center:

Address: Lakeshore Learning Materials - Customer Service Department  
2695 E. Dominguez St., Carson, CA 90895  
Phone: (800) 428-4414  
Fax: (310) 537-4261  
E-Mail: [lakeshore@lakeshorelearning.com](mailto:lakeshore@lakeshorelearning.com)  
Hours of Operation: Monday-Friday, 6:00 a.m.-6:00 p.m., PST



## RETURNS OR EXCHANGES

Not only are our products distinguished by their quality, educational merit and safety—they're also backed by our ironclad guarantee. If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked! If you need assistance with an order, simply contact our Customer Service Department at (800) 428-4414.

## EXCLUSIVE ITEMS

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:



AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT LA  
LC LCW LDA LK LL LM PP PX RA RE RJ RR RS TT VX WE WF YB

## CUSTOM WEBSITES: ePROCUREMENT SERVICES

Lakeshore eProcurement Services helps schools and institutions cut administrative costs, streamline processes and put the entire purchasing cycle at their fingertips.

With over 20,000 enrolled customers, from metropolitan and rural school districts to local early learning programs, custom ePro websites are designed to meet the needs of any organization.

Our custom ePro websites complement any system:

- Oracle
- SAP
- Ariba
- Skyward and more

Over 30 features to choose from:

- Visibility of account terms
- Multilevel approval process (up to 4 levels)
- Instant quotes
- Quick order approval
- One-click bulk orders
- User-specific budgets and expirations, shipping/billing rules and views
- Exclusive items
- Customized product assortment
- Item restrictions and maximum limits on orders
- Easy self-service user administration
- Search function that narrows results quickly and accurately
- Multiple payment options: PO, account, P-Card, credit card, gift card, etc.
- Tablet-friendly
- 



## EXPERIENCE

Lakeshore has extensive experience working with school districts, early childhood programs (both public and private) and government agencies. Below are a few examples of the types of large orders that we skillfully and conscientiously handle on a regular basis.



**Killeen Independent School District** - Based in Killeen, Texas, the district tasked Lakeshore with designing and furnishing 60 elementary classrooms and 10 specialty rooms—including breakout spaces, a music center, a library and a special education resource area. In addition to supplying the furniture and materials, Lakeshore also provided full installation services and debris removal for all 70 learning spaces. Killeen ISD is now equipped with flexible, multipurpose spaces to support teachers, students and overall classroom management.

**San Diego City Schools** - Based in San Diego, California, this sprawling district partnered with Lakeshore to modernize 151 elementary classrooms at 32 different sites. The goal was to provide teachers and students with environments that reflect best practices for 21st-century learning—while also encouraging engagement, exploration and collaboration across multiple learning domains. Lakeshore fulfilled every order and provided comprehensive setup for each location, including installation and debris removal. All 151 classrooms were completed ahead of schedule and in less than four weeks.

**Los Angeles Unified School District** - Based in Los Angeles, California, the district's Early Childhood and Special Education Department partnered with Lakeshore's Custom Learning Solutions division to develop and deliver more than 24,000 custom backpack kits to support its distance learning goals. Lakeshore also offered customized Professional Development for the dozens of curriculum coaches and teachers involved in the project to ensure each educational professional was comfortable using the resources with fidelity.

**Governor's Office of Early Childhood/Kentucky Department of Education** - Based in Frankfort, Kentucky, the governor's office reached out to Lakeshore to provide area-specific custom classroom solutions for the entire state. Lakeshore delivered and installed 2,200 programs statewide—all on schedule, and with a total value of more than \$10 million. Each custom classroom solution was designed to meet the specific needs of its intended program and contained a combination of furniture, carpets, and manipulatives. All 2,200 programs were delivered successfully and on time, with no drop shipments.

**Peoria Public Schools** - Based in Peoria, Illinois, the Board of Education contracted with Lakeshore to outfit their Early Learning Center, off-campus Extension Center and Parent Lending Library with furniture and supplemental materials. The partnership continued to grow—with Lakeshore contracted to upgrade all kindergarten through 4th-grade classrooms with mobile furniture designed to engage students and allow teachers to utilize a variety of different instructional practices. By the end of 2023, Lakeshore will also have outfitted the district's dual-language programs, media centers and self-contained classrooms designed for special education.

## FURNITURE FOR THE 21ST-CENTURY SCHOOL



### Design & Development

- Lakeshore's Flex-Space Furniture is designed to support the development of key skills needed for the 21st century—communication, collaboration, critical thinking and creativity.
- Flex-Space Furniture gives teachers the ability to create flexible spaces, allowing educators to quickly and easily reconfigure classrooms, libraries, media centers and nontraditional spaces for various projects and group sizes!
- Flex-Space Furniture is managed by Lakeshore's product developers—who are all former teachers! Their decades of combined classroom experience ensure that Flex-Space Furniture is designed with the teacher in mind and supports best teaching practices.
- Lakeshore product developers' long experience designing manipulatives and supplemental curricula assures that Flex-Space Furniture will transform all learning spaces into student-centered environments that support project-based learning.
- The Flex-Space Furniture line includes various flexible seating options, providing student choice to support individual learning styles.
- All furniture pieces are designed to seamlessly integrate the storage and use of student materials, tools and manipulatives.
- In-house design engineers ensure that all furniture is manufactured for ultimate strength and longevity.
- In-house mechanical/process engineers assist with the selection of raw materials, ensuring the highest quality and appropriateness for all furniture.
- Lakeshore offers Professional Development services, including sessions targeted to support the implementation of an effective 21st-century classroom.

### Manufacturing Standards

- Strict control of manufacturing specifications and processes. Fully staffed office near factories ensures top-quality, virgin raw materials are used.
- In-house mechanical/process engineers regularly inspect and consult with factories, ensuring manufacturing processes operate effectively, producing consistent, high-quality furniture pieces.
- In-house inspectors conduct strict and thorough factory inspections on all orders following manufacturing—before furniture units are shipped and stocked at Lakeshore distribution centers.
- Metal-to-metal construction for ultimate durability, along with fully captured back panels and durable, protective edgebands to prevent moisture and warping.

### Testing & Quality Assurance

- In-house use-and-abuse testing is conducted on all designs throughout the development process to guarantee that furniture meets strict standards. Designs are revised and improved after each test prior to manufacturing until all standards are met.
- Outside lab testing and certifications conducted to meet strict safety and flammability standards. Certification and testing documents available upon request.
- In-house use-and-abuse testing conducted on orders after arrival at Lakeshore distribution centers to ensure consistent quality over time.
- Every order is inspected to ensure 100% customer satisfaction.
- Lifetime warranty on all tables, stacking chairs, storage units and shelves.



## LAKESHORE FURNITURE: DIFFERENT OPTIONS FOR DIFFERENT NEEDS

All Lakeshore furniture is designed by our in-house team of product developers—who are all educators with years of classroom experience. Their deep and practical knowledge ensures that Lakeshore’s purpose-built furniture supports best teaching practices, child learning and development, and long-term facilities’ management.

### Flex-Space

- Mobile furniture for elementary school to high school supports the development of key skills needed for the 21st century—communication, collaboration, critical thinking and creativity
- Desks, tables and seating allow students to quickly transition from independent to collaborative learning...and back again
- Allows educators to easily reconfigure classrooms, libraries, media centers and nontraditional spaces for various projects and group sizes
- Inspires dynamic spaces that fit every student’s individual learning style
- Made of tough, wipe-clean laminate on top & bottom; supported by durable, full-steel frames; deep design for added stability and storage; top-quality, locking casters
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



### Flex-Space Jr.™

- The first complete line of mobile furniture for early childhood environments
- Rolls anywhere educators need—transitioning learning spaces in seconds to support circle time, naptime, mealtime, classroom cleaning, physical distancing or just refreshing the room
- Made of tough, wipe-clean laminate on top and bottom; supported by durable, full-steel frames; deep design for added stability and storage; top-quality, locking casters
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



### Classic Birch

- Quality-crafted for early childhood settings, kid-safe and built to last
- Natural wood furniture fosters an inviting environment for early learners
- Made of solid birch with a nontoxic, wipe-clean finish; reinforced dado joint construction; fully captured hardboard backings for extra strength; smooth, eased edges for safety
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



## Heavy Duty

- Durable laminate with the look and appeal of wood is perfect for early childhood
- Supports the visual and design aesthetic of any learning environment
- Made of sturdy laminate with smooth rounded corners for safety; metal-to-metal construction for ultimate durability, wipe-clean surfaces resist moisture and stains; PVC edgebands for extra durability
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



## Kids Colors™

- Easy-care, kid-friendly and classroom-tough
- Available in 4 colors: blue, red, yellow and green
- Tempered steel hardware for strength; double-reinforced joint construction; durable, wipe-clean laminate surfaces; kid-friendly, rounded corners for safety
- Backed by lifetime warranties



## Just Like Home™

- Everything caregivers need to make learning feel like home
- A perfect addition to Montessori-inspired and Reggio-inspired early learning settings
- Solid hardwood construction that's built to last; metal-to-metal connections for maximum strength; wipe-clear surfaces that resist moisture and stains; durable, textured vinyl cushions for extra comfort
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



## First Steps®

- Early childhood furniture that's built to last and toddler-safe
- Hardwood furniture designed specifically for toddler settings
- Low-to-ground design keeps toddlers in view; easy-grip handrails help tots stand, keep their balance and take steps; play-top surface to keep toys fully contained; nontoxic wipe-clean finish for easy care
- GREENGUARD® Gold Certified and recognized by the LEED® Building Rating System
- Backed by lifetime warranties



## Outdoor

- Everything you need to take learning outdoors
- Looks like wicker, but constructed of tightly woven all-weather plastic for lasting durability in early learning programs
- Made of easy-clean materials; fade-resistant and water-resistant fabric covers; hidden metal construction; adjustable feet to make leveling easy
- Backed by 5-year warranties



## Flex-Space Engage Modular Furniture

- Our Flex-Space line now includes furniture for middle and high school students
- Covered in attractive textured vinyl that looks just like fabric but is a breeze to wipe clean!
- Perfect for next-generation learning—making collaboration, group work and study time more inviting than ever
- Ideal for common areas, libraries, and even teacher lounges!
- Designed by educators, the furniture is made to easily be mixed and matched creating custom learning spaces.
- Want to make spaces tech-ready? Just add the coordinating table with built-in power outlets!



## GREENGUARD® GOLD CERTIFICATION

Lakeshore offers a variety of classroom furniture pieces that have earned GREENGUARD Gold Certification. Many of our furniture lines (Classic Birch, Flex-Space, First Steps® and Heavy-Duty) are certified by the GREENGUARD Environmental Institute to support low emissions standards—reducing chemical pollutants and helping to improve indoor air quality.



GREENGUARD Gold Certification is recognized by numerous sustainable building programs, including the LEED® Building Rating System. Purchasing products that are GREENGUARD Gold Certified helps you earn points toward LEED certification. Products on our website that feature the GREENGUARD Gold logo are certified by the GREENGUARD Environmental Institute to comply with low emissions standards—reducing chemical pollutants and helping improve the quality of indoor air.

For a complete listing of Lakeshore's GREENGUARD Gold Certified products, just search the keyword "GREENGUARD" on our website. You may also request more information from Lakeshore's Customer Service Department by calling (800) 421-5354.



# EARLY LEARNING

COALITION OF HILLSBOROUGH COUNTY

## REQUEST FOR PROPOSAL EARLY CHILDHOOD CLASSROOM MATERIALS

July 1, 2024 to July 31, 2024

Proposals should be directed to:

Gary Meyer  
Chief Financial Officer

Early Learning Coalition of Hillsborough County  
6302 E. Dr. Martin Luther King, Jr. Blvd.  
Suite 100  
Tampa, FL 33619

[gmeyer@elchc.org](mailto:gmeyer@elchc.org)

I. GENERAL INFORMATION

A. **Purpose.** This request for proposal (RFP) is for the Early Learning Coalition of Hillsborough County (“ELCHC” or “Coalition”) to identify and contract with a single or multiple organization(s) or independent contractors that can provide early childhood classroom materials during the three-year period July 1, 2024 to June 30, 2027, with an option to renew for an additional three-year period.

B. **Who May Respond.** Any U.S.-based organization or independent contractor providing early childhood materials.

C. **Instructions on Proposal Submission.**

1. **Closing Submission Date.** Proposals must be submitted via email no later than 5:00 pm EST on July 31, 2024.

2. **Inquiries and Proposals.** Inquiries concerning this RFP and proposal submissions should be emailed to:

Gary Meyer  
Chief Financial Officer  
gmeyer@elchc.org

Please title subject “RFP: Early Childhood Classroom Materials Submission.”  
Hard (paper) copy submissions are not required.

3. **Conditions of Proposal.** All costs incurred in the preparation of a proposal responding to this RFP will be the responsibility of the Respondent and will not be reimbursed by the Early Learning Coalition of Hillsborough County (the “Coalition”),

It is the responsibility of the Respondent to ensure that the proposal is received via email by the Coalition by the date and time specified above. Late proposals will not be considered.

To ensure a fair review and selection process, personnel submitting proposals are specifically requested not to make other contacts with Coalition staff or members of the Board of Directors regarding this proposal during the proposal’s timeline. Failure to comply with this request will result in disqualification of the proposal.

4. **Right to Reject.** The Coalition reserves the right to reject any and all proposals received in response to this RFP. A contract for the accepted proposal will be drafted based upon the factors described in the RFP.
5. **Restricted Communications.** Communications with ELCHC personnel/and or ELCHC Board members, other than the Chief Financial Officer, regarding this RFP may result in rejection of such Respondent.
6. **ELCHC Project Manager.** See Cost Proposal section for the designated Project Manager for the related Goods Categories for the administration of the contract with the selected Respondent.
7. **Incomplete Proposals.** *FAILURE TO RESPOND TO ANY ITEM INCLUDING ANY REQUESTED INFORMATION, OR FAILURE TO FOLLOW THE RFP MAY RESULT IN THE SUBMISSION OF AN INCOMPLETE PROPOSAL AND MAY RESULT IN DISQUALIFICATION OF THE PROPOSAL FROM FURTHER CONSIDERATION.*
8. **Right to Seek and Consider Clarifying Information.** The ELCHC may seek clarifying information regarding the proposal. Such clarifying information shall be provided by the Respondent in writing. Such clarifying information may not modify any material portion of the Proposal, affect the price, or give one Respondent an advantage not enjoyed by other Respondents.
9. **Minority-Owned Businesses.** Efforts will be made by the Coalition to utilize woman, minority and/or service-disabled veteran owned businesses. No person or legal entity will be excluded from participation in, denied the benefits of, or otherwise discriminated against in connection with the award and performance of any Coalition procurement on the basis of race, color, religion, national origin, age, sexual orientation, disability or marital status.
10. **Public Records:** All documents and other records as defined in the Public Records Law received from Respondents are public records in accordance with Chapter 119, Florida Statutes. All records as defined in Chapter 119, Florida Statutes, made or received by the Contractor as part of the Services are public records subject to inspection and copying as provided by Chapter 119, Florida Statutes.

**11. Public Entity Crimes.** Pursuant to Section 287.133(3)(a), Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s.287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.

**12. Proposal Format and Administrative Requirements.** Respondents shall submit their requests via email in PDF format. Proposals should be clearly marked as such.

**13. Notification of Award.** It is expected that a decision selection will be made in August, 2024. Upon conclusion of final negotiations, all Respondents submitting proposals to this Request for Proposal will be informed about the selection decision. If both parties cannot agree on prices for a formal contract, the work will be rebid.

**II. DESCRIPTION OF ENTITY.** The Early Learning Coalition of Hillsborough County (ELCHC) was created in response to the School Readiness Act (s. 411.01, Florida Statutes (FS)) in 2000 and is dedicated to ensuring quality early care and education for children in Hillsborough County. The Coalition is a nonprofit corporation which has been determined to be exempt from Federal income tax under Section 501 (c)(3) of the Internal Revenue Code.

The project included in this RFP will be funded 100% from federal funds, with disclosure to comply with Public Law (P.L.) 103-333, s. 508.

**Mission:** The Early Learning Coalition of Hillsborough County provides children, birth to 5 years, high quality, equitable and inclusive early learning experiences preparing them for success in school and life through the collaboration of families, educators, and the community.

### **FAST FACTS:**

- Current number of staff: 155
- 2023-2024 Operating Budget: \$150 million
- Number of board of directors: 24
- Approximately 1,200 child care providers in Hillsborough County
- 2023-2024 School Readiness children served: 13,500
- 2023-2024 Voluntary Pre Kindergarten (VPK) children served: 11,000
- Website to learn more: [www.elchc.org](http://www.elchc.org)

## **II. SCOPE OF SERVICES NEEDED**

The Coalition seeks to contract for the purchase and delivery of early childhood classroom materials for three initiatives, including Hillsborough Infant & Toddler Initiative, iSpy materials for science and nature learning, and On My Way to Kindergarten/Literacy All Year. The proposal should include delivery fees and any discounts that may apply to orders that are placed.

## **III. CONTRACT ETHICS**

- a. No employee of the Coalition who exercises any responsibilities in the review, approval, or implementation of the proposal or contract shall participate in any decisions, which affects his or her direct or indirect personal or financial interest.
- b. It is a breach of ethical standards for any person to offer, give or agree to give any Coalition employee, Board of Director, or for any Coalition employee, or Board of Director to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer of employment whenever a reasonably prudent person would conclude that such consideration was motivated by an individual, group or corporate desire to obtain special, preferential, or more favorable treatment than is normally accorded to the general public.

- IV. PROPOSAL SUBMISSION.** Proposals received after the deadline will not be accepted. It is neither Coalition's responsibility nor practice acknowledging receipt of any proposal. It is the responder's responsibility to assure that a proposal is received in a timely manner.

The Coalition reserves the right to reject any and all proposals, to waive irregularities and informalities, to request additional information from all



respondents, and further reserves the right to select the proposal which furthers the best interests of the Early Learning Coalition of Hillsborough County.

Each proposal shall be considered binding and in effect for a period of ninety (90) days following the proposal opening.

**VI. PROPOSAL CONTENTS.** The Respondent, in its proposal, shall at a minimum include the following:

**1. Organizational information**

- a. Bidder name
- b. Address
- c. Email
- d. Phone, and preferred method of contact
- e. Indicate, if appropriate, if the firm is a small or Certified Minority Business Enterprise (CMBE include certificate with RFP)
- f. Name where you maintain office(s)

**2. Methodology and Approach Narrative** – The Proposal shall include a narrative of the Respondent’s overall methodology and approach. Within the narrative, the Respondent shall include, but is not limited to, the following headings:

- a. An introduction and summary of the history of the firm.
- b. A list of key personnel of the firm who will be directly involved in working with the Coalition. This information should provide a brief resume, including years employed and appropriate experience/certifications. Thorough background inquiries and reference checks may be performed.
- c. The Respondent should include a clear description of the work to be performed, copies of reports/metrics utilized to provide services as well as an outline of tools used.
- d. The Respondent shall state its total price for the services outlined in the Scope of Work. No additional fees, costs, Respondent travel expenses, advertising costs, printing costs, background checks, or other expenses will be billed the Early Learning Coalition of Hillsborough County.
- e. List of current and past clients of the firm especially similar nonprofit sector clients. Priority will be given to local providers with experience supporting Early Learning Coalitions.

## Cost Proposal

The Respondent may respond to one, two, or three Goods Categories. The Respondent is not required to respond to all three Goods Categories. The Respondent must be able to supply a majority number of items in a given Goods Category to qualify. This Cost Proposal establishes pricing for goods offered for the three-year term of the contract. The Respondent shall not exceed this pricing when providing goods under any resultant contract.

### Goods Category #1: Hillsborough Infant/Toddler Initiative

#### ELCHC Project Manager: Theon Salley

Project budget is not to exceed \$85,000 for the year July 1, 2024 to June 30, 2025.

Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

The Coalition seeks to contract for the purchase and delivery of early childhood classroom materials and/or furnishings to early childhood programs in Hillsborough County for the purpose of creating and enhancing infant and toddler environments in programs participating in the Hillsborough Infant & Toddler Initiative (HITI). The Hillsborough Infant & Toddler Initiative budget will cover the costs of the materials/kits and shipping for each new provider participating in the Initiative each year. The Coalition seeks to contract with a vendor of early childhood materials with the capability to provide a wide variety of infant and toddler (birth to 36 months) early childhood materials and equipment, with systems in place for timely delivery of those materials and furnishings. The proposal should include delivery fees, any discounts that may apply to orders that are placed, and approximate costs for enhancing or creating safe and appropriate indoor and outdoor environments.

1. Provide a list of materials and furnishings with related prices, discounts, and shipping costs for each item (single quantities) to create new environments for each of the age ranges based on the number of children noted to be occupying the space. Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.

Infant Environment (6 weeks-12 months) Number of Children -4	Young Toddler Environment (12-24 months) Number of Children - 6	2-Year-Old Environment (24-36 months) Number of children - 11
--------------------------------------------------------------------	-----------------------------------------------------------------------	---------------------------------------------------------------------

2. Provide a list of all age-appropriate items with related prices, discounts, and shipping costs for each item to create each of the centers or developmental kits listed below. Include the quantity and cost of each item after any discounts have been applied. (\*All items for a kit should be able to fit in 1 an average-sized storage container). Provide pricing for each of the following three years: July 1, 2024 to June 30, 2025; July 1, 2025 to June 30, 2026; July 1, 2026 to June 30, 2027.

Infants (6weeks-18mths)	Toddlers (16-36mths)
Infant STEM Kit	Toddler Science/STEM Kit
Infant Gross Motor (Indoors and Outdoors)	Toddler Gross Motor (Indoors and Outdoor)
Infant Fine Motor Cener	Toddler Fine Motor Center
Infant Literacy Kit	Toddler Literacy Kit
Infant Sensory Kit	Toddler Sensory Kit
Infant Music & Movement Kit	Toddler Music & Movement Kit
Infant Dramatic Play Center	Toddler Dramatic Play Center
Infant Book Nook	Toddler Cozy Area
Infant Selfcare/Diapering Area	Toddler Blocks Center

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
Infant Environment (6 weeks-12 months) Number of Children -4 {list items}	\$19,414.06	* see below	* see below
Young Toddler Environment (12-24 months) Number of Children - 6 {list items}	\$20,800.54	* see below	* see below
2-Year-Old Environment (24-36 months) Number of children - 11 {list items}	\$26,095.75	* see below	* see below

\*Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

	<b>Infants (6weeks-18mths):</b>			
Lakeshore Item # KT37465	Infant STEM Kit	\$878.75	* see below	* see below
Lakeshore Item # KT37466	Infant Gross Motor (Indoors and Outdoors)	\$838.85	* see below	* see below
Lakeshore Item # KT37467	Infant Fine Motor Cener	\$838.85	* see below	* see below
Lakeshore Item # KT37468	Infant Literacy Kit	\$888.25	* see below	* see below
Lakeshore Item # KT37469	Infant Sensory Kit	\$939.55	* see below	* see below
Lakeshore Item # KT37470	Infant Music & Movement Kit	\$662.15	* see below	* see below
Lakeshore Item # KT37471	Infant Dramatic Play Center	\$1,040.25	* see below	* see below
Lakeshore Item # KT37472	Infant Book Nook	\$1,226.45	* see below	* see below
Lakeshore Item # KT37473	Infant Selfcare/Diapering Area	\$2,105.20	* see below	* see below
	<b>Toddlers (16-36mths):</b>			
Lakeshore Item # KT37474	Toddler Science/STEM Kit	\$998.45	* see below	* see below
Lakeshore Item # KT37475	Toddler Gross Motor (Indoors and Outdoor)	\$532.95	* see below	* see below
Lakeshore Item # KT37476	Toddler Fine Motor Center	\$850.25	* see below	* see below
Lakeshore Item # KT37477	Toddler Literacy Kit	\$468.35	* see below	* see below
Lakeshore Item # KT37478	Toddler Sensory Kit	\$511.10	* see below	* see below
Lakeshore Item # KT37479	Toddler Music & Movement Kit	\$722.00	* see below	* see below
Lakeshore Item # KT37480	Toddler Dramatic Play Center	\$751.45	* see below	* see below
Lakeshore Item # KT37481	Toddler Cozy Area	\$997.50	* see below	* see below
Lakeshore Item # KT37482	Toddler Blocks Center	\$893.00	* see below	* see below

\*Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

Shipping/Freight	N/A	N/A	N/A
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**Goods Category #2: iSpy materials for science and nature learning**

**ELCHC Project Manager: Nichole Gonzalez**

Project budget is not to exceed \$80,000 for the year July 1, 2024 to June 30, 2025.

Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
Lakeshore Alternate Item #HH668 SET/42	Branch Blocks – 36 Pieces #91332 \$56.99	* see below	* see below
NO BID	Color and Word Wooden Puzzles – Set of 8 #61194 NO BID	NO BID	NO BID
Lakeshore Alternate Item #RA362	Jungle Animals – 8 Pieces #32270 \$35.14	* see below	* see below
NO BID	Sealife Collection Replicas – 48 Piece Set #60318 NO BID	NO BID	NO BID
Lakeshore Alternate Item #LC362	Butterfly Garden Set #17142 \$47.49	* see below	* see below
NO BID	Weather Basics Books – Set of 6 #51109 NO BID	NO BID	NO BID
Lakeshore Alternate Item #LC984 W/O TRAYS	18" Double Mite with 2 Mega Trays #88215 \$331.55	* see below	* see below
Lakeshore Alternate Item #PP439 SET/38	Waterworks Play Kit #16378 \$85.49	* see below	* see below
Lakeshore Alternate Item #LC1651 SET/144	Backyard Bug Counters – 72 Piece Set #43592 \$28.49	* see below	* see below
	Shipping/Freight	N/A	N/A

**Goods Category #3: On My Way to Kindergarten/Literacy All Year Initiative**

**ELCHC Project Manager: Lissette Godwin**

\*Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

Project budget is not to exceed \$60,000 for the year July 1, 2024 to June 30, 2025. Project budgets in subsequent years are subject to available funding but expected to be at or around this amount.

	July 1, 2024 to June 30, 2025 Price	July 1, 2025 to June 30, 2026 Price	July 1, 2026 to June 30, 2027 Price
AS SPECIFIED	Transition to School Backpack #RR375 \$37.99	* see below	* see below
AS SPECIFIED	Favorite Picture Book Read-Alongs – Set 1 #RE742X \$236.55	* see below	* see below
AS SPECIFIED	Best-Buy Listening Center #FF290 \$255.55	* see below	* see below
AS SPECIFIED	Classic Birch Magnetic Write & Wipe Big Book Center #JJ987 \$436.05	* see below	* see below
AS SPECIFIED	Classroom Favorites Big Books – Set 2 #BK370X \$118.75	* see below	* see below
AS SPECIFIED	Big Book Storytelling Activity Kits – Complete Set #HH650X \$521.55	* see below	* see below
Lakeshore Alternate Item #BK273	“Silly Sally” book \$25.64	* see below	* see below
NO BID	“Here We Go Digging for Dinosaur Bones” book NO BID	NO BID	NO BID
AS SPECIFIED, BK326	“If You Give a Mouse a Cookie” book \$17.09	* see below	* see below
AS SPECIFIED, BK501	“Mouse Paint” book \$25.64	* see below	* see below
AS SPECIFIED, BK994	“In the Tall Tall Grass” book \$26.59	* see below	* see below
AS SPECIFIED, BB198	“The Cow that Went Oink” book \$25.64	* see below	* see below
AS SPECIFIED, 657SB	“The Seals on the Bus” book \$26.59	* see below	* see below

\*Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

\*Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs, global pandemic, and increased raw material pricing; for current prices please visit [www.LakeshoreLearning.com](http://www.LakeshoreLearning.com). If pricing needs to be increased, it will be aligned and increased proportionately with a national Consumer Price Index.

AS SPECIFIED, BK568

"From Caterpillar to Butterfly" book	\$25.64	* see below	* see below
Shipping/Freight	N/A	N/A	N/A

**RFP Timeline**

RFP Issue Date:	July 1, 2024
Deadline to submit questions	July 8, 2024 to <a href="mailto:gmeyer@elchc.org">gmeyer@elchc.org</a> . Please title subject "RFP: Early Childhood Classroom Materials RFP Question"  Questions will be answered by July 10, 2024 and posted on our website here: <a href="https://www.elchc.org/procurement">Open RFPs &amp; Procurement - The Early Learning Coalition of Hillsborough County (elchc.org)</a> .
Proposal Due Date	July 31, 2024, 5:00 pm (EST)
Evaluation Period Begins	August 1, 2024
Contract Award	August, 2024

V. **RFQ SCORING.** Proposals will be scored based on the following attributes and weights:

Attribute	Weight
Item Cost	30%
Free shipping and discounts	30%
Demonstrated experience with child development	20%
Ability to meet timelines and provide special services	15%
Certified Minority-Owned Business	5%

A separate scoring matrix will be used for each Goods Category, identical to the one above. Respondents will be scored only if they submit pricing for a majority of the line items in the Goods Category. Respondents may be awarded a contract for one or more of the Goods Categories.

EXHIBIT A



Hillsborough County School Readiness Coalition, Inc.

D/B/A

Early Learning Coalition of Hillsborough County

Contracting With

{insert name}

For

{insert Goods or Services}



THIS AGREEMENT is made and entered into as of {insert date}, (the "Effective Date") by and between the Hillsborough County School Readiness Coalition, Inc. DBA the Early Learning Coalition of Hillsborough County, with offices at 6302 E. Dr. MLK Jr. Blvd, Suite 100, Tampa, Florida, 33619 ("COALITION") at date of contract execution, and {insert vendor name} with offices at {insert Vendor address} ("CONTRACTOR").

The COALITION and the CONTRACTOR agree to the following:

#### **A. Effective Term**

The term of this Contract shall commence on {insert commencement date} or the date on which the Contract has been signed by the last party required to sign it, whichever is later ("Effective Date"), and shall conclude on {insert end date} ("Term").

#### **B. Purpose**

This AGREEMENT defines the professional services provided by the CONTRACTOR. The CONTRACTOR shall provide its professional services, as specified in the Scope of Work.

#### **C. Scope of Work**

The CONTRACTOR will provide the following:

COALITION hereby retains the services of CONTRACTOR for {insert goods or services} in accordance with the Proposal submitted by the CONTRACTOR to the COALITION on {insert proposal date} (the "Proposal"), a copy of which is attached hereto as Exhibit A and the terms of which are expressly incorporated herein by reference. {insert Scope of Work details as needed}.

#### **D. Due Date**

The CONTRACTOR agrees to be available and shall finish services by {insert end date}.

#### **E. Compensation & Payment**

1. The total price for all the work set forth in the Agreement shall not exceed {insert price}.
2. When both parties have signed this AGREEMENT, the COALITION agrees to make a payment upon receipt of a properly payable invoice which has been approved by COALITION management. {insert payment schedule; Florida Statute does not allow for prepayment of goods or services} All goods and/or services are subject to final approval by a representative of COALITION prior to payment.
3. The COALITION shall make payment within thirty (30) calendar days of receipt of invoice.

#### **F. Indemnification**

The CONTRACTOR agrees to be liable for and to indemnify the COALITION against all claims, suits, judgment, or damages, including court costs and attorney's fees, arising out of the negligent or

intentional acts or omissions of the CONTRACTOR, or arising out of the violation of any copyright law by the CONTRACTOR in the course of the performance of this AGREEMENT. In no event shall the CONTRACTOR be liable for or have any obligation to defend the COALITION against such claims, suits, judgment, or damages, including costs and attorney's fees, arising out of the sole negligent acts of the COALITION.

### **G. Insurance and Risk Mitigation**

The CONTRACTOR shall maintain liability insurance coverage on a comprehensive basis and hold such liability insurance at all times during the existence of the AGREEMENT and any renewal(s) or extension(s) of it. By execution of this agreement, the CONTRACTOR accepts full responsibility for identifying and determining the type(s) and extent of liability insurance necessary to provide reasonable financial protections for the CONTRACTOR and the clients to be served under the agreement.

1. Commercial General Liability
  - a. Each Occurrence \$1,000,000
  - b. Personal Injury \$1,000,000
  - c. General Aggregate \$3,000,000
  - d. Products & Completed Operations \$3,000,000
  - e. Damage to Rented Premises \$1,000,000
2. Automobile Liability
  - a. Combined Single Limit \$1,000,000
3. Worker's Compensation & Employers' Liability (E.L.)
  - a. E.L. Each Accident \$1,000,000
  - b. E.L. Disease-Each Employee \$1,000,000
  - c. E.L. Disease-Policy Limit \$1,000,000
4. Professional Errors and Omissions \$1,000,000

The CONTRACTOR will have and continuously maintain all other types of insurance as required by law. In the event that any of the coverage described above is canceled by the insurer for any reason, the CONTRACTOR shall immediately notify the COALITION of such cancellation and shall obtain replacement coverage acceptable to the COALITION and provide proof of such replacement coverage within ten (10) calendar days after the cancellation of coverage. All insurance policies shall be with insurers qualified and doing business in Florida. The COALITION shall be furnished proof of coverage of insurance by standard ACORD form certificates of insurance upon request.

### **H. Proprietary and Confidential Information**

1. CONTRACTOR agrees to hold in trust and confidence any confidential and proprietary information or data relating to COALITION business and shall not disseminate or disclose such information to any individual or entity, except CONTRACTOR's employees or subcontractor's performing services hereunder (who shall be under a duty of confidentiality), and any other individuals specifically permitted in each instance by the COALITION.

2. With respect to any confidential information, the CONTRACTOR's obligations of nondisclosure set forth above shall continue to apply to such information for as long after this Agreement expires or terminate, as such information remains confidential.
3. An item will not be considered confidential information of the COALITION if it is:
  - a. In the public domain prior to disclosure to the CONTRACTOR or subsequent to such disclosure but through no fault of the CONTRACTOR; or
  - b. Obtained from a third party not subject to a duty of confidentiality.
4. The CONTRACTOR agrees that any computer programs, software, documentation, copyrightable work, discoveries, improvements, or other deliverables (hereinafter "Work") developed by the CONTRACTOR solely, or with others, resulting from the performance of CONTRACTOR's responsibilities and obligations pursuant to this Agreement are property of the COALITION. If for any reason the Work would not be considered a work made for hire under applicable law, for the consideration included herein, CONTRACTOR does hereby sell, assign, and transfer to the COALITION its successors and assigns, the entire right, title and interest in and to the Work, including but not limited to exclusive rights to reproduce, distribute, prepare derivative works, display and perform the Work. CONTRACTOR agrees to provide whatever assistance is necessary for the CONTRACTOR to preserve its commercial interest including, but not limited to, the filing of patent and copyright protection. This provision shall survive expiration and termination of this Agreement.

#### **I. E-Verify**

1. The CONTRACTOR shall provide the COALITION within ninety (90) days of the effective date of this Agreement a copy of the "Edit Company Profile" screen indicating the enrollment in the E-Verify program.
2. CONTRACTOR further agrees to maintain records of its participation and compliance with the provisions of the E-Verify program, including participation by its subcontractors as provided above.
3. Pursuant to Florida Statute s 448.09, CONTRACTOR will not employ, contract with, or subcontract with an unauthorized alien as it relates to services included in the contract with the COALITION.

#### **J. CONTRACTOR Information**

1. Independent CONTRACTOR Status: CONTRACTOR agrees that the relationship between CONTRACTOR and the COALITION is that of an independent CONTRACTOR for employment tax purposes. CONTRACTOR shall be solely responsible for self-employment, income or any other taxes relating to payments under this agreement including those of any employees.
2. The CONTRACTOR agrees that during the duration of this Agreement as a condition of the COALITION's duty to perform under the terms of this Agreement that the CONTRACTOR

will be in compliance with all applicable laws and regulations of the state and federal government.

#### **K. Public Records Law Compliance, Access and Confidentiality**

1. All CONTRACTOR records classified as public records must be open and available for inspection by any person unless otherwise specified by law. It is the responsibility of CONTRACTOR to maintain records in a location accessible to the public.
2. Pursuant to 2 CFR §200.336, *Access to records*, CONTRACTOR agrees to provide access by COA, the Florida DFS, the Florida Auditor General, HHS, Inspector Generals of federal and state agencies, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of CONTRACTOR which are pertinent to this specific award for the purpose of making audit, examination, excerpts, and transcriptions. The right also includes timely and reasonable access to the non-Federal entity's personnel for the purpose of interview and discussion related to such documents. The rights of access in this section are not limited to the required retention period but last as long as the records are retained.
3. Representatives of COALITION, the Chief Financial Officer of the State of Florida, the Auditor General of the State of Florida, the Florida Office of Program Policy Analysis and Government Accountability ("OPPAGA"), and their duly authorized representatives, shall have access, for purposes of examination, to any books, documents, papers, and records, including electronic storage media, of CONTRACTOR as they may relate to this agreement.
4. CONTRACTOR shall maintain (or have immediate access to) books, records, and documents in accordance with generally accepted accounting procedures and practices which sufficiently and properly reflect all revenues and expenditures of funds provided by COALITION under this agreement.
5. COALITION shall have the right to audit CONTRACTOR's records and practices related to use and disclosure of confidential information. COALITION agrees to make internal practices, books, and records, including policies and procedures and confidential information, relating to the use of and disclosure of confidential information received from, or created or received by CONTRACTOR on behalf of, COALITION available to COALITION upon request.
6. CONTRACTOR shall include the aforementioned audit and record keeping requirements in all approved subcontracts and assignments.

#### **L. Remedies**

CONTRACTOR agrees to exhaust all administrative remedies, to the extent available, prior to seeking any other contractual or legal remedies.

#### **M. Nonperformance and Financial Remedies**

If CONTRACTOR fails to perform in accordance with this Contract, COALITION will apply financial consequences as described in accordance with §§ 287.058(1)(h), 215.971(1)(c), Fla. Stat. (2023). The foregoing does not limit additional financial consequences, which may include but are not limited to withholding funds, withholding payments until deficiency is corrected, tendering only partial payments, applying payment adjustments for additional financial consequences or for liquidated damages to the extent permitted, or termination of the agreement. Any payment made in reliance on the CONTRACTOR'S evidence of performance, which evidence is subsequently determined to be erroneous, will be immediately due to COALITION as an overpayment to the extent of such error.

#### **N. Representations and Warranties**

The CONTRACTOR will make no representations, warranties, or commitments binding the COALITION without its prior consent. The CONTRACTOR will hold no authority to speak as a spokesperson for, or to act or represent themselves as an agent of the COALITION.

#### **O. Debarment and Suspensions Disclosures**

This Agreement is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such CONTRACTOR is required to verify that none of the CONTRACTOR, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935). CONTRACTOR must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

#### **P. Termination Clause**

1. **Termination due to lack of funds.** If funds to finance the agreement become unavailable or if the state government withdraws or redirects funds upon which the agreement depends, COALITION may terminate the agreement in writing with no less than 24 hours' notice. The CONTRACTOR shall receive notice by certified mail with proof of delivery after being notified verbally by the COALITION or in person with proof of delivery. COALITION shall be the final authority as to fund availability and will not reallocate funds earmarked for the agreement to another program, thus causing lack of funds.
2. **Termination for cause.** In the event of termination of this agreement by the COALITION for cause, CONTRACTOR shall be liable for COALITIONs expenses for additional managerial and administrative services required to complete or obtain the services or items from another CONTRACTOR.
3. **Termination for convenience.** COALITION by written notice to CONTRACTOR, may terminate the agreement in whole or in part when COALITION determines in its sole discretion it is in the COALITIONs interest to do so. CONTRACTOR shall not furnish any services after it receives the notice of termination, except as necessary to complete the continued portion, if any, of the agreement.
4. **After receipt of a notice of termination.** Except as otherwise specified by COALITION, CONTRACTOR shall:

- a. Stop work under the agreement on the date of and to the extent specified in the notice.
- b. Complete performance of the work not terminated by COALITION.
- c. Take such action as may be necessary, or as COALITION may specify, to protect and preserve any property related to the agreement which is in the possession of CONTRACTOR and in which COALITION has or may acquire an interest.
- d. Transfer, assign, and make available to COALITION all property and materials belonging to COALITION, upon the effective date of termination of the agreement. No extra compensation will be paid to CONTRACTOR for its services in connection with such transfer or assignment.
- e. Meet all the public records law requirements specified under the section of this agreement on Public Records Law Compliance.

#### **Q. Force Majeure**

1. Neither party shall be liable for any loss or delay resulting from any force majeure event, including acts of God, fire, natural disaster, labor stoppage, war or military hostilities, or inability of carriers to make scheduled deliveries, and any payment or delivery date shall be extended to the extent of any delay resulting from any force majeure event.
2. If any of the causes this paragraph describes suspended or delayed performance in whole or in part, after the causes have ceased to exist, the CONTRACTOR shall perform at no increased cost, unless the COALITION determines, in its sole discretion, that the delay will significantly impair the Agreement's value to the COALITION.

#### **R. Equal Employment Opportunity**

The CONTRACTOR is and has been at all times in compliance with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable. The CONTRACTOR agrees that it shall comply with Executive Order 11246, Equal Employment Opportunity, as amended by Executive Order number 11375, and as supplemented in Department of Labor regulations 42 C.F.R., Part 60, if applicable.

#### **S. No Assignment**

**Neither this AGREEMENT** nor any of the rights, interests or obligations hereunder shall be assignable by the CONTRACTOR without the prior written consent of the COALITION.

#### **T. Change Orders**

**Any change** in the details of scope of work or the fee schedule shall require a written amendment to this Agreement (a "Change Order"). Each Change Order shall detail the requested changes to the applicable task, responsibility, duty, budget, timeline or other matter. The Change Order will become effective upon the execution of the Change Order by both parties, and the Change Order will specify

the period of time within which CONTRACTOR must implement the changes. Both parties agree to act in good faith and promptly when considering a Change Order requested by the other party but neither party is obligated to execute a Change Order. No Change Order shall become effective unless and until it is signed by both parties hereto.

#### **U. Procurement of Recovered Materials**

1. Pursuant to 2 CFR §§200.3017, *Procurement by States*, and 200.322, *Procurement of recovered materials*, CONTRACTOR will comply with the following requirements of Section 6002 of the Solid Waste Disposal Act.
  - a. Procure only items designated in the guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 for buying recycled-content products;
  - b. Procure solid waste management services in a manner that maximizes energy and resource recovery; and
  - c. Establish an affirmative procurement program for purchases of recovered materials identified in the EPA guidelines. Information about this requirement is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpk-program>. The list of EPA-designated items is available at <https://www.epa.gov/greenerproducts/identify-greener-products-and-service>.
2. In accordance with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act, CONTRACTOR shall procure items designated in the Environmental Protection Agency (EPA) guidelines at 40 CFR Part 247 which contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition unless CONTRACTOR determines such items:
  - a. Are not reasonably available in a reasonable period of time;
  - b. Fail to meet reasonable performance standards, which shall be determined on the basis of the guidelines of the National Institute of Standards and Technology, if applicable to the item; or
  - c. Are only available at an unreasonable price.

Paragraph 2. of this clause shall apply to items purchased under this agreement where:

1. CONTRACTOR purchases in excess of \$10,000 of the item under this agreement; or
2. During the preceding Federal fiscal year, CONTRACTOR: (i) purchased any amount of the items for use under a contract funded with federal appropriations and was with a federal agency or a state agency or agency of a political subdivision of a state; and (ii) purchased a total of in excess of \$10,000 of the item both under and outside that contract.

#### **V. Byrd Anti-Lobbying Amendment, 31 U.S.C. §1352 (as amended)**

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification attached hereto. COALITION further agrees to comply with the Byrd Anti-Lobbying Amendment, which provides that contractors who apply or submit bids shall file the required

certification that each tier will not use federal funds to pay a person or employee or organization for influencing or attempting to influence an officer or employee of any federal agency, a member of Congress, officer or employee of Congress or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with nonfederal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier, up to the recipient (45 C.F.R. § 3)."

## **W. Clean Air Act and the Federal Water Pollution Control Act**

### **1. Clean Air Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. 4401 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

### **2. Federal Water Pollution Control Act**

Contractors with contracts of amounts in excess of \$150,000 agree to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq. CONTRACTOR agrees to report each violation to the COALITION and understands and agrees that the COALITION will, in turn, report each violation as required to assure notification to appropriate Environmental Protection Agency Regional Office. CONTRACTOR agrees to include these requirements in each subcontract exceeding \$100,000 financed in whole or in part with assistance provided by the COALITION.

## **X. Copeland "Anti-Kickback" Act (18 U.S.C. 874 and 40 U.S.C. 276c)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$2,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards.
2. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements, or other construction activities.
3. The COALITION, its subcontractor, or subrecipient shall be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled. The COALITION shall report all suspected or reported violations to DEL.



**Y. Davis-Bacon Act, as amended (40 U.S.C. 276a, et. Seq.)**

When federal program legislation requires, all construction contracts of more than \$2,000, the recipient's and subrecipient's award shall include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a, et seq.), as supplemented by Department of Labor (DOL) regulations (29 CFR Part 5, Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction).

1. Under this Act, contractors shall be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor.
2. Contractors shall be required to pay wages not less than once a week.
3. The recipient shall place a copy of the DOL-issued current prevailing wage determination in each solicitation, and the award of a contract shall be conditioned upon the acceptance of the wage determination.
4. The recipient shall report all suspected or reported violations to the federal awarding agency. DOL regulations, rules, and instructions concerning implementation of the Davis-Bacon Act and other labor laws can be found at Title 29 CFR Part(s) I, 3, 5, 6 and 7.

**Z. Contract Work Hours and Safety Standards (40 U.S.C. 3701 et seq.)**

1. Federal and state standards for procurement and contracts administration require all contractual agreements in excess of \$100,000 to address requirements for compliance with federal labor laws. See 45 CFR 75 Appendix II, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards. This provision applies to agreements which include salaries for laborers and for all contracts for repairs, improvements or other construction activities.
2. The ELC shall compute wages on a 40-hour week schedule and pay employees for extra hours worked. None shall be forced to work in unsanitary, hazardous, or dangerous conditions or surroundings.
3. These requirements do not apply to purchase of supplies or materials or articles ordinarily available on the open market or contracts for transportation services.

**AA. Agreement**

This agreement constitutes the complete AGREEMENT between the School Readiness COALITION of Hillsborough County/dba The Early Learning COALITION of Hillsborough County and CONTRACTOR. Only an instrument of writing signed by both parties can modify its terms and conditions. A waiver of a breach of any of the provisions of this AGREEMENT shall not be construed as a continuing waiver of other breaches of the same or other provisions hereof. This AGREEMENT shall be binding upon the parties hereto and their respective representatives. The laws of the State of Florida shall govern this

AGREEMENT. The CONTRACTOR and the COALITION agree that Hillsborough County shall be the venue of any legal action between the parties.

IN WITNESS WHEREOF, the parties hereto have signed this AGREEMENT as of the date first set forth above.

---

**CONTRACTOR**  
{insert name}  
{Insert title}  
{Insert Vendor Name}

---

Date

---

**COALITION**  
{insert name}  
{Insert title}  
Hillsborough County School Readiness  
Coalition, Inc. d/b/a Early Learning Coalition of  
Hillsborough County

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Date





**QUOTE 16213**

Lakeshore Learning Materials  
 2695 E. Dominguez St Carson, CA 90895  
 (310)537-8600 (800)421-5354  
 www.lakeshorelearning.com

To contact your local representative,  
**Erik Zubal**, please call (800) 421-5354






**Bill to:**  
 164253  
 ELC-HILLSBOROUGH COUNTY  
 6302 E MARTIN LUTHER KING JR B  
 STE 100  
 TAMPA FL 33619  
 (813) 515-2340










**Ship to:**  
 999999  
 SHIP TO  
  
 TAMPA FL 33619










**Comments:**  
**FOB DESTINATION:FREE SHIPPING DISCOUNT REFLECTED IN PRICES.**










PLEASE REFERENCE QUOTE NUMBER 16213 ON YOUR PURCHASE ORDER.









Entry date: 07/25/2024 Sls: 133 Your reference number: **QUOTE #16213 - INFANT ROOM**

Line	Item	Qty	Description	List	Price	Extended	Image
1	AA107	1	<a href="#">First Steps® Sign-In Communication &amp; Cubby Center</a> The perfect place for sign-ins, sign-outs and family communication! Our mobile center features 16 cubbies that are ideal for sending home artwork & parent information, plus an angled surface on top for displaying sign-in sheets. Hardwood center features locking casters. Center measures 26"w x 16 1/2"d x 37 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	
2	AA260	1	<a href="#">First Steps® Cubbies &amp; Coats Storage Center</a> Our super-accessible center lets little ones hang up coats and backpacks all by themselves! It features storage space for up to 8 children, with 8 big cubbies on top that are roomy enough for diaper bags, blankets and more...plus 8 easy-access lockers below, all with rounded wooden pegs to keep children safe. Center measures 58"w x 13 3/4"d x 49"h. Lifetime warranty.	\$1,299.00	\$1,234.05	\$1,234.05	
3	PH346	1	<a href="#">Magnetic Write &amp; Wipe Board - 24" x 36"</a> Our magnetic boards feature dry-erase surfaces and sturdy aluminum frames—plus, they come with hangers for easy mounting. The boards also include a detachable easel back for tabletop display.	\$99.99	\$94.99	\$94.99	
4	PP281	1	<a href="#">Magnetic Storage Boxes - Set of 4</a> Keep supplies within reach—without taking up valuable table space! Our versatile boxes hold tight to any magnetic surface and have write & wipe labels on front to keep materials organized. Each plastic box measures 4 1/4" wide and 2" deep.	\$16.99	\$16.14	\$16.14	
5	AA860	1	<a href="#">Infant Changer &amp; Storage Center</a> Make the most of your care center's space...with a changing station and storage center—all in one! Hardwood center has a changing area on top with a wipe-clean vinyl changing pad, a built-in paper dispenser, an adjustable belt...plus 6"-high sides for safety. Below, there's a storage cabinet with childproof safety latches, 2 doors and 12 big cubbies for supplies! Bins sold separately. Center measures 44 1/4"w x 21 1/2"d x 36 1/2"h. Lifetime warranty.	\$1,129.00	\$1,072.55	\$1,072.55	










Line	Item	Qty	Description	List	Price	Extended	Image
6	HH447	1	<a href="#">Store-It-All Wall Unit</a> Store supplies away from small hands, but within easy reach of caregivers! Our super-strong birch unit has 8 cubbies and 5 storage compartments underneath—perfect for keeping diaper-changing supplies right at your fingertips. Plus, there's a dispenser for a Roll of Bags (sold separately)...and a lip around the sides and back so items won't roll off! The easy-to-mount unit comes complete with hardware for hanging. Unit measures 47 3/4"w x 9 1/2"d x 25 1/2"h. Lifetime warranty.	\$399.00	\$379.05	\$379.05	
7	LM122	1	<a href="#">See-Inside Bins - Set of 12</a> End the "What's inside?" guessing game with our See-Inside Bins. The bins are ideal for storing toys, manipulatives, supplies—you name it! Each plastic bin measures 16 3/4" x 12 1/4" x 6".	\$159.00	\$151.05	\$151.05	
8	NS17	1	<a href="#">Roll of Bags</a> Our 1,500 plastic bags measure 11" x 19" each.	\$49.99	\$47.49	\$47.49	
9	QJ578	1	<a href="#">Disposable Sanitary Gloves</a> Our strong, lightweight plastic gloves are a classroom essential! Use them to change diapers, clean up spills and other messes, and more. Box contains 100 sanitary, latex- and powder-free adult-size gloves.	\$7.99	\$7.59	\$7.59	
10	RR840	4	<a href="#">Easy-Clean Snap-On Tray</a> This handy tray turns our Classic Birch Transition Chairs (sold separately) into tot-friendly highchairs in an instant! The durable, wipe-clean plastic tray features an extra-deep lip to catch messes and spills, and it adjusts to fit tots of all sizes. Just snap it right onto our Transition Chairs to create a super-secure highchair! Tray measures 22 1/2" wide. BPA-free.	\$129.00	\$122.55	\$490.20	
11	DD637	2	<a href="#">Connective Furniture Connector - 30"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$29.99	\$28.49	\$56.98	
12	DD632	2	<a href="#">Connective Furniture Wall Adaptor - 30"h</a> Screw one adaptor into the wall, then use a Connective Furniture Connector to attach a Connective Furniture Panel or Gate to that wall. Includes a guide with hardware recommendations. Lifetime warranty.	\$36.99	\$35.14	\$70.28	
13	AA156	1	<a href="#">First Steps® Locking Supply Cabinet</a> Keep all your supplies neatly tucked away—and safely out of children's reach! Our hardwood locking cabinet has 8 big cubbies, plus swing-open doors with childproof latches that are easy for caregivers to open...but keep tots from getting in. There's even room on the top to keep books & supplies in easy reach! Cabinet measures 33"w x 18"d x 37"h. Lifetime warranty.	\$799.00	\$759.05	\$759.05	
14	CS463	6	<a href="#">Heavy-Duty Safety Crib</a> A super-safe, industrial-quality crib—with heavy-duty construction that will last for years! Rugged, fixed-side crib features stationary rails for maximum safety, plus 2 see-through end panels to keep little ones in view. Our smooth hardwood crib has locking casters and a thick, 3" vinyl-covered mattress. Hardware has a lifetime warranty. Assembly required. Crib measures 39 1/8"w x 25 3/4"d x 39 3/4"h.	\$499.00	\$474.05	\$2,844.30	










Line	Item	Qty	Description	List	Price	Extended	Image
15	CS467	2	<a href="#">Heavy-Duty Evacuation Crib</a> All the comfort and convenience of a standard crib...with added strength for emergency evacuations! The crib has a hardwood frame with 4 fixed sides for maximum safety, a solid steel base for stability, plus tough, 4" casters to quickly and safely evacuate your nursery. Two casters even lock for security. Crib features acrylic end panels and a 3" vinyl-covered mattress. Hardware has a lifetime warranty. Assembly required. Crib sheet sold separately. Crib measures 39 1/8"w x 25 3/4"d x 42"h.	\$599.00	\$569.05	\$1,138.10	
16	ZB44	16	<a href="#">Crib Sheet</a> Fitted cotton/polyester white sheet is machine-washable—so it's perfect for your crib! Crib sheet measures 23" x 38".	\$16.99	\$16.14	\$258.24	
17	CE326	1	<a href="#">CD &amp; Cassette Player with BLUETOOTH®</a> A CD & cassette player equipped with BLUETOOTH wireless technology! Our portable, multifunction player lets you wirelessly stream music from BLUETOOTH devices, such as phones and tablets. It also has a programmable CD player, a cassette player and recorder, an FM radio...plus an auxiliary jack for non-BLUETOOTH devices. There are even six 1/8" headphone jacks—perfect for letting multiple children listen at the same time! Player measures 13 1/4" in length and plugs into the wall or runs on 8 "C" batteries.	\$159.00	\$151.05	\$151.05	
18	EB872	1	<a href="#">Songs of Our World CD</a> This delightful CD by Raffi introduces kids to cultures around the world—with catchy, lovable songs in lots of different languages! CD features 14 songs.	\$14.99	\$14.24	\$14.24	
19	YH47D	1	<a href="#">Traditional Lullabies CD</a> With one CD of instrumental melodies and one CD of soft vocals, Traditional Lullabies features timeless classics like "Hush, Little Baby" and "Go to Sleep." In all, you get 90 minutes of gentle, soothing music. Includes 2 CDs for a total of 23 tracks.	\$10.99	\$10.44	\$10.44	
20	KM8102D	1	<a href="#">Singable Songs for the Very Young CD</a> This CD includes 19 tracks from Raffi, the award-winning children's entertainer with a joyful style that appeals to all children! CD includes fun traditional songs as well as original songs about counting, how to perform basic tasks like brushing your teeth...even tongue twisters to help with speech development.	\$14.99	\$14.24	\$14.24	
21	DD624	1	<a href="#">Connective Furniture Straight Panel - 20"w x 22 1/2"h</a> Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.	\$139.00	\$132.05	\$132.05	
22	DD626	2	<a href="#">Connective Furniture Straight Panel - 33"w x 22 1/2"h</a> Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.	\$169.00	\$160.55	\$321.10	
23	DD640	2	<a href="#">Connective Furniture Wave Panel - 33"w x 22 1/2" to 30"h</a> Our wave panels let you connect lower pieces of furniture to higher pieces—for more design possibilities! The durable panels feature a sturdy maple frame with rounded edges, plus a clear, wipe-clean acrylic center to keep children in easy view. Lifetime warranty.	\$189.00	\$179.55	\$359.10	










Line	Item	Qty	Description	List	Price	Extended	Image
24	DD635	5	<a href="#">Connective Furniture Connector - 22 1/2"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$26.99	\$25.64	\$128.20	
25	DD637	2	<a href="#">Connective Furniture Connector - 30"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$29.99	\$28.49	\$56.98	
26	DD631	2	<a href="#">Connective Furniture Wall Adaptor - 22 1/2"h</a> Screw one adaptor into the wall, then use a Connective Furniture Connector to attach a Connective Furniture Panel or Gate to that wall. Includes a guide with hardware recommendations. Lifetime warranty.	\$32.99	\$31.34	\$62.68	
27	AA807	1	<a href="#">Calming Colors® Store &amp; Explore Play Mat</a> This cushiony mat is the perfect place for playtime, tummy time, crawling & more—with built-in storage that keeps little ones' toys in reach. Soft, durable foam pieces provide a padded space for early exploration, and each piece is covered in durable, wipe-clean vinyl for super-easy care. The pieces connect securely together with hook & loop fastener...and can be configured multiple ways to fit your classroom space. You get a total of 16 pieces. Mat measures 77 1/4" x 56 3/4" as shown.	\$1,099.00	\$1,044.05	\$1,044.05	
28	BR302BU	1	<a href="#">Comfy Floor Seat - Blue</a> Sit comfortably on the floor...anytime, anywhere! Our ingenious chairs provide flexible classroom seating wherever you need it—ideal for soothing tots at naptime, reading a story on the carpet, giving kids a special place to sit and so much more. Plus, each seat has a cushioned back support that adjusts to the perfect position. Just lift the back of the seat to a comfortable height—then lay it flat for storage! Removable microfiber cover is machine-washable.	\$69.99	\$66.49	\$66.49	
29	CF202SG	1	<a href="#">Calming Colors® Sit-Me-Up - Sage Green</a> With our soft and sturdy support seat, little ones practice sitting up and building muscle control—while viewing the world around them! The inviting U-shaped design has a wide, sturdy base and a firm, comfortable surface to rest on—plus, it's made of easy-to-clean vinyl and designed to last and last! Sit-Me-Up measures 23"w x 18 1/2"d x 6"h.	\$129.00	\$122.55	\$122.55	
30	CF202SB	1	<a href="#">Calming Colors® Sit-Me-Up - Sky Blue</a> With our soft and sturdy support seat, little ones practice sitting up and building muscle control—while viewing the world around them! The inviting U-shaped design has a wide, sturdy base and a firm, comfortable surface to rest on—plus, it's made of easy-to-clean vinyl and designed to last and last! Sit-Me-Up measures 23"w x 18 1/2"d x 6"h.	\$129.00	\$122.55	\$122.55	
31	AA212	1	<a href="#">Calming Colors® Look-At-Me Mirror Center</a> It's more fun than ever for babies to discover their reflections...with a fascinating mirror center that lets them view themselves from 5 different angles! Our dense foam, vinyl-covered center has a fold-out design that sets up anywhere...inviting babies to crawl right up—and discover themselves again and again. It even folds up into a compact, 5-sided center—for crawl-around fun! Mirrors are made of safe, shatterproof acrylic. Fully opened center measures 60" wide.	\$299.00	\$284.05	\$284.05	
32	RR417	1	<a href="#">Child's View Changeable Display Center</a> Just looking around...it's the best way for babies to learn about their world! That's why we've made a display window that lets them see and explore their favorite things—at their eye level. Just attach the hardwood frame to the wall, then slip pictures, artwork or photos behind the protective acrylic surface. Poster pack sold separately. Center measures 15 3/4" x 42".	\$139.00	\$132.05	\$132.05	









Line	Item	Qty	Description	List	Price	Extended	Image
33	AA420	1	<a href="#">Infant/Toddler Poster Pack</a> Just looking around...it's the best way for babies to learn about their world! Engage little ones—with 18 multiethnic posters showing other children just like them! Each poster measures 10" x 13".	\$29.99	\$28.49	\$28.49	
34	AA931	1	<a href="#">Giant Sight &amp; Sound Tubes</a> A fascinating, hands-on way for tots to explore sight and sound! Each see-inside tube is filled with objects of different colors, weights, shapes and sizes—like feathers, balls, bells and sparkly gems—so kids get a variety of fun sensory experiences! Durable plastic tubes are permanently sealed for added safety. Set includes 5 tubes; each measures 16" in length.	\$99.50	\$94.53	\$94.53	
35	ER549	1	<a href="#">Explore &amp; Play Activity Rattles</a> There's so much for babies to touch, see and hear with our durable rattles! All 4 easy-clean plastic rattles have an irresistible animal design, stimulating textures and lots of different sounds—plus movable parts that are fun to shake and explore! Longest rattle measures 6".	\$29.99	\$28.49	\$28.49	
36	FR263	1	<a href="#">Feel &amp; Roll Bumpy Balls</a> With stimulating textures and bold, vibrant colors, our bumpy balls are perfect for hands-on sensory exploration! Each ball is made of all-natural, nontoxic rubber and covered in a soft, fuzzy fabric that tots will love to touch. Plus, they're easy for little hands to grip—so children build fine motor skills as they roll, toss and bounce each one! Set includes 4 balls; largest measures 5".	\$32.99	\$31.34	\$31.34	
37	PP508	1	<a href="#">Sensory Star Beanbags - Set of 6</a> Our colorful beanbags are fun to feel and toss—for a sensory experience little ones can't resist! Ideal for exploring texture and color, building gross motor skills, and tons of other activities, each star-shaped beanbag is covered in a different tactile material that tots will love to touch! You get 6 beanbags; each measures approximately 4 3/4" wide. Beanbags are machine- or surface-washable.	\$21.99	\$20.89	\$20.89	
38	JJ766	1	<a href="#">Colorpillar Sorting Mat</a> Tots match fun manipulatives to vibrant colored spaces on our cute sorting mat—and discover colors and shapes in a super-involving way! The soft, plush caterpillar has 6 bright, stimulating segments tots will love to explore...and comes with 18 matching manipulatives in lots of engaging shapes and textures. Mat measures 12" x 48" and rolls up for easy storage. Machine-washable.	\$89.99	\$85.49	\$85.49	
39	LL250X	1	<a href="#">Lakeshore Cuddly Washable Dolls - Complete Set</a> These cuddly dolls are ideal for little ones! They feature super-soft clothing and permanent, sewn-on details, so they're incredibly soft and totally safe—even for toddlers. The machine-washable dolls come in the 4 skin tones shown. Complete set includes all 4 dolls shown; each measures 11" in length. Each doll also available separately.	\$79.99	\$75.99	\$75.99	
40	VR173	1	<a href="#">Home Sweet Home - Washable Book</a> With each turn of the page, children learn where cows graze, horses sleep and fish swim...and sharpen their fine motor skills along the way! Our soft-sewn book has 8 interactive pages with simple text and colorful illustrations that help kids learn to identify animals' homes! Plus, the book is machine-washable—and features handles for easy toting! Book measures 8 1/2" x 12".	\$34.99	\$33.24	\$33.24	







Line	Item	Qty	Description	List	Price	Extended	Image
41	RE484	1	<a href="#">Colors &amp; Shapes Board Book Library</a>	\$35.50	\$33.73	\$33.73	
<p>Our inviting board books introduce toddlers to shapes and colors! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!</p>							
42	LL300	1	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a>	\$24.99	\$23.74	\$23.74	
<p>Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.</p>							
43	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a>	\$599.00	\$569.05	\$569.05	
<p>A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys &amp; supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.</p>							
44	RR794	1	<a href="#">Soft &amp; Safe Building Blocks</a>	\$79.99	\$75.99	\$75.99	
<p>Soft, safe, squeezable...and lots of fun to stack! Our vibrant, wipe-clean vinyl blocks come in tons of irresistible shapes, patterns and colors. We've even included 4 fun balls that jingle, shake, rattle and crinkle...and nest right inside the blocks! Set includes 26 pieces; cube measures 4 1/2".</p>							
45	TT458	1	<a href="#">Soft &amp; Washable Alphabet Blocks</a>	\$59.99	\$56.99	\$56.99	
<p>Tots stack, build and explore the alphabet! Our squeezably soft blocks feature big upper- and lowercase letters...plus cute matching images for each one, like a duck and a drum for D. The blocks even have soft cloth textures for tots to touch and explore! Set includes 26 machine-washable vinyl blocks in a handy tote bag; each block measures 3".</p>							
46	AA823	1	<a href="#">See-Inside Sensory Blocks</a>	\$39.99	\$37.99	\$37.99	
<p>Little ones get a hands-on sensory experience with our irresistible see-inside blocks! The 12 baby-safe blocks are filled with balls in 3 sizes and 4 colors—and they make intriguing sounds with every shake! Blocks feature soft plastic edges for easy gripping; each measures 2".</p>							
47	AA730	1	<a href="#">Super-Safe Color Blocks</a>	\$119.00	\$113.05	\$113.05	
<p>These 12 big, baby-safe blocks come in 5 colors coordinated to our Color Blocks Activity Mat, so tots can practice color matching—as they stack and build! Soft foam blocks have a durable vinyl cover; each block measures 5 1/4".</p>							
48	HH993	1	<a href="#">Soft &amp; Safe Dolls - Asian Family</a>	\$32.99	\$31.34	\$31.34	
<p>As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Asian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.</p>							
49	HH994	1	<a href="#">Soft &amp; Safe Dolls - Hispanic Family</a>	\$32.99	\$31.34	\$31.34	
<p>As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Hispanic family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.</p>							

Line	Item	Qty	Description	List	Price	Extended	Image
50	LL300	1	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a>	\$24.99	\$23.74	\$23.74	
			Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				
51	AA692	1	<a href="#">No-Climb Bookstand</a>	\$229.00	\$217.55	\$217.55	
			Big enough to display tons of storytime favorites, but low enough to discourage climbing, our wooden bookstand makes it safe and easy for tots to help themselves! Rugged, no-tip stand features 4 angled shelves and sturdy side panels...with smooth edges and safe, rounded corners. Plus, it's just 14" high, so tots can easily grab books from every shelf—without climbing on the stand! Bookstand measures 30 1/2"w x 15 1/2"d x 14"h. Lifetime warranty.				
52	GR290	1	<a href="#">Classroom-Safe Glider Rocker</a>	\$679.00	\$645.05	\$645.05	
			Rock little ones' cares away with a chair designed for maximum comfort, safety and durability! Hardwood chair glides on a covered base that keeps little fingers safe. Plus, the padded armrests each have a handy pouch for books or bottles. Best of all, the seat is 19 3/4" wide to accommodate caregivers of all sizes! The seat cover is machine-washable; the back cushion is surface-washable. Assembly required. Rocker measures 40 1/2" tall.				
53	LC199	1	<a href="#">Calming Colors® Pillows - Set of 5</a>	\$149.00	\$141.55	\$141.55	
			These soft pillows are filled with squeezable foam and have a wrinkle-resistant, machine-washable cover. You get 5 pillows in the 5 colors shown. Each pillow measures 17" x 17".				
54	RE483	1	<a href="#">Nursery Rhymes Board Book Library</a>	\$35.50	\$33.73	\$33.73	
			Our inviting board books introduce toddlers to classic nursery rhymes! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
55	RE481	1	<a href="#">Me &amp; My Family Board Book Library</a>	\$43.50	\$41.33	\$41.33	
			Our inviting board books introduce toddlers to family relationships! The 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
56	RE482	1	<a href="#">On the Farm Board Book Library</a>	\$38.50	\$36.58	\$36.58	
			Our inviting board books introduce toddlers to life on the farm! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
57	RE486	1	<a href="#">Things That Go Board Book Library</a>	\$42.50	\$40.38	\$40.38	
			A charming board book collection introduces children to planes, trains, trucks and more! Five sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!				
58	TS429	1	<a href="#">Touch &amp; Feel Discovery Books</a>	\$41.50	\$39.43	\$39.43	
			Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super-simple text and sturdy pages. You get 6 board books; each is 10 pages.				

Line	Item	Qty	Description	List	Price	Extended	Image
59	AA563	1	<a href="#">First Steps® Round Classroom Carpet - 9' Diameter</a> Bring a calming feel to your classroom with our soft and comfortable carpets—perfect for sitting, crawling, exploring and more! Featuring colors and images inspired by nature, our carpets are made of rugged, soil-resistant nylon.	\$479.00	\$455.05	\$455.05	
60	AA596	4	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$1,060.20	
61	JJ152	1	<a href="#">Soft &amp; Safe Sensory Balls</a> Little ones love to jingle, rattle and squeak our squeezably soft sensory balls! The baby-safe balls have two different textures for toddlers to touch...and each one makes a delightful sound, so they're extra-fun to squeeze, toss and roll. The lightweight, easy-grip balls are even machine-washable for super-easy care! Set of 6 fabric and vinyl balls comes in a vinyl storage tote. Balls measure approximately 3" in diameter.	\$16.99	\$16.14	\$16.14	
62	FB307	1	<a href="#">Soft &amp; Safe Flexi Blocks</a> These soft, safe and incredibly flexible blocks make it easy for budding builders to stack and create! Tiny hands can easily fit the bendable blocks together—and take them apart to build again. You get 40 plastic blocks in 2 shapes and 8 colors. Largest block measures 4 1/8" wide.	\$36.99	\$35.14	\$35.14	
63	BC553	1	<a href="#">See-Inside Sorting Bucket</a> Tots slide 12 shapes into the holes on our clear-view bucket...and watch them fall to the bottom! As little ones play, they explore spatial relationships and build dexterity. Plastic bucket measures 7 1/4" tall.	\$19.99	\$18.99	\$18.99	
64	LA788	2	<a href="#">Mix &amp; Match Farm Animals - Set of 6</a> Tots just connect the matching pieces to create lots of fun farm friends—or mix and match the shapes to invent their own animals! Designed to boost fine motor control in little fingers, our set features 12 squeezable plastic pieces that are super-easy to connect—allowing kids to create 6 adorable two-piece animals—including a sheep, pig, dog and more! Each animal measures 3 1/2".	\$24.99	\$23.74	\$47.48	
65	RE148	1	<a href="#">Stack &amp; Nest Sensory Toys</a> With bright colors, bold patterns and fun-to-touch textures, our stackers are sure to stimulate tots! Extra-chunky pieces are easy for little ones to stack, nest and explore. You get 3 sets of plastic stackers (16 pieces total); largest piece measures 4 3/4".	\$32.99	\$31.34	\$31.34	
66	RE623	1	<a href="#">Baby Band Rhythm Set</a> Babies just can't get enough of our super, shakable rhythm set! The 6 toddler-safe plastic instruments come in 3 easy-to-play styles—rattles, rainsticks and jingling hand bells...all perfectly sized for little hands. Bells measure 4 3/4".	\$39.99	\$37.99	\$37.99	
67	LL759	1	<a href="#">Hide &amp; Seek Discovery Ball</a> Tots explore spatial relationships and build dexterity—as they hide plush sensory balls in our giant, easy-grip ball, then pull them out and play again! The 4 small balls even rattle or jingle to keep babies engaged. Large ball measures 7 1/2".	\$39.99	\$37.99	\$37.99	

Line	Item	Qty	Description	List	Price	Extended	Image
68	JJ909	1	<a href="#">What's Inside Soft Feely Box</a> Little ones can't wait to get their hands inside this adorable box...and find out exactly what's inside! The soft, machine-washable box is packed with 10 different sensory objects for kids to feel and explore—like a pretty butterfly with crinkly wings, a cute lion with a corduroy coat, a shiny frog for tots to squeak and more. Plus, a big 4" opening on top makes it extra-easy for tots to reach right in and feel around! Box measures 7". WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.	\$49.99	\$47.49	\$47.49	
69	FF250	1	<a href="#">Hide &amp; Seek Beehive</a> Tots enjoy a delightful game of hide-and-seek...with a soft, plush beehive that's buzzing with sensory fun! Designed to help children understand object permanence, our hive includes 5 cute bees that jingle, rattle, crinkle and squeak. Children just flip open the hive to hide the bees inside, then pull them through the peekaboo door one by one! Hive measures 8" tall and includes a guide. Machine-washable.	\$39.99	\$37.99	\$37.99	
70	EE300	1	<a href="#">Peek-A-Boo Octopus</a> Our cuddly octopus features lots of soft, textured materials to touch and explore—plus pockets and a flap to hide 4 cute friends...who each make a unique sound! Perfect for helping little ones explore their senses, the machine-washable octopus measures 15 1/2".	\$39.99	\$37.99	\$37.99	
71	AA695	1	<a href="#">Soft &amp; Safe Children with Differing Abilities</a> Inspire discussions on diversity and acceptance—with figures representing differently abled children and their adaptive equipment! From a boy in a wheelchair to a girl with hearing aids, our set features 5 multi-ethnic play figures made from squeezably soft plastic that's perfect for toddlers. Tallest figure measures 4 1/4".	\$36.99	\$35.14	\$35.14	
72	AA120	1	<a href="#">Calming Colors® Tot Tunnel Climber</a> A tunnel to crawl through, a ramp to slide down...even graduated steps for climbing! Our versatile climber has dense foam pieces that attach securely with hook & loop fastener, creating a super-safe play environment. Six pieces include a ramp, a tunnel, two steps and two play pads—all covered with durable, wipe-clean vinyl. We've even included a vinyl floor mat to put under the tunnel, so crawling tots stay clean! Climber measures 72"w x 72"d x 20"h.	\$699.00	\$664.05	\$664.05	
73	DD384	1	<a href="#">Soft &amp; Washable Sensory Balls</a> Tots touch, toss and squeeze our soft-sewn balls...and build sensory awareness as they play! The balls have lots of fun textures, super-bright colors...plus jingling bells, soft crinkles, rattling beads and more. Best of all, the balls are fully machine-washable! You get a set of 6 sensory balls; largest measures 7 1/2".	\$49.99	\$47.49	\$47.49	
74	LL300	1	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$24.99	\$23.74	\$23.74	
75	AA357	4	<a href="#">Classic Birch Transition Chair - 9"</a> Our super-stable hardwood chairs have wide, tip-resistant legs, an adjustable safety belt, plus smooth edges and rounded corners for safety. The chairs are perfectly sized for our Classic Birch Transition Table. Lifetime warranty.	\$139.00	\$132.05	\$528.20	

Line	Item	Qty	Description	List	Price	Extended	Image
76	DD641	1	<a href="#">Connective Furniture ADA-Compliant Safety Gate - 42"w x 30"h</a>	\$499.00	\$474.05	\$474.05	
<p>Our gates feature a dual-action locking mechanism for ultimate safety. Simply squeeze the latch from top and bottom to unlock...and the gates lock themselves when you close them! Solid maple and acrylic gates rotate a full 360° for convenience. Lifetime warranty.</p>							
77	DD630	1	<a href="#">Connective Furniture Safety Gate - 32"w x 30"h</a>	\$449.00	\$426.55	\$426.55	
<p>Our gates feature a dual-action locking mechanism for ultimate safety. Simply squeeze the latch from top and bottom to unlock...and the gates lock themselves when you close them! Solid maple and acrylic gates rotate a full 360° for convenience. Lifetime warranty.</p>							
78	AA564	1	<a href="#">First Steps® Rectangular Classroom Carpet - 6' x 9'</a>	\$329.00	\$312.55	\$312.55	
<p>Bring a calming feel to your classroom with our soft and comfortable carpets—perfect for sitting, crawling, exploring and more! Featuring colors and images inspired by nature, our carpets are made of rugged, soil-resistant nylon.</p>							
79	LC161	1	<a href="#">Comfy Rectangular Classroom Carpet - 6' x 9' - Navy Blue</a>	\$249.00	\$236.55	\$236.55	
<p>These rectangular, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.</p>							

**Subtotal: \$19,414.06**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
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**QUOTE 16244**

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Line	Item	Qty	Description	List	Price	Extended	Image
1	DD640	2	<a href="#">Connective Furniture Wave Panel - 33"w x 22 1/2" to 30"h</a>	\$189.00	\$179.55	\$359.10	
<p>Our wave panels let you connect lower pieces of furniture to higher pieces—for more design possibilities! The durable panels feature a sturdy maple frame with rounded edges, plus a clear, wipe-clean acrylic center to keep children in easy view. Lifetime warranty.</p>							
2	DD626	1	<a href="#">Connective Furniture Straight Panel - 33"w x 22 1/2"h</a>	\$169.00	\$160.55	\$160.55	
<p>Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.</p>							
3	DD637	2	<a href="#">Connective Furniture Connector - 30"h</a>	\$29.99	\$28.49	\$56.98	
<p>Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.</p>							
4	DD635	3	<a href="#">Connective Furniture Connector - 22 1/2"h</a>	\$26.99	\$25.64	\$76.92	
<p>Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.</p>							
5	DD631	2	<a href="#">Connective Furniture Wall Adaptor - 22 1/2"h</a>	\$32.99	\$31.34	\$62.68	
<p>Screw one adaptor into the wall, then use a Connective Furniture Connector to attach a Connective Furniture Panel or Gate to that wall. Includes a guide with hardware recommendations. Lifetime warranty.</p>							










Line	Item	Qty	Description	List	Price	Extended	Image
6	AA107	1	<a href="#">First Steps® Sign-In Communication &amp; Cubby Center</a> The perfect place for sign-ins, sign-outs and family communication! Our mobile center features 16 cubbies that are ideal for sending home artwork & parent information, plus an angled surface on top for displaying sign-in sheets. Hardwood center features locking casters. Center measures 26"w x 16 1/2"d x 37 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	
7	AA260	1	<a href="#">First Steps® Cubbies &amp; Coats Storage Center</a> Our super-accessible center lets little ones hang up coats and backpacks all by themselves! It features storage space for up to 8 children, with 8 big cubbies on top that are roomy enough for diaper bags, blankets and more...plus 8 easy-access lockers below, all with rounded wooden pegs to keep children safe. Center measures 58"w x 13 3/4"d x 49"h. Lifetime warranty.	\$1,299.00	\$1,234.05	\$1,234.05	
8	PH346	1	<a href="#">Magnetic Write &amp; Wipe Board - 24" x 36"</a> Our magnetic boards feature dry-erase surfaces and sturdy aluminum frames—plus, they come with hangers for easy mounting. The boards also include a detachable easel back for tabletop display.	\$99.99	\$94.99	\$94.99	
9	PP281	1	<a href="#">Magnetic Storage Boxes - Set of 4</a> Keep supplies within reach—without taking up valuable table space! Our versatile boxes hold tight to any magnetic surface and have write & wipe labels on front to keep materials organized. Each plastic box measures 4 1/4" wide and 2" deep.	\$16.99	\$16.14	\$16.14	
10	AA490	1	<a href="#">Step On Up! Toddler Changing Table</a> Our state-of-the-art table lets tots step right up, so you never have to lift them! The hardwood unit has sturdy stairs that you pull out with your hand or foot and tuck away behind a door. Stairs glide easily on runners and lock for security. The table also has a belt, sides that are 6" above the changing surface for maximum safety and 2 built-in storage shelves behind the cabinet doors. The doors even have safety latches for added security! Table features an easy-clean melamine changing surface and comes with a wipe-clean vinyl mat and paper roll. Table measures 43 1/2"w x 24 1/2"d x 38"h. Stairs hold up to 75 pounds. Lifetime warranty.	\$1,499.00	\$1,424.05	\$1,424.05	
11	NS17	1	<a href="#">Roll of Bags</a> Our 1,500 plastic bags measure 11" x 19" each.	\$49.99	\$47.49	\$47.49	
12	QJ578	1	<a href="#">Disposable Sanitary Gloves</a> Our strong, lightweight plastic gloves are a classroom essential! Use them to change diapers, clean up spills and other messes, and more. Box contains 100 sanitary, latex- and powder-free adult-size gloves.	\$7.99	\$7.59	\$7.59	
13	AA156	1	<a href="#">First Steps® Locking Supply Cabinet</a> Keep all your supplies neatly tucked away—and safely out of children's reach! Our hardwood locking cabinet has 8 big cubbies, plus swing-open doors with childproof latches that are easy for caregivers to open...but keep tots from getting in. There's even room on the top to keep books & supplies in easy reach! Cabinet measures 33"w x 18"d x 37"h. Lifetime warranty.	\$799.00	\$759.05	\$759.05	
14	AA911	1	<a href="#">Lakeshore Toddler Cot Carrier</a> Transporting cots is easy with our durable cot carrier! The carrier has 4 big, locking casters that roll with ease...and the sturdy metal frame can support up to 15 of our Toddler Cots. Cot carrier measures 42 1/2"w x 20 1/2"d x 4"h.	\$119.00	\$113.05	\$113.05	










Line	Item	Qty	Description	List	Price	Extended	Image
15	AA905	1	<a href="#">Lakeshore Easy-Stack Toddler Cot - Set of 5</a>	\$399.00	\$379.05	\$379.05	
<p>Our sturdy, tip-proof cot is built classroom-tough and super-safe for toddlers! Durable, lightweight cot has a moisture-resistant, wipe-clean cover made of stretch-resistant, 300-denier polyester—with heat-sealed seams to prevent tearing and fraying. Plus, it features a strong polypropylene frame with rounded corners and edges. Multiple cots conveniently stack for super-easy storage. Cot carrier sold separately. Cot measures 43 1/2"w x 21 1/2"d x 4 1/4"h. Sleeping area measures 40" x 19". Lifetime warranty.</p>							
16	AA900	3	<a href="#">Lakeshore Easy-Stack Toddler Cot</a>	\$79.99	\$75.99	\$227.97	
<p>Our sturdy, tip-proof cot is built classroom-tough and super-safe for toddlers! Durable, lightweight cot has a moisture-resistant, wipe-clean cover made of stretch-resistant, 300-denier polyester—with heat-sealed seams to prevent tearing and fraying. Plus, it features a strong polypropylene frame with rounded corners and edges. Multiple cots conveniently stack for super-easy storage. Cot carrier sold separately. Cot measures 43 1/2"w x 21 1/2"d x 4 1/4"h. Sleeping area measures 40" x 19". Lifetime warranty.</p>							
17	AA910Z	1	<a href="#">Lakeshore Toddler Cot Sheet - Set of 12</a>	\$199.00	\$189.05	\$189.05	
<p>Soft, cotton/poly sheet has elastic bands that keep it securely attached to the cot. Machine-washable and dryer-safe. Cot sheet measures 24" x 42 3/4".</p>							
18	AA910	4	<a href="#">Lakeshore Toddler Cot Sheet</a>	\$17.99	\$17.09	\$68.36	
<p>Soft, cotton/poly sheet has elastic bands that keep it securely attached to the cot. Machine-washable and dryer-safe. Cot sheet measures 24" x 42 3/4".</p>							
19	GE202GRZ	1	<a href="#">Cotton Thermal Blanket - Set of 12 - Green</a>	\$189.00	\$179.55	\$179.55	
<p>Our breathable thermal blanket is specially designed to keep little ones cozy in all kinds of weather! The blanket is made of machine-washable, 100% cotton. Blanket measures 30" x 40".</p>							
20	GE202GR	4	<a href="#">Cotton Thermal Blanket - Green</a>	\$16.99	\$16.14	\$64.56	
<p>Our breathable thermal blanket is specially designed to keep little ones cozy in all kinds of weather! The blanket is made of machine-washable, 100% cotton. Blanket measures 30" x 40".</p>							
21	BR302BU	2	<a href="#">Comfy Floor Seat - Blue</a>	\$69.99	\$66.49	\$132.98	
<p>Sit comfortably on the floor...anytime, anywhere! Our ingenious chairs provide flexible classroom seating wherever you need it—ideal for soothing tots at naptime, reading a story on the carpet, giving kids a special place to sit and so much more. Plus, each seat has a cushioned back support that adjusts to the perfect position. Just lift the back of the seat to a comfortable height—then lay it flat for storage! Removable microfiber cover is machine-washable.</p>							
22	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a>	\$599.00	\$569.05	\$569.05	
<p>A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys &amp; supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.</p>							
23	AA895	1	<a href="#">First Steps® Curved Storage Center with Acrylic Back</a>	\$659.00	\$626.05	\$626.05	
<p>Bring a softer, more stylish look to your classroom with our curved hardwood storage center...featuring a smooth, rounded design and a fully transparent acrylic back that keeps children in view at all times! The 4 wide compartments hold manipulatives, games and more...at a toddler-friendly height! Storage center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.</p>							




















Line	Item	Qty	Description	List	Price	Extended	Image
24	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
25	AA803	1	<a href="#">Play &amp; Explore Color-Changing Light Center</a> Our super-sturdy light center creates a safe and inviting space where little ones can build with blocks, explore color and light, and more! The wooden center features a heavy-duty acrylic panel with a beveled edge—plus a big, LED-illuminated surface that displays 4 vibrant colors...and stays cool to the touch even after extended use. The plug-in unit also comes with an easy-to-use remote control that allows teachers to change or dim the colors at the touch of a button! Accessories sold separately. Unit measures 24"w x 3"h.	\$379.00	\$360.05	\$360.05	
26	RA432	1	<a href="#">Crystal Building Blocks</a> Our translucent blocks snap together with ease...and add a shimmering touch to brick building! Kids can even use them with our Color-Changing Light Tables—and watch the light shine through! Big set includes 168 easy-fitting plastic pieces in 2 shapes and 6 bright colors—all in a durable tote with a carrying handle. Large blocks measure 2 1/2" in length.	\$49.99	\$47.49	\$47.49	
27	FF514	1	<a href="#">Toddler Hardwood Unit Blocks</a> Toddlers will love to try their hand at building...with our solid hardwood blocks that were built to last—and created just for little hands! These unique blocks are smaller and more lightweight than standard-sized blocks, making them perfect for toddlers...and they're super-easy to grip, grab, pile and stack! Plus, our durable blocks are backed by a 50-year guarantee—if any block breaks or splinters within 50 years of the date of purchase, we'll replace it at no charge! The 100 blocks include triangles, arches, cylinders and rectangles—all with smooth, rounded corners for kid-friendly play. Largest piece measures 8 1/4" tall.	\$159.00	\$151.05	\$151.05	
28	GB619	1	<a href="#">Giant Soft Building Blocks</a> Kids can build sky-high constructions...with jumbo-sized blocks that are soft, safe and wonderfully quiet! The giant, extra-thick foam pieces are lightweight and a cinch to grip, with precise edges for super-easy stacking. The 32 blocks come in 9 shapes and 4 colors. Largest block measures 11 3/4".	\$199.00	\$189.05	\$189.05	
29	LA848	1	<a href="#">ABC Blocks</a> Toddlers learn to recognize all the letters of the alphabet—as they stack and build! Our set includes 60 big uppercase letter blocks, each with a round-edge plastic design for super-safe block play. The 2 1/4" blocks come in a stackable plastic storage tote.	\$59.99	\$56.99	\$56.99	
30	HH991	1	<a href="#">Soft &amp; Safe Dolls - African American Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our African American family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.	\$32.99	\$31.34	\$31.34	
31	HH992	1	<a href="#">Soft &amp; Safe Dolls - Caucasian Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Caucasian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.	\$32.99	\$31.34	\$31.34	










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32	RA362	1	<a href="#">Soft &amp; Squeezy Wild Animals</a> Specially designed for young children, our adorable wild animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an alligator and elephant to a zebra and gorilla, our set includes 8 irresistible vinyl animals with charming details and friendly features children are sure to love. Tiger measures 6 1/2" in length.	\$36.99	\$35.14	\$35.14	
33	RA367	1	<a href="#">Soft &amp; Squeezy Farm Animals</a> Specially designed for young children, our adorable farm animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a horse to a sheep, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Large pig measures 5" in length.	\$36.99	\$35.14	\$35.14	
34	RE486	1	<a href="#">Things That Go Board Book Library</a> A charming board book collection introduces children to planes, trains, trucks and more! Five sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!	\$42.50	\$40.38	\$40.38	
35	EV364	1	<a href="#">Magnetic Emergency Vehicles</a> Link 'em up—then let 'em roll to the rescue! The chubby, easy-grip emergency vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels. Set includes 3 vehicles: a fire engine, police car and ambulance. Each measures 4 1/2" in length.	\$24.99	\$23.74	\$23.74	
36	EV367	1	<a href="#">Magnetic Construction Vehicles</a> Link 'em up—then let 'em roll into action! These chubby, easy-grip construction vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels and functional parts. Set includes 3 vehicles: a dump truck, cement mixer and tow truck. Each measures 4 1/2" in length.	\$24.99	\$23.74	\$23.74	
37	LL300	1	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$24.99	\$23.74	\$23.74	
38	LL304	1	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$16.99	\$16.14	\$16.14	
39	DD627	1	<a href="#">Connective Furniture Straight Panel - 33"w x 30"h</a> Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.	\$189.00	\$179.55	\$179.55	
40	DD642	2	<a href="#">Connective Furniture Wave Panel - 33"w x 18 1/2" to 30"h</a> Our wave panels let you connect lower pieces of furniture to higher pieces—for more design possibilities! The durable panels feature a sturdy maple frame with rounded edges, plus a clear, wipe-clean acrylic center to keep children in easy view. Lifetime warranty.	\$179.00	\$170.05	\$340.10	










Line	Item	Qty	Description	List	Price	Extended	Image
41	DD634	2	<a href="#">Connective Furniture Connector - 18 1/2"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$24.99	\$23.74	\$47.48	
42	DD637	2	<a href="#">Connective Furniture Connector - 30"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$29.99	\$28.49	\$56.98	
43	DD615	2	<a href="#">Play-Top Connective Storage Unit</a> Our convenient storage unit has a low-to-the-ground design and raised edging around the top—creating a toddler-height tabletop that keeps toys contained as children play! Little ones can even use the easy-grip edging to practice standing and cruising. The hardwood storage unit has connecting pegs toward the front and back, so you can attach Connective Furniture Connectors in either position. Unit measures 46"w x 15 3/4"d x 19 3/4"h. Requires 18 1/2" Connective Furniture Connectors (sold separately). Lakeshore's Connective Furniture Connectors are protected by Patent Nos. D796296 and 10,288,103. Lifetime warranty.	\$619.00	\$588.05	\$1,176.10	
44	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
45	AA909	1	<a href="#">Heavy-Duty Adjustable Round Table - 30" Diameter - Low</a> Our heavy-duty adjustable tables combine the timeless appeal of wood with the durability of laminate! Each table has toddler-friendly touches like vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. Sturdy steel legs adjust to the perfect height and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
46	DG508	2	<a href="#">Heavy-Duty Stacking Chair - 7 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$69.99	\$66.49	\$132.98	
47	EE558	1	<a href="#">Lakeshore Hardwood Doll Crib</a> Our sturdy hardwood crib keeps children's dolls safe and snug! Beautifully crafted crib features smooth, rounded edges and a classroom-tough design. Doll crib measures 22"w x 13 1/4"d x 12 1/2"h; fits dolls up to 18" in length. Doll and bedding set sold separately.	\$129.00	\$122.55	\$122.55	
48	TT788	1	<a href="#">Doll Bedding Set</a> Machine-washable set includes a mattress, quilt, sheet and pillow—all perfect for the Lakeshore Hardwood Doll Crib.	\$32.99	\$31.34	\$31.34	
49	DD470X	1	<a href="#">Lakeshore Washable Baby Dolls - Complete Set</a> These darling dolls are super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the dolls have movable arms and legs and squeezably soft bodies...plus interchangeable hook & loop outfits. Dolls measure 11" in length. Complete set comes with all 4 dolls shown. Each set also available separately.	\$99.50	\$94.53	\$94.53	

Line	Item	Qty	Description	List	Price	Extended	Image
50	AA350	1	<a href="#">Toddler-Safe Food Basket</a> Our natural-looking play food is super-safe for little ones! The 10 plastic pieces come in a roomy basket tots will love to fill again and again. Rugged plastic basket is dishwasher-safe and measures 8 1/2" x 8 1/2".	\$32.99	\$31.34	\$31.34	
51	HH578	1	<a href="#">Soft &amp; Safe Pots &amp; Pans</a> Little chefs can't wait to get "cooking"—with soft and safe cookware designed just for tots! You get all the pots and pans little ones need to prepare tons of pretend meals—all made of durable, wipe-clean vinyl to withstand years of play. Set includes 4 pots and pans, plus 2 lids; large pot measures 4" tall.	\$39.99	\$37.99	\$37.99	
52	LDA178	1	<a href="#">Indestructible Play Dishes - 4-Service Set</a> Our kid-sized cups, plates and utensils are made of super-safe, unbreakable plastic—so they're tough enough for years of pretend meals! Set includes everything you need for 4 complete place settings, for a total of 20 dishwasher-safe, rugged plastic pieces. Plate measures approximately 6 1/2" in diameter.	\$21.99	\$20.89	\$20.89	
53	LL682	1	<a href="#">Toddler Police Officer Costume</a> Even little ones can keep their community safe...with a super-realistic costume designed just for them! Our police officer costume is made of soft machine-washable fabric...and comes with an easy-clean, tot-sized vinyl hat and an authentic-looking badge. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.	\$34.99	\$33.24	\$33.24	
54	LL683	1	<a href="#">Toddler Firefighter Costume</a> Even little ones can be a firefighter...with a super-realistic costume designed just for them! Our wipe-clean vinyl costume comes with a tot-sized vinyl helmet and a pretend fire extinguisher. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.	\$34.99	\$33.24	\$33.24	
55	LL686	1	<a href="#">Toddler Chef Costume</a> Even little ones can whip up a big meal...with a super-realistic costume designed just for them! Our chef costume comes with a soft fabric apron, a chef's hat and oven mitt—all completely machine-washable. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.	\$34.99	\$33.24	\$33.24	
56	LL687	1	<a href="#">Toddler Construction Worker Costume</a> Even little ones can build big structures...with a super-realistic costume designed just for them! Our construction worker costume includes a soft machine-washable vest, an easy-clean vinyl hat—and even a soft vinyl hammer. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.	\$34.99	\$33.24	\$33.24	
57	JJ288	1	<a href="#">Tote &amp; Play Purses - Set of 4</a> Little ones love stuffing our purses with all their favorite playthings...then toting them all around the classroom! Each cute plush purse has an easy-access, hook & loop closure that's a cinch to open and close...plus 2 big, easy-grasp handles for super-easy toting. And, the soft, safe purses are completely machine-washable and dryer-safe! You get all 4 purses shown; each measures 9".	\$29.99	\$28.49	\$28.49	
58	AZ985	2	<a href="#">Push-Button Play Phone</a> Our rugged, cordless play phone has buttons that ring when kids push them. Phone is made of tough plastic; receiver measures 8" in length.	\$19.99	\$18.99	\$37.98	










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59	AA599	1	<a href="#">Soft &amp; Safe Community Helpers</a> Introduce little ones to important people in their community—with our soft and safe play figures! The extra-chubby figures are made of super-squeezable plastic that's easy to grab and hold...and they stimulate community awareness as kids play. Set of 5; each measures approximately 7" tall.	\$39.99	\$37.99	\$37.99	
60	TR220X	1	<a href="#">Kid-Tough Trucks</a> Little drivers can really get to work...with super-tough trucks made just for kids! The 3 hardworking vehicles include a fire truck, dump truck and recycling truck, each with smooth-rolling wheels and real-moving parts—so children enjoy tons of action-packed play. Made from 100% recycled plastic with no metal axles, our trucks are designed to be super-safe—even for the littlest drivers! You get all 3 trucks shown. Recycling truck measures 12" in length. Each truck also available separately.	\$96.99	\$92.14	\$92.14	
61	RR582	1	<a href="#">Big Mouth Pig Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
62	RR584	1	<a href="#">Big Mouth Duck Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
63	RR585	1	<a href="#">Big Mouth Dog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
64	LL304	1	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$16.99	\$16.14	\$16.14	
65	AA156	1	<a href="#">First Steps® Locking Supply Cabinet</a> Keep all your supplies neatly tucked away—and safely out of children's reach! Our hardwood locking cabinet has 8 big cubbies, plus swing-open doors with childproof latches that are easy for caregivers to open...but keep tots from getting in. There's even room on the top to keep books & supplies in easy reach! Cabinet measures 33"w x 18"d x 37"h. Lifetime warranty.	\$799.00	\$759.05	\$759.05	
66	CE326	1	<a href="#">CD &amp; Cassette Player with BLUETOOTH®</a> A CD & cassette player equipped with BLUETOOTH wireless technology! Our portable, multifunction player lets you wirelessly stream music from BLUETOOTH devices, such as phones and tablets. It also has a programmable CD player, a cassette player and recorder, an FM radio...plus an auxiliary jack for non-BLUETOOTH devices. There are even six 1/8" headphone jacks—perfect for letting multiple children listen at the same time! Player measures 13 1/4" in length and plugs into the wall or runs on 8 "C" batteries.	\$159.00	\$151.05	\$151.05	










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67	YH37	1	<a href="#">Toddler Gym CD</a> Full of lively songs and structured activities that encourage little ones to listen and follow directions, this collection really gets tots movin' and shakin'! All activities are developed specifically for toddlers. CD includes 17 tracks.	\$15.99	\$15.19	\$15.19	
68	RR634	1	<a href="#">Classroom Song Bank CD</a> Our engaging Classroom Song Bank CD features 40 classic children's songs, including "Rain, Rain, Go Away," "Apples and Bananas," "Are You Sleeping," "One, Two, Buckle My Shoe" and many more!	\$12.99	\$12.34	\$12.34	
69	VR208	1	<a href="#">Play-Along Baby Band</a> Give little ones the gift of music—with this super-shakable instrument set and CD! The 5 toddler-safe instruments are easy for little hands to jingle, clap, shake and drum. Plus, the CD features 6 upbeat songs that are fun to follow along with—helping little ones build fine motor and listening skills while they develop a lifelong love of music! Plastic instruments include an ocean-themed drum, bells, a clip clap, a maraca and a shaker. Drum measures 7" in diameter.	\$39.99	\$37.99	\$37.99	
70	YH442	1	<a href="#">Moving with Mozart CD</a> A beautiful way to promote creative expression while introducing children to classical music, this CD provides guided movement activities to the splendid strains of Mozart! Featuring vocal instructions for activities and instrumentals for quiet time, it's the perfect way to help kids shed excess energy in the classroom. CD includes 19 tracks.	\$15.99	\$15.19	\$15.19	
71	DD127	1	<a href="#">Lakeshore Wrist Ribbons - Set of 12</a> Our stretchy satin ribbons slide right onto children's wrists—keeping their hands free to dance, wave, clap and more! The 12 ribbons include 2 each of 6 bright colors; the machine-washable ribbons measure 15 1/2" in length.	\$29.99	\$28.49	\$28.49	
72	TB317	1	<a href="#">Heavy-Duty Tambourines - Set of 4</a> Tapping out catchy rhythms is a cinch—with top-quality tambourines made just for children! Each one features an extra-chunky plastic handle that's easy for children to grip, plus 4 pairs of built-in metal cymbals—all permanently encased for added safety and durability. Set includes 4 tambourines in 4 bright colors; tambourines measure 6 1/2" in diameter.	\$39.99	\$37.99	\$37.99	
73	GS452	3	<a href="#">Jumbo Rhythm Rainstick</a> Little ones will love shaking out tons of fun rhythms with this colorful plastic rainstick! The jumbo rainstick has 8 fun levels inside for the beads to rain down. Rainstick measures 8" tall.	\$14.99	\$14.24	\$42.72	
74	TF273	1	<a href="#">True Tone Xylophone</a> Our easy-play xylophone combines a tough design with superior-quality sound! The rugged plastic xylophone comes with a guide and has 8 securely attached, graduated metal bars—creating clear, accurate notes with every tap of the kid-safe mallet. Xylophone measures 11".	\$24.99	\$23.74	\$23.74	
75	VR433	1	<a href="#">Pound &amp; Play Music Maker</a> This tot-pleasing pounding bench is full of surprises! Kids use the lightweight hammer to pound colorful balls through matching holes on the bench. When each ball falls through the hole, it rolls down a xylophone underneath—creating fun musical sounds as it goes! Children can even remove the xylophone from the bench and use the attached xylophone stick to tap out their own tunes! Set includes 3 balls, a hammer and a xylophone with a stick. Sturdy wooden bench measures approximately 9 1/2" wide.	\$32.99	\$31.34	\$31.34	










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76	FD534	1	<a href="#">Light-Up Musical Shape Sorter</a> Switch on the lights and sounds of this surprise-filled sorter—and watch little faces beam! Tots just match the 6 sensory blocks to the base, then giggle in delight as it lights up...and even talks! There's also a game mode to add to the fun! Durable plastic base measures 10" in length. Requires 3 "AA" batteries (not included).	\$29.99	\$28.49	\$28.49	
77	LL304	1	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$16.99	\$16.14	\$16.14	
78	AA692	1	<a href="#">No-Climb Bookstand</a> Big enough to display tons of storytime favorites, but low enough to discourage climbing, our wooden bookstand makes it safe and easy for tots to help themselves! Rugged, no-tip stand features 4 angled shelves and sturdy side panels...with smooth edges and safe, rounded corners. Plus, it's just 14" high, so tots can easily grab books from every shelf—without climbing on the stand! Bookstand measures 30 1/2"w x 15 1/2"d x 14"h. Lifetime warranty.	\$229.00	\$217.55	\$217.55	
79	AA818SB	1	<a href="#">Toddler Premium Beanbag Seat - Sky Blue</a> Our beanbag seats conform to baby's sitting position...so even as tots wiggle and move, they'll always find a comfy spot! Each beanbag seat has an easy-clean vinyl cover, double-stitched seams for durability, plus a stitch-closed zipper that keeps the polystyrene beads inside.	\$79.99	\$75.99	\$75.99	
80	AA818SG	1	<a href="#">Toddler Premium Beanbag Seat - Sage Green</a> Our beanbag seats conform to baby's sitting position...so even as tots wiggle and move, they'll always find a comfy spot! Each beanbag seat has an easy-clean vinyl cover, double-stitched seams for durability, plus a stitch-closed zipper that keeps the polystyrene beads inside.	\$79.99	\$75.99	\$75.99	
81	LC199	1	<a href="#">Calming Colors® Pillows - Set of 5</a> These soft pillows are filled with squeezable foam and have a wrinkle-resistant, machine-washable cover. You get 5 pillows in the 5 colors shown. Each pillow measures 17" x 17".	\$149.00	\$141.55	\$141.55	
82	RA351	1	<a href="#">Best Behavior® Board Book Collection</a> Simple words and charming illustrations make it easy for even young children to understand the benefits of good behavior—from staying healthy and respecting others to learning positive ways to cope with their feelings! Set includes 8 board books, each with helpful tips for parents and caregivers.	\$79.50	\$75.53	\$75.53	
83	RA324	1	<a href="#">Multicultural Board Book Collection</a> Even young kids can explore the diverse world around them...with our engaging board book collection! As children flip through the sturdy pages, they discover that kids are the same all over the world, whether they're from Alaska, South Africa—or somewhere in between! Collection includes the 8 books shown.	\$64.50	\$61.28	\$61.28	
84	RE482	1	<a href="#">On the Farm Board Book Library</a> Our inviting board books introduce toddlers to life on the farm! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!	\$38.50	\$36.58	\$36.58	







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85	RE485	1	<a href="#">Ocean Animals Board Book Library</a> Explore the underwater world from A to Z, see how animal babies and mamas live in the ocean, and learn all about ocean creatures from big to small! These 5 sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!	\$36.50	\$34.68	\$34.68	
86	BK356	1	<a href="#">Polar Bear, Polar Bear, What Do You Hear Board Book</a> What do the animals at the zoo hear? Children take a visual visit to the zoo, beginning their adventure with a polar bear who hears a lion roaring, a zebra who hears a boa constrictor hissing and more! The sturdy board book's bold and vivid illustrations pair perfectly with simple rhyming text children will want to experience again and again. Board book by Bill Martin Jr. and Eric Carle is 24 pages.	\$8.99	\$8.54	\$8.54	
87	BK357	1	<a href="#">Little Blue Truck Board Book</a> Children will love this rhyming romp about the importance of friendship, kindness and teamwork! Full of adorable illustrations and fun sounds, the sturdy board book tells the story of a brave truck and his animal friends, who help push a dump truck out of the mud. Board book by Alice Schertle and Jill McElmurry is 30 pages.	\$10.99	\$10.44	\$10.44	
88	BK358	1	<a href="#">Duck &amp; Goose: Goose Needs a Hug Board Book</a> In this touching story about friendship and affection, only a simple hug can help gloomy Goose cheer up! With adorable, expressive illustrations and simple dialogue, the sturdy board book is sure to delight young readers—and teach them the value of caring friends! Book by Tad Hills is 18 pages.	\$8.99	\$8.54	\$8.54	
89	BK359	1	<a href="#">The Rainbow Fish: Counting Board Book</a> Children learn numbers 1-10...on an underwater counting adventure! The sturdy board book features vividly illustrated sea creatures—plus corresponding numerals and simple text. Board book by Marcus Pfister is 22 pages.	\$7.95	\$7.55	\$7.55	
90	VX735	1	<a href="#">Best-Buy Jumbo Crayons - 8-Color Box</a> Enough crayons for the whole year! Our sturdy, compartmentalized storage box holds a set of top-quality school crayons that won't streak or smear! You get 200 crayons in 8 colors: purple, red, green, yellow, black, blue, brown and orange.	\$59.99	\$56.99	\$56.99	
91	LA768BU	1	<a href="#">Giant Washable Color Ink Pad - Blue</a> What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.	\$7.99	\$7.59	\$7.59	
92	LA768RD	1	<a href="#">Giant Washable Color Ink Pad - Red</a> What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.	\$7.99	\$7.59	\$7.59	
93	LA768RG	1	<a href="#">Giant Washable Color Ink Pad - Orange</a> What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.	\$7.99	\$7.59	\$7.59	






Line	Item	Qty	Description	List	Price	Extended	Image
94	LA768VT	1	<a href="#">Giant Washable Color Ink Pad - Purple</a> What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.	\$7.99	\$7.59	\$7.59	
95	LA768GR	1	<a href="#">Giant Washable Color Ink Pad - Green</a> What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.	\$7.99	\$7.59	\$7.59	
96	TA4409	1	<a href="#">White Drawing Paper - 9" x 12" Pack of 500 Sheets</a> Let kids' creativity soar with our versatile, multipurpose art paper! The thick, 50-pound paper is perfect for use with chalk, paints, markers and crayons. Choose from 2 different sizes; each pack includes 500 sheets.	\$15.99	\$15.19	\$15.19	
97	TA4412	1	<a href="#">White Drawing Paper - 12" x 18" Pack of 500 Sheets</a> Let kids' creativity soar with our versatile, multipurpose art paper! The thick, 50-pound paper is perfect for use with chalk, paints, markers and crayons. Choose from 2 different sizes; each pack includes 500 sheets.	\$29.99	\$28.49	\$28.49	
98	TA5316	1	<a href="#">Fingerpaint Paper</a> Our 60-pound sheets of paper feature smoothly glazed surfaces that are ideal for fingerpainting. Sheets measure 16" x 22"; pack includes 100 sheets.	\$12.99	\$12.34	\$12.34	
99	DD638	1	<a href="#">First Steps® Manipulative Storage Center</a> Keep manipulatives neatly stored—and within easy reach of curious toddlers! Our super-stable hardwood center has a play-top surface that keeps toys from rolling over the edge as children play, and the edging also helps younger children stand and take steps. Plus, 4 accessible shelves below make it easy for little ones to grab and put away their own materials. Bins sold separately. Center measures 40"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$569.00	\$540.55	\$540.55	
100	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
101	DG144	1	<a href="#">Heavy-Duty Adjustable Rectangular Table - 30" x 36" - Low</a> Our heavy-duty tables combine the timeless appeal of wood with the durability of laminate! Each table has kid-friendly details like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. The super-sturdy steel legs adjust to the perfect height...and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$289.00	\$274.55	\$274.55	
102	DG508	4	<a href="#">Heavy-Duty Stacking Chair - 7 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$69.99	\$66.49	\$265.96	

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103	RR417	1	<a href="#">Child's View Changeable Display Center</a> Just looking around...it's the best way for babies to learn about their world! That's why we've made a display window that lets them see and explore their favorite things—at their eye level. Just attach the hardwood frame to the wall, then slip pictures, artwork or photos behind the protective acrylic surface. Poster pack sold separately. Center measures 15 3/4" x 42".	\$139.00	\$132.05	\$132.05	
104	PP456	1	<a href="#">Families Poster Pack</a> From single parents to multigenerational households, our color posters give children a look at all kinds of families! The poster pack includes 20 photos featuring families from a variety of ethnic backgrounds...plus a guide with activities. Each poster measures 11" x 16".	\$32.99	\$31.34	\$31.34	
105	QT732	1	<a href="#">Quiet Time Soft &amp; Washable Activity Book</a> With flaps to lift, shapes to match, laces to tie and so much more, our soft-sewn book is bursting with surprises! Just unzip the book to reveal 8 interactive pages with simple text and colorful illustrations that help kids explore time, shapes and more! Plus, the book is machine-washable—and features handles for easy toting! Book measures 8 1/2" x 12".	\$34.99	\$33.24	\$33.24	
106	LL774	1	<a href="#">My First Sorting Bears</a> Give little ones an irresistible introduction to sorting—with big, easy-grip bears designed just for them! You get 24 extra-chubby bears in 2 different sizes and 4 bright colors...plus 8 corresponding activity cards. Tots just place the bears right on the cards to sort each one by size and color! Large bears measure 2 3/4".	\$32.99	\$31.34	\$31.34	
107	EE439	1	<a href="#">Big Knob First Puzzle Set</a> Little hands have no problem piecing together these adorable puzzles! Each simple puzzle has 4 wooden pieces with giant, easy-grip knobs—so they're a cinch for kids to grab and fit into place. And with matching illustrations right on the puzzle boards, they couldn't be better for beginners! Four puzzles come in a handy wire rack. Puzzles measure 9" x 9".	\$69.99	\$66.49	\$66.49	
108	TB125	1	<a href="#">Simple Shapes Puzzle Board</a> As toddlers fit colorful, jumbo-sized pieces into our super-simple puzzle board, they develop fine motor control—and build early matching skills! The hardwood puzzle features 9 easy-grip, raised pieces. Board measures 8" x 8".	\$21.99	\$20.89	\$20.89	
109	GG487	1	<a href="#">Shapes Discovery Boxes</a> Tots just open up our inviting boxes...and get a super-appealing introduction to basic shapes! Each box contains 4 irresistible items that share the same shape, including a labeled beanbag, an abstract shape and 2 everyday objects. Tots explore shapes one at a time as they open up the boxes to discover a round cookie, a triangular pizza slice and more! You get 4 surface-washable vinyl boxes and 16 shapes. Each box measures 5" tall.	\$69.99	\$66.49	\$66.49	
110	DD645	1	<a href="#">My First Pegboard Set</a> As tots fit chunky, baby-safe pegs into our fun-shaped pegboards, they explore color matching, develop eye/hand coordination and build muscle control! The big, 9" x 9" pegboards are made of soft, flexible foam...and the jumbo pegs measure 2" wide, so they're a cinch for small hands to grip. Set includes 4 boards and 40 pegs.	\$39.99	\$37.99	\$37.99	
111	FB997	1	<a href="#">Sensory Beads Lacing Set</a> Easy to hold and a cinch to string, our big, bright beads make lacing a breeze! The 18 chunky beads have fun patterns and textures that are exciting to explore—plus, the laces are firm yet flexible, so they're easy to string! Laces measure 7 1/2"; beads measure 2".	\$34.99	\$33.24	\$33.24	

Line	Item	Qty	Description	List	Price	Extended	Image
112	LA534	1	<a href="#">Slot-Together Animals</a>	\$59.99	\$56.99	\$56.99	
			Our giant-sized animals slot together lots of ways, so it's a cinch for little builders to make jumbo constructions! Our 150-piece set features all of children's favorite animals, plus play people for double the fun—each with easy-fitting slots. Each plastic piece measures 3"-4 1/2" and comes in a stackable plastic tote.				
113	LA847	1	<a href="#">Giant Star Builders</a>	\$49.99	\$47.49	\$47.49	
			These giant, colorful stars fit together from any angle—so even little ones can build with success! Our plastic set includes 30 colorful pieces, each with an extra-chunky design for easy handling. The 5" builders come in a stackable plastic storage tote.				
114	LA874	1	<a href="#">Motor Links</a>	\$59.99	\$56.99	\$56.99	
			Our chubby vehicles are a cinch for little ones to link together...and pull apart! Set includes 72 rugged plastic vehicles—from cars and trains to boats—all with smooth, rounded edges for super-safe play. The 3" vehicles come in a stackable plastic storage tote.				
115	FF147	1	<a href="#">Fine Motor Forest Friends</a>	\$32.99	\$31.34	\$31.34	
			Can you find all the forest friends a home in our tree? Our playset helps tots develop fine motor skills as they pop each squeezably cute critter in & out of the cozy tree! Playset includes a tree and 7 friends—all made of soft plastic that's perfect for little hands. Tree measures 9 1/4" high.				
116	AA105	1	<a href="#">Easy-Twist Animal Builders</a>	\$29.99	\$28.49	\$28.49	
			Made just for tiny hands, our adorable builders let children match up animal patterns to create 4 cute critters—or mix up the pieces for super-silly fun! However they put the animals together, tots develop fine motor skills and eye/hand coordination as they twist, turn and build! Set features a total of 16 pieces, including 4 animal rods and 12 animal body pieces. Rods measure 6 3/4" tall.				
117	LL112VT	2	<a href="#">Heavy-Duty Paper Tray - Purple</a>	\$10.99	\$10.44	\$20.88	
			Our stackable plastic tray is ideal for turning in homework, storing worksheets and more! Tray holds 8 1/2" x 11" or 9" x 12" paper. Tray measures 3" high; top measures 11" x 14" and bottom measures 9 1/2" x 12 1/2".				
118	RR690	1	<a href="#">Toddler Soft &amp; Safe Tree Seats</a>	\$269.00	\$255.55	\$255.55	
			Children will love to explore our versatile seats...featuring a delightful design inspired by nature! Each seat is made of soft and dense foam that little ones can sit on—or even use for balance as they crawl, climb and pull themselves up to practice standing! Plus, the seats are covered in easy-clean vinyl and come in 3 different heights that are perfect for all ages to enjoy! Set of 3 seats. Each seat measures 15" in diameter. Tallest seat measures 10".				
119	HH281	1	<a href="#">Early Years Ball Toss</a>	\$89.99	\$85.49	\$85.49	
			Our oversized hoop and net guarantee throwing success! The hoop's large size makes it easy for children to hit the target—and is ideal for use with balls up to 13". It also has a super-stable, tip-resistant metal base, plus a rugged net for years of active play. Hoop measures 19 1/2" across; assembled item measures 26 1/4"w x 25"d x 25 1/2"h. Easy assembly. Activity balls sold separately.				
120	FF993	1	<a href="#">See-Inside Activity Balls</a>	\$49.99	\$47.49	\$47.49	
			Children get a variety of sensory experiences as they roll, toss and bounce our see-through activity balls! All 4 balls are filled with objects of different colors, weights, shapes and sizes—from fun floating feathers to bouncing beads. Plus, each ball is made of flexible plastic that's easy to grab—even for little hands! Balls inflate to up to 8" in diameter and require inflation upon arrival.				

Line	Item	Qty	Description	List	Price	Extended	Image
121	DD384	1	<a href="#">Soft &amp; Washable Sensory Balls</a> Tots touch, toss and squeeze our soft-sewn balls...and build sensory awareness as they play! The balls have lots of fun textures, super-bright colors...plus jingling bells, soft crinkles, rattling beads and more. Best of all, the balls are fully machine-washable! You get a set of 6 sensory balls; largest measures 7 1/2".	\$49.99	\$47.49	\$47.49	
122	LL300	2	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$24.99	\$23.74	\$47.48	
123	DD641	1	<a href="#">Connective Furniture ADA-Compliant Safety Gate - 42"w x 30"h</a> Our gates feature a dual-action locking mechanism for ultimate safety. Simply squeeze the latch from top and bottom to unlock...and the gates lock themselves when you close them! Solid maple and acrylic gates rotate a full 360° for convenience. Lifetime warranty.	\$499.00	\$474.05	\$474.05	
124	HH447	1	<a href="#">Store-It-All Wall Unit</a> Store supplies away from small hands, but within easy reach of caregivers! Our super-strong birch unit has 8 cubbies and 5 storage compartments underneath—perfect for keeping diaper-changing supplies right at your fingertips. Plus, there's a dispenser for a Roll of Bags (sold separately)...and a lip around the sides and back so items won't roll off! The easy-to-mount unit comes complete with hardware for hanging. Unit measures 47 3/4"w x 9 1/2"d x 25 1/2"h. Lifetime warranty.	\$399.00	\$379.05	\$379.05	
125	DG508	4	<a href="#">Heavy-Duty Stacking Chair - 7 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$69.99	\$66.49	\$265.96	
126	DG144	1	<a href="#">Heavy-Duty Adjustable Rectangular Table - 30" x 36" - Low</a> Our heavy-duty tables combine the timeless appeal of wood with the durability of laminate! Each table has kid-friendly details like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. The super-sturdy steel legs adjust to the perfect height...and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$289.00	\$274.55	\$274.55	
127	LC161	1	<a href="#">Comfy Rectangular Classroom Carpet - 6' x 9' - Navy Blue</a> These rectangular, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.	\$249.00	\$236.55	\$236.55	
128	LC118	1	<a href="#">Comfy Round Classroom Carpet - 6' Diameter - Navy Blue</a> These round, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.	\$179.00	\$170.05	\$170.05	

Line	Item	Qty	Description	List	Price	Extended	Image
129	AA564	1	<a href="#">First Steps® Rectangular Classroom Carpet - 6' x 9'</a>	\$329.00	\$312.55	\$312.55	
<p>Bring a calming feel to your classroom with our soft and comfortable carpets—perfect for sitting, crawling, exploring and more! Featuring colors and images inspired by nature, our carpets are made of rugged, soil-resistant nylon.</p>							
130	AA342	1	<a href="#">Washable Fingerpaint - Pint - Set of 10 Colors</a>	\$43.50	\$41.33	\$41.33	
<p>Now little artists can get as messy as they want—with fun-to-use fingerpaint that's completely washable! Our vibrant fingerpaint has a smooth, glossy texture that spreads easily and won't crack when dried. Best of all, it washes right off of children's skin and clothes! Choose from a variety of colors.</p>							
131	AA659	1	<a href="#">Lakeshore Toddler Loft</a>	\$2,199.00	\$2,089.05	\$2,089.05	
<p>The more tots move on our muscle-building loft, the more they discover! Our wooden loft gives toddlers the space they need to exercise their growing bodies—boosting coordination and gross motor control. Soft carpeted surfaces encourage little ones to crawl up and down a gentle ramp, climb on the graduated steps or explore a roomy platform where they can see themselves in the baby-safe mirror. There are even peekaboo portholes, plus rounded edges that support tots as they start to stand and cruise! Assembly required. Loft measures 42" w x 60" d x 38" h.</p>							

**Subtotal: \$20,800.54**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$20,800.54**



**QUOTE 16205**

Lakeshore Learning Materials  
 2695 E. Dominguez St Carson, CA 90895  
 (310)537-8600 (800)421-5354  
 www.lakeshorelearning.com

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**Erik Zubal**, please call (800) 421-5354




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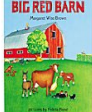




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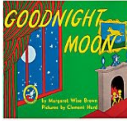







Entry date: 07/25/2024 Sls: 133 Your reference number: **QUOTE #16205 - 2-YEAR OLD LIST**









Line	Item	Qty	Description	List	Price	Extended	Image
1	DD637	2	<a href="#">Connective Furniture Connector - 30" h</a>	\$29.99	\$28.49	\$56.98	
<p>Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.</p>							
2	DD632	2	<a href="#">Connective Furniture Wall Adaptor - 30" h</a>	\$36.99	\$35.14	\$70.28	
<p>Screw one adaptor into the wall, then use a Connective Furniture Connector to attach a Connective Furniture Panel or Gate to that wall. Includes a guide with hardware recommendations. Lifetime warranty.</p>							
3	AA107	1	<a href="#">First Steps® Sign-In Communication &amp; Cubby Center</a>	\$599.00	\$569.05	\$569.05	
<p>The perfect place for sign-ins, sign-outs and family communication! Our mobile center features 16 cubbies that are ideal for sending home artwork &amp; parent information, plus an angled surface on top for displaying sign-in sheets. Hardwood center features locking casters. Center measures 26"w x 16 1/2"d x 37 3/4"h. Lifetime warranty.</p>							
4	AA260	1	<a href="#">First Steps® Cubbies &amp; Coats Storage Center</a>	\$1,299.00	\$1,234.05	\$1,234.05	
<p>Our super-accessible center lets little ones hang up coats and backpacks all by themselves! It features storage space for up to 8 children, with 8 big cubbies on top that are roomy enough for diaper bags, blankets and more...plus 8 easy-access lockers below, all with rounded wooden pegs to keep children safe. Center measures 58"w x 13 3/4"d x 49"h. Lifetime warranty.</p>							
5	PH346	1	<a href="#">Magnetic Write &amp; Wipe Board - 24" x 36"</a>	\$99.99	\$94.99	\$94.99	
<p>Our magnetic boards feature dry-erase surfaces and sturdy aluminum frames—plus, they come with hangers for easy mounting. The boards also include a detachable easel back for tabletop display.</p>							










Line	Item	Qty	Description	List	Price	Extended	Image
6	PP281	1	<a href="#">Magnetic Storage Boxes - Set of 4</a> Keep supplies within reach—without taking up valuable table space! Our versatile boxes hold tight to any magnetic surface and have write & wipe labels on front to keep materials organized. Each plastic box measures 4 1/4" wide and 2" deep.	\$16.99	\$16.14	\$16.14	
7	AA490	1	<a href="#">Step On Up! Toddler Changing Table</a> Our state-of-the-art table lets tots step right up, so you never have to lift them! The hardwood unit has sturdy stairs that you pull out with your hand or foot and tuck away behind a door. Stairs glide easily on runners and lock for security. The table also has a belt, sides that are 6" above the changing surface for maximum safety and 2 built-in storage shelves behind the cabinet doors. The doors even have safety latches for added security! Table features an easy-clean melamine changing surface and comes with a wipe-clean vinyl mat and paper roll. Table measures 43 1/2"w x 24 1/2"d x 38"h. Stairs hold up to 75 pounds. Lifetime warranty.	\$1,499.00	\$1,424.05	\$1,424.05	
8	NS17	1	<a href="#">Roll of Bags</a> Our 1,500 plastic bags measure 11" x 19" each.	\$49.99	\$47.49	\$47.49	
9	QJ578	1	<a href="#">Disposable Sanitary Gloves</a> Our strong, lightweight plastic gloves are a classroom essential! Use them to change diapers, clean up spills and other messes, and more. Box contains 100 sanitary, latex- and powder-free adult-size gloves.	\$7.99	\$7.59	\$7.59	
10	AA156	1	<a href="#">First Steps® Locking Supply Cabinet</a> Keep all your supplies neatly tucked away—and safely out of children's reach! Our hardwood locking cabinet has 8 big cubbies, plus swing-open doors with childproof latches that are easy for caregivers to open...but keep tots from getting in. There's even room on the top to keep books & supplies in easy reach! Cabinet measures 33"w x 18"d x 37"h. Lifetime warranty.	\$799.00	\$759.05	\$759.05	
11	AA911	1	<a href="#">Lakeshore Toddler Cot Carrier</a> Transporting cots is easy with our durable cot carrier! The carrier has 4 big, locking casters that roll with ease...and the sturdy metal frame can support up to 15 of our Toddler Cots. Cot carrier measures 42 1/2"w x 20 1/2"d x 4"h.	\$119.00	\$113.05	\$113.05	
12	AA905	1	<a href="#">Lakeshore Easy-Stack Toddler Cot - Set of 5</a> Our sturdy, tip-proof cot is built classroom-tough and super-safe for toddlers! Durable, lightweight cot has a moisture-resistant, wipe-clean cover made of stretch-resistant, 300-denier polyester—with heat-sealed seams to prevent tearing and fraying. Plus, it features a strong polypropylene frame with rounded corners and edges. Multiple cots conveniently stack for super-easy storage. Cot carrier sold separately. Cot measures 43 1/2"w x 21 1/2"d x 4 1/4"h. Sleeping area measures 40" x 19". Lifetime warranty.	\$399.00	\$379.05	\$379.05	
13	AA900	3	<a href="#">Lakeshore Easy-Stack Toddler Cot</a> Our sturdy, tip-proof cot is built classroom-tough and super-safe for toddlers! Durable, lightweight cot has a moisture-resistant, wipe-clean cover made of stretch-resistant, 300-denier polyester—with heat-sealed seams to prevent tearing and fraying. Plus, it features a strong polypropylene frame with rounded corners and edges. Multiple cots conveniently stack for super-easy storage. Cot carrier sold separately. Cot measures 43 1/2"w x 21 1/2"d x 4 1/4"h. Sleeping area measures 40" x 19". Lifetime warranty.	\$79.99	\$75.99	\$227.97	
14	AA910Z	1	<a href="#">Lakeshore Toddler Cot Sheet - Set of 12</a> Soft, cotton/poly sheet has elastic bands that keep it securely attached to the cot. Machine-washable and dryer-safe. Cot sheet measures 24" x 42 3/4".	\$199.00	\$189.05	\$189.05	









Line	Item	Qty	Description	List	Price	Extended	Image
15	AA910	4	<a href="#">Lakeshore Toddler Cot Sheet</a> Soft, cotton/poly sheet has elastic bands that keep it securely attached to the cot. Machine-washable and dryer-safe. Cot sheet measures 24" x 42 3/4".	\$17.99	\$17.09	\$68.36	
16	GE202GRZ	1	<a href="#">Cotton Thermal Blanket - Set of 12 - Green</a> Our breathable thermal blanket is specially designed to keep little ones cozy in all kinds of weather! The blanket is made of machine-washable, 100% cotton. Blanket measures 30" x 40".	\$189.00	\$179.55	\$179.55	
17	GE202GR	4	<a href="#">Cotton Thermal Blanket - Green</a> Our breathable thermal blanket is specially designed to keep little ones cozy in all kinds of weather! The blanket is made of machine-washable, 100% cotton. Blanket measures 30" x 40".	\$16.99	\$16.14	\$64.56	
18	BR302BU	2	<a href="#">Comfy Floor Seat - Blue</a> Sit comfortably on the floor...anytime, anywhere! Our ingenious chairs provide flexible classroom seating wherever you need it—ideal for soothing tots at naptime, reading a story on the carpet, giving kids a special place to sit and so much more. Plus, each seat has a cushioned back support that adjusts to the perfect position. Just lift the back of the seat to a comfortable height—then lay it flat for storage! Removable microfiber cover is machine-washable.	\$69.99	\$66.49	\$132.98	
19	BK660	1	<a href="#">Big Red Barn Big Book</a> Children learn all about life on the farm in this delightful story that features simple, rhythmic text and bright illustrations—in a vibrant big book version! Softcover big book by Margaret Wise Brown measures approximately 18" and is 32 pages.	\$26.99	\$25.64	\$25.64	
20	RR581	1	<a href="#">Big Mouth Cow Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
21	BK371	1	<a href="#">Brown Bear, Brown Bear, What Do You See Big Book</a> The big book edition of a childhood classic is a must-have for any reading library! Easy-to-follow rhyming text has a pleasant pace that captivates children...and encourages them to wonder what they'll see next! Softcover big book by Bill Martin Jr. and Eric Carle measures approximately 18" and is 32 pages.	\$27.95	\$26.55	\$26.55	
22	RR586	1	<a href="#">Big Mouth Bear Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
23	RR583	1	<a href="#">Big Mouth Frog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	





















Line	Item	Qty	Description	List	Price	Extended	Image
24	BK321	1	<a href="#">Goodnight Moon Big Book</a>	\$26.99	\$25.64	\$25.64	
			The beloved sleepytime story is now available in a fun big book edition! Colorful illustrations and simple, predictable text lull children to sleep as they say goodnight to kittens, mittens, noises and even stars. Softcover big book by Margaret Wise Brown measures 18" and is 32 pages.				
25	BK460	1	<a href="#">Polar Bear, Polar Bear, What Do You Hear Big Book</a>	\$27.99	\$26.59	\$26.59	
			What do the animals at the zoo hear? Children take a visual visit to the zoo and begin their adventure with a polar bear who hears a lion roaring, a zebra who hears a boa constrictor hissing and more! The big book edition features bold, vivid illustrations that pair perfectly with simple rhyming text children will want to experience again and again. Softcover big book by Bill Martin Jr. and Eric Carle measures approximately 19" and is 32 pages.				
26	LA990	1	<a href="#">Storytelling Board with Magnetic Backing</a>	\$29.99	\$28.49	\$28.49	
			Turn any magnetic surface into a place for storytime—with a handy storytelling board! Ideal for use with our Storytelling Kits (sold separately), the board has a hook & loop-receptive surface that props easily adhere to! Simply place the board on your easel, whiteboard or other magnetic display space and attach props to act out stories. When you're through, just remove and store the board for later use. Board measures 15" x 20".				
27	AA166	1	<a href="#">Polar Bear, Polar Bear, What Do You Hear Storytelling Kit</a>	\$34.99	\$33.24	\$33.24	
			Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 12 pieces. Board book sold separately.				
28	BK356	1	<a href="#">Polar Bear, Polar Bear, What Do You Hear Board Book</a>	\$8.99	\$8.54	\$8.54	
			What do the animals at the zoo hear? Children take a visual visit to the zoo, beginning their adventure with a polar bear who hears a lion roaring, a zebra who hears a boa constrictor hissing and more! The sturdy board book's bold and vivid illustrations pair perfectly with simple rhyming text children will want to experience again and again. Board book by Bill Martin Jr. and Eric Carle is 24 pages.				
29	AA167	1	<a href="#">Little Blue Truck Storytelling Kit</a>	\$34.99	\$33.24	\$33.24	
			Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 7 pieces. Board book sold separately.				
			<b>OUT OF STOCK: 09/09/2024</b>				
31	BK357	1	<a href="#">Little Blue Truck Board Book</a>	\$10.99	\$10.44	\$10.44	
			Children will love this rhyming romp about the importance of friendship, kindness and teamwork! Full of adorable illustrations and fun sounds, the sturdy board book tells the story of a brave truck and his animal friends, who help push a dump truck out of the mud. Board book by Alice Schertle and Jill McElmurry is 30 pages.				
32	AA168	1	<a href="#">Duck &amp; Goose: Goose Needs a Hug Storytelling Kit</a>	\$34.99	\$33.24	\$33.24	
			Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 7 pieces. Board book sold separately.				
			<b>OUT OF STOCK: 08/19/2024</b>				




Line	Item	Qty	Description	List	Price	Extended	Image
34	BK358	1	<a href="#">Duck &amp; Goose: Goose Needs a Hug Board Book</a> In this touching story about friendship and affection, only a simple hug can help gloomy Goose cheer up! With adorable, expressive illustrations and simple dialogue, the sturdy board book is sure to delight young readers—and teach them the value of caring friends! Book by Tad Hills is 18 pages.	\$8.99	\$8.54	\$8.54	
35	AA169	1	<a href="#">The Rainbow Fish: Counting Storytelling Kit</a> Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 11 pieces. Board book sold separately.	\$34.99	\$33.24	\$33.24	
36	BK359	1	<a href="#">The Rainbow Fish: Counting Board Book</a> Children learn numbers 1-10...on an underwater counting adventure! The sturdy board book features vividly illustrated sea creatures—plus corresponding numerals and simple text. Board book by Marcus Pfister is 22 pages.	\$7.95	\$7.55	\$7.55	
37	LC91	2	<a href="#">Lakeshore Clear-View Storage Box</a> End the "What's inside?" guessing game with this clear, stackable storage box! Constructed of unbreakable, heavy-duty plastic, the storage box measures a roomy 13 1/2"l x 8"w x 5"h.	\$10.99	\$10.44	\$20.88	
38	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a> A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys & supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	
39	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
40	FF514	1	<a href="#">Toddler Hardwood Unit Blocks</a> Toddlers will love to try their hand at building...with our solid hardwood blocks that were built to last—and created just for little hands! These unique blocks are smaller and more lightweight than standard-sized blocks, making them perfect for toddlers...and they're super-easy to grip, grab, pile and stack! Plus, our durable blocks are backed by a 50-year guarantee—if any block breaks or splinters within 50 years of the date of purchase, we'll replace it at no charge! The 100 blocks include triangles, arches, cylinders and rectangles—all with smooth, rounded corners for kid-friendly play. Largest piece measures 8 1/4" tall.	\$159.00	\$151.05	\$151.05	
41	LA591	1	<a href="#">Toddler Bristle Builders®</a> Our bright, easy-to-use builders encourage creative play—and ensure tons of building fun for toddlers! With pieces in a variety of shapes and sizes that are simple to push together and pull apart, it's a breeze for kids to construct anything they imagine. Plus, you get 3 farm animal friends that connect to the builders and spin—to delight children again and again! Set includes 52 durable plastic pieces; base measures 8".	\$29.99	\$28.49	\$28.49	










Line	Item	Qty	Description	List	Price	Extended	Image
42	BC407	1	<a href="#">Soft &amp; Safe Mirror Blocks</a> Little ones love to build with our irresistible reflective blocks! Featuring super-safe shatterproof mirrors, the blocks are big and chunky, yet lightweight—so they're easy for young builders to handle. You get 10 mirror blocks made of sturdy foam for quiet play. Rectangular blocks measure 4 3/4" x 9 1/2".	\$59.99	\$56.99	\$56.99	
43	FB307	1	<a href="#">Soft &amp; Safe Flexi Blocks</a> These soft, safe and incredibly flexible blocks make it easy for budding builders to stack and create! Tiny hands can easily fit the bendable blocks together—and take them apart to build again. You get 40 plastic blocks in 2 shapes and 8 colors. Largest block measures 4 1/8" wide.	\$36.99	\$35.14	\$35.14	
44	AA693	1	<a href="#">Calming Colors® Giant Soft Blocks</a> Soft and safe blocks—in soothing colors to complement any classroom decor! Our jumbo-sized blocks are made of extra-durable lightweight foam—so even the youngest builders can stack and create with ease. Plus, each block features precise edges for building super-sturdy structures...quietly! You get 26 giant blocks in 6 shapes, all in a vinyl tote. Largest block measures 6".	\$129.00	\$122.55	\$122.55	
45	RA432	1	<a href="#">Crystal Building Blocks</a> Our translucent blocks snap together with ease...and add a shimmering touch to brick building! Kids can even use them with our Color-Changing Light Tables—and watch the light shine through! Big set includes 168 easy-fitting plastic pieces in 2 shapes and 6 bright colors—all in a durable tote with a carrying handle. Large blocks measure 2 1/2" in length.	\$49.99	\$47.49	\$47.49	
46	DC177	1	<a href="#">Tub of Cars &amp; Trucks</a> Our extra-chunky vehicles are made of heavy-duty plastic, so they're tough enough for years and years of indoor and outdoor adventures! Our big set includes 25 smooth-rolling cars, trucks, wagons and more—all with rounded edges for safe play. Vehicles come in an easy-tote plastic tub. Cars measure 3 1/2" in length.	\$59.99	\$56.99	\$56.99	
47	AA599	1	<a href="#">Soft &amp; Safe Community Helpers</a> Introduce little ones to important people in their community—with our soft and safe play figures! The extra-chubby figures are made of super-squeezable plastic that's easy to grab and hold...and they stimulate community awareness as kids play. Set of 5; each measures approximately 7" tall.	\$39.99	\$37.99	\$37.99	
48	LC91	3	<a href="#">Lakeshore Clear-View Storage Box</a> End the "What's inside?" guessing game with this clear, stackable storage box! Constructed of unbreakable, heavy-duty plastic, the storage box measures a roomy 13 1/2"l x 8"w x 5"h.	\$10.99	\$10.44	\$31.32	
49	LL300	1	<a href="#">Large Dishwasher-Safe Plastic Basket - Natural (15"l x 13"w x 8"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$24.99	\$23.74	\$23.74	
50	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a> A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys & supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	

Line	Item	Qty	Description	List	Price	Extended	Image
51	AA210	1	<a href="#">All-In-One Toddler Kitchen</a> It's a stove, sink, pantry and refrigerator—all in one space-saving unit! Our kitchen has tons of realistic details to inspire imaginative play...from real-turning knobs to a plexiglas oven window so kids can peek at what's "cooking" inside! There's even plenty of storage space for play food and dishes! Play food and dishes sold separately. Unit measures 46"w x 14 1/2"d x 32"h.	\$799.00	\$759.05	\$759.05	
52	AA321	1	<a href="#">Toddler Dress-Up Center</a> Our hardwood dress-up center lets tots help themselves to favorite outfits and accessories—and put them away when they're done! Toddler-height center has an open "closet" area with 6 safe rounded knobs that keep outfits in easy reach, and 2 handy shelves for shoes, hats and other hard-to-store items. Plus, there's a full-length, shatterproof mirror built in, so tots can get a head-to-toe look at their costumes! Center measures 14 5/8"w x 15"d x 36"h. Lifetime warranty.	\$479.00	\$455.05	\$455.05	
53	AA907	1	<a href="#">Heavy-Duty Adjustable Square Table - 30" x 30" - Low</a> Our heavy-duty adjustable tables combine the timeless appeal of wood with the durability of laminate! Each table has toddler-friendly touches like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. Sturdy steel legs adjust to the perfect height and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
54	DG509	2	<a href="#">Heavy-Duty Stacking Chair - 9 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$79.99	\$75.99	\$151.98	
55	LC129	1	<a href="#">Toddler Housecleaning Set</a> Toddlers can help tidy up, too—with 4 safe and sturdy housecleaning tools! Our push broom, long-bristle broom, mop and hand brush have smooth wood handles...and are sized just right for tots! Long-bristle broom measures 30 3/8" long. Stand sold separately.	\$39.99	\$37.99	\$37.99	
56	LC429	1	<a href="#">Stand for Toddler Housecleaning Set</a> Store our Toddler Housecleaning Set neatly and easily in this handy wood stand. Stand measures approximately 15" tall. Simple assembly.	\$49.99	\$47.49	\$47.49	
57	HH721	1	<a href="#">Toddler Dollhouse with Soft Furniture</a> At last! A toddler-safe wooden dollhouse designed just for little ones! Wide, open layout makes it easy for several tots to enjoy at once...helping to develop toddler milestones, including fantasy play and taking turns. Dollhouse comes with 5 chunky, soft-stuffed furniture pieces little hands can safely grab and squeeze—all covered in wipe-clean vinyl. Our Soft & Safe Families (sold separately) are sized to move right in! Dollhouse measures 20"w x 13"d x 20"h.	\$199.00	\$189.05	\$189.05	
58	EE558	1	<a href="#">Lakeshore Hardwood Doll Crib</a> Our sturdy hardwood crib keeps children's dolls safe and snug! Beautifully crafted crib features smooth, rounded edges and a classroom-tough design. Doll crib measures 22"w x 13 1/4"d x 12 1/2"h; fits dolls up to 18" in length. Doll and bedding set sold separately.	\$129.00	\$122.55	\$122.55	










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59	TT788	1	<a href="#">Doll Bedding Set</a> Machine-washable set includes a mattress, quilt, sheet and pillow—all perfect for the Lakeshore Hardwood Doll Crib.	\$32.99	\$31.34	\$31.34	
60	DD470X	1	<a href="#">Lakeshore Washable Baby Dolls - Complete Set</a> These darling dolls are super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the dolls have movable arms and legs and squeezably soft bodies...plus interchangeable hook & loop outfits. Dolls measure 11" in length. Complete set comes with all 4 dolls shown. Each set also available separately.	\$99.50	\$94.53	\$94.53	
61	AA529	1	<a href="#">Cuddle &amp; Carry Baby Doll</a> Little ones will love dressing our soft, snuggly baby doll in the easy-fasten dress and removable diaper...tucking her into the bassinet...and taking her with them wherever they go! Doll and bassinet are machine-washable. Bassinet measures 13" in length.	\$39.99	\$37.99	\$37.99	
62	HH642	1	<a href="#">Indestructible Pots &amp; Pans Playset</a> Children cook up tons of pretend meals—with unbreakable pots and pans made just for them! The 18 kid-safe plastic cookware pieces include pots, pans and saucepans with lids...plus spoons, ladles and spatulas. Dishwasher-safe set is coordinated to our Indestructible Kitchen Playset. Saucepans measure 9 1/8" in length.	\$39.99	\$37.99	\$37.99	
63	LDA178	1	<a href="#">Indestructible Play Dishes - 4-Service Set</a> Our kid-sized cups, plates and utensils are made of super-safe, unbreakable plastic—so they're tough enough for years of pretend meals! Set includes everything you need for 4 complete place settings, for a total of 20 dishwasher-safe, rugged plastic pieces. Plate measures approximately 6 1/2" in diameter.	\$21.99	\$20.89	\$20.89	
64	LM365	1	<a href="#">Best-Buy Play Food Assortment</a> From pizza complete with toppings to nutritious sandwich fixings, our huge assortment of play food is a feast for the imagination! We've included lots of deliciously realistic play food for breakfast, lunch, dinner...even snacks and desserts! The 100 plastic pieces come in a tub. Each taco measures 4 1/4" in length.	\$59.99	\$56.99	\$56.99	
65	TT215	1	<a href="#">Toddler Dress-Up Trunk</a> Easy to slip on, easy to take off...our dress-ups are made just for toddlers! Each wipe-clean vinyl dress-up has realistic details silkscreened right on, plus handy hook & loop closures. Each slip-on outfit comes with a hat and a soft, flexible accessory made just for tots, like a lasso for the cowboy and a magic wand for the princess. You get 12 pieces in a 17 1/2" plastic trunk. Dress-ups fit ages 18 months-3 years.	\$129.00	\$122.55	\$122.55	
66	AZ985	2	<a href="#">Push-Button Play Phone</a> Our rugged, cordless play phone has buttons that ring when kids push them. Phone is made of tough plastic; receiver measures 8" in length.	\$19.99	\$18.99	\$37.98	
67	HH991	1	<a href="#">Soft &amp; Safe Dolls - African American Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our African American family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.	\$32.99	\$31.34	\$31.34	










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68	HH992	1	<a href="#">Soft &amp; Safe Dolls - Caucasian Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Caucasian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.	\$32.99	\$31.34	\$31.34	
69	HH994	1	<a href="#">Soft &amp; Safe Dolls - Hispanic Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Hispanic family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.	\$32.99	\$31.34	\$31.34	
70	LL304	1	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$16.99	\$16.14	\$16.14	
71	AA156	1	<a href="#">First Steps® Locking Supply Cabinet</a> Keep all your supplies neatly tucked away—and safely out of children's reach! Our hardwood locking cabinet has 8 big cubbies, plus swing-open doors with childproof latches that are easy for caregivers to open...but keep tots from getting in. There's even room on the top to keep books & supplies in easy reach! Cabinet measures 33"w x 18"d x 37"h. Lifetime warranty.	\$799.00	\$759.05	\$759.05	
72	CE326	1	<a href="#">CD &amp; Cassette Player with BLUETOOTH®</a> A CD & cassette player equipped with BLUETOOTH wireless technology! Our portable, multifunction player lets you wirelessly stream music from BLUETOOTH devices, such as phones and tablets. It also has a programmable CD player, a cassette player and recorder, an FM radio...plus an auxiliary jack for non-BLUETOOTH devices. There are even six 1/8" headphone jacks—perfect for letting multiple children listen at the same time! Player measures 13 1/4" in length and plugs into the wall or runs on 8 "C" batteries.	\$159.00	\$151.05	\$151.05	
73	YH443	1	<a href="#">Relaxing Classics for Kids CD</a> Restore calm to the classroom after energetic activities with this soothing collection of classical pieces. From solo piano tracks to orchestral performances, the selections are perfect for helping children wind down and relax. The 2-CD set includes a total of 29 tracks.	\$10.99	\$10.44	\$10.44	
74	KM132	1	<a href="#">Multicultural Rhythm Stick Fun CD</a> Perfect for use with rhythm sticks, these 23 stick-tapping, singable songs help kids work on rhythm and coordination...and introduce rhythms from all over the world. CD comes with lyrics.	\$15.99	\$15.19	\$15.19	
75	JC13	1	<a href="#">Rhythm Stick Activity Kit</a> Our colorful wooden sticks help children develop eye/hand coordination and rhythm. Kit includes an activity book with over 50 ideas for one- and two-stick games. You get 24 sticks; each measures 12".	\$49.99	\$47.49	\$47.49	
76	LC241	1	<a href="#">Heavy-Duty Drums - Set of 4</a> Our classroom-tough drums will stand up to all the tapping, pounding and playing children can dish out! Each drum features a sturdy plastic design...and comes complete with a big, tapered mallet that's easy for children to grip as they play. The mallets even fit into the side of each drum for super-easy storage! Set includes 4 drums and 4 mallets; drums measure 8" in diameter.	\$49.99	\$47.49	\$47.49	










Line	Item	Qty	Description	List	Price	Extended	Image
77	TF273	1	<a href="#">True Tone Xylophone</a> Our easy-play xylophone combines a tough design with superior-quality sound! The rugged plastic xylophone comes with a guide and has 8 securely attached, graduated metal bars—creating clear, accurate notes with every tap of the kid-safe mallet. Xylophone measures 11".	\$24.99	\$23.74	\$23.74	
78	RA478	1	<a href="#">Heavy-Duty Rhythm Set</a> Let children shake, jingle and pound away—these rugged instruments will last through years of busy music-making! The heavy-duty plastic rhythm set includes enough instruments for up to 12 children at once. Plus, each instrument has an easy-grip design, so they're a breeze for little hands to hold and play! Set includes 12 instruments. Maracas measure 6 1/4".	\$49.99	\$47.49	\$47.49	
79	DD127	2	<a href="#">Lakeshore Wrist Ribbons - Set of 12</a> Our stretchy satin ribbons slide right onto children's wrists—keeping their hands free to dance, wave, clap and more! The 12 ribbons include 2 each of 6 bright colors; the machine-washable ribbons measure 15 1/2" in length.	\$29.99	\$28.49	\$56.98	
80	LL302	1	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural (14 1/2"l x 11"w x 7 1/2"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$19.99	\$18.99	\$18.99	
81	LC161	1	<a href="#">Comfy Rectangular Classroom Carpet - 6' x 9' - Navy Blue</a> These rectangular, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.	\$249.00	\$236.55	\$236.55	
82	DD624	1	<a href="#">Connective Furniture Straight Panel - 20"w x 22 1/2"h</a> Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.	\$139.00	\$132.05	\$132.05	
83	DD626	1	<a href="#">Connective Furniture Straight Panel - 33"w x 22 1/2"h</a> Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.	\$169.00	\$160.55	\$160.55	
84	DD629	2	<a href="#">Connective Furniture Wave Panel - 33"w x 18 1/2" to 22 1/2"h</a> Our wave panels let you connect lower pieces of furniture to higher pieces—for more design possibilities! The durable panels feature a sturdy maple frame with rounded edges, plus a clear, wipe-clean acrylic center to keep children in easy view. Lifetime warranty.	\$169.00	\$160.55	\$321.10	
85	DD634	2	<a href="#">Connective Furniture Connector - 18 1/2"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$24.99	\$23.74	\$47.48	
86	DD635	3	<a href="#">Connective Furniture Connector - 22 1/2"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$26.99	\$25.64	\$76.92	










Line	Item	Qty	Description	List	Price	Extended	Image
87	DD615	2	<a href="#">Play-Top Connective Storage Unit</a> Our convenient storage unit has a low-to-the-ground design and raised edging around the top—creating a toddler-height tabletop that keeps toys contained as children play! Little ones can even use the easy-grip edging to practice standing and cruising. The hardwood storage unit has connecting pegs toward the front and back, so you can attach Connective Furniture Connectors in either position. Unit measures 46" w x 15 3/4" d x 19 3/4" h. Requires 18 1/2" Connective Furniture Connectors (sold separately). Lakeshore's Connective Furniture Connectors are protected by Patent Nos. D796296 and 10,288,103. Lifetime warranty.	\$619.00	\$588.05	\$1,176.10	
88	AA692	1	<a href="#">No-Climb Bookstand</a> Big enough to display tons of storytime favorites, but low enough to discourage climbing, our wooden bookstand makes it safe and easy for tots to help themselves! Rugged, no-tip stand features 4 angled shelves and sturdy side panels...with smooth edges and safe, rounded corners. Plus, it's just 14" high, so tots can easily grab books from every shelf—without climbing on the stand! Bookstand measures 30 1/2" w x 15 1/2" d x 14" h. Lifetime warranty.	\$229.00	\$217.55	\$217.55	
89	FF645	1	<a href="#">Just Like Home® Toddler Comfy Couch</a> Our toddler-sized couch features all the comforts of cozy living room furniture—with heavy-duty construction that's made to last & last! Couch is low to the ground with a durable wooden frame and soft foam padding...plus a brown vinyl exterior that easily wipes clean. Couch measures 34 3/4" w x 17 1/2" d x 19 1/2" h. Seat measures 7 3/4" high.	\$379.00	\$360.05	\$360.05	
90	FF647	1	<a href="#">Just Like Home® Toddler Comfy Chair</a> Our toddler-sized chair features all the comforts of cozy living room furniture—with heavy-duty construction that's made to last & last! Chair is low to the ground with a durable wooden frame and soft foam padding...plus a brown vinyl exterior that easily wipes clean. Chair measures 23 3/4" w x 17 1/2" d x 19 1/2" h. Seat measures 7 3/4" high.	\$329.00	\$312.55	\$312.55	
91	EE369	1	<a href="#">Hardwood Side Table</a> Quality crafted and super-sturdy, our hardwood table is perfect for the classroom! Durable birch, with smooth edges and rounded corners. Assembly required. Table measures 14" in diameter and 15" high.	\$69.99	\$66.49	\$66.49	
92	LC199	1	<a href="#">Calming Colors® Pillows - Set of 5</a> These soft pillows are filled with squeezable foam and have a wrinkle-resistant, machine-washable cover. You get 5 pillows in the 5 colors shown. Each pillow measures 17" x 17".	\$149.00	\$141.55	\$141.55	
93	RA216	1	<a href="#">Classic Board Book Story Collection</a> The perfect introduction to storybooks! We've collected 8 classic children's favorites, filled with delightful stories and captivating illustrations—all in sturdy board book editions that will last and last. Collection includes "Goodnight Moon," "Jamberry" and more. Collection includes 8 board books.	\$71.50	\$67.93	\$67.93	
94	RA351	1	<a href="#">Best Behavior® Board Book Collection</a> Simple words and charming illustrations make it easy for even young children to understand the benefits of good behavior—from staying healthy and respecting others to learning positive ways to cope with their feelings! Set includes 8 board books, each with helpful tips for parents and caregivers.	\$79.50	\$75.53	\$75.53	
95	RE485	1	<a href="#">Ocean Animals Board Book Library</a> Explore the underwater world from A to Z, see how animal babies and mamas live in the ocean, and learn all about ocean creatures from big to small! These 5 sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!	\$36.50	\$34.68	\$34.68	












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96	RA368	1	<a href="#">Soft &amp; Squeezy Ocean Animals</a> Specially designed for young children, our adorable ocean animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an octopus and dolphin to a seal and hammerhead shark, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Orca measures 6 1/2" in length.	\$36.99	\$35.14	\$35.14	
97	RA324	1	<a href="#">Multicultural Board Book Collection</a> Even young kids can explore the diverse world around them...with our engaging board book collection! As children flip through the sturdy pages, they discover that kids are the same all over the world, whether they're from Alaska, South Africa—or somewhere in between! Collection includes the 8 books shown.	\$64.50	\$61.28	\$61.28	
98	RA709	1	<a href="#">Dealing with Feelings Board Book Collection</a> Children learn how to cope with their feelings...with beautifully illustrated board books that foster social-emotional growth! Our collection includes 8 sturdy board books, each featuring simple language and expressive illustrations that make concepts easy for children to understand.	\$62.50	\$59.38	\$59.38	
99	FF704	1	<a href="#">Feelings &amp; Emotions Washable Dolls</a> Introduce the concept of feelings and emotions with our adorable soft-sewn dolls! Perfect for circle time or dramatic play, each cloth doll features a permanently stitched expression that helps children recognize the emotions of others—and learn to understand their own feelings. Best of all, the multi-ethnic dolls are completely machine-washable! Set includes all 4 dolls; each measures 12" tall. Each doll also available separately.	\$119.00	\$113.05	\$113.05	
100	RE484	1	<a href="#">Colors &amp; Shapes Board Book Library</a> Our inviting board books introduce toddlers to shapes and colors! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!	\$35.50	\$33.73	\$33.73	
101	TS429	1	<a href="#">Touch &amp; Feel Discovery Books</a> Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super-simple text and sturdy pages. You get 6 board books; each is 10 pages.	\$41.50	\$39.43	\$39.43	
102	RE486	1	<a href="#">Things That Go Board Book Library</a> A charming board book collection introduces children to planes, trains, trucks and more! Five sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!	\$42.50	\$40.38	\$40.38	
103	EV367	1	<a href="#">Magnetic Construction Vehicles</a> Link 'em up—then let 'em roll into action! These chubby, easy-grip construction vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels and functional parts. Set includes 3 vehicles: a dump truck, cement mixer and tow truck. Each measures 4 1/2" in length.	\$24.99	\$23.74	\$23.74	
104	VR977	1	<a href="#">My First Mix &amp; Match Magnetic Vehicles</a> Kids mix and match these click-together pieces to create familiar vehicles...or wacky new combinations! A built-in magnetic locking system helps the chunky pieces connect in a snap and stay connected for frustration-free play. Each piece even features easy-gliding wheels—so kids can create vehicles that are ready to roll into action! You get 8 durable plastic pieces for creating 4 complete vehicles. Assembled car measures approximately 7" in length.	\$32.99	\$31.34	\$31.34	










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105	CR211	1	<a href="#">Kid-Tough Train</a> Our super-tough train is ready for any adventure! Made of 100% recycled plastic with no metal axles, our train stands up to indoor and outdoor play...plus, the interlockable steam engine and 2 cars have a realistic design—including an open wagon for hauling cargo and real-working parts that roll! Connected train measures 21 1/4". Dishwasher-safe.	\$34.99	\$33.24	\$33.24	
106	CF639	1	<a href="#">Click &amp; Pose Farm Animals</a> A sheep, a chicken, a cow and more—our lovable farm animals feature movable parts that squeak and click as tots pose them in all kinds of fun ways! Plastic set includes 6 different animals; horse measures 3 1/2" in length.	\$27.99	\$26.59	\$26.59	
107	RR584	1	<a href="#">Big Mouth Duck Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
108	RR582	1	<a href="#">Big Mouth Pig Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
109	RR585	1	<a href="#">Big Mouth Dog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.	\$10.99	\$10.44	\$10.44	
110	DD642	2	<a href="#">Connective Furniture Wave Panel - 33"w x 18 1/2" to 30"h</a> Our wave panels let you connect lower pieces of furniture to higher pieces—for more design possibilities! The durable panels feature a sturdy maple frame with rounded edges, plus a clear, wipe-clean acrylic center to keep children in easy view. Lifetime warranty.	\$179.00	\$170.05	\$340.10	
111	DD634	2	<a href="#">Connective Furniture Connector - 18 1/2"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$24.99	\$23.74	\$47.48	
112	DD637	2	<a href="#">Connective Furniture Connector - 30"h</a> Use one connector to join any two pieces of connective furniture together! Simply select the connector that matches the height of the pieces you're joining. Lifetime warranty.	\$29.99	\$28.49	\$56.98	
113	DD615	2	<a href="#">Play-Top Connective Storage Unit</a> Our convenient storage unit has a low-to-the-ground design and raised edging around the top—creating a toddler-height tabletop that keeps toys contained as children play! Little ones can even use the easy-grip edging to practice standing and cruising. The hardwood storage unit has connecting pegs toward the front and back, so you can attach Connective Furniture Connectors in either position. Unit measures 46"w x 15 3/4"d x 19 3/4"h. Requires 18 1/2" Connective Furniture Connectors (sold separately). Lakeshore's Connective Furniture Connectors are protected by Patent Nos. D796296 and 10,288,103. Lifetime warranty.	\$619.00	\$588.05	\$1,176.10	









Line	Item	Qty	Description	List	Price	Extended	Image
114	DG146	1	<a href="#">Heavy-Duty Adjustable Rectangular Table - 30" x 48" - Low</a>	\$299.00	\$284.05	\$284.05	
<p>Our heavy-duty tables combine the timeless appeal of wood with the durability of laminate! Each table has kid-friendly details like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. The super-sturdy steel legs adjust to the perfect height...and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.</p>							
115	DG509	4	<a href="#">Heavy-Duty Stacking Chair - 9 1/2"</a>	\$79.99	\$75.99	\$303.96	
<p>Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.</p>							
116	EE147	1	<a href="#">Toddler Indoor/Outdoor Painting Center for 4</a>	\$449.00	\$426.55	\$426.55	
<p>Our versatile easel has clear-view painting areas on all 4 sides, so up to 4 toddlers can paint at once! Just attach paper—like our Newsprint Easel Paper—using the easel clips, or let little ones paint right on the wipe-clean surfaces. The center comes complete with 4 clip-on trays for supplies, 16 easel clips and 2 sturdy dowels that attach inside the center for an instant drying rack! Easy assembly. Accessories sold separately. Easel measures 30"w x 30"d x 42"h. Painting surfaces measure 21" x 24".</p>							
117	LC323	4	<a href="#">Heavy-Duty Toddler Vinyl Paint Smock</a>	\$9.99	\$9.49	\$37.96	
<p>Protect kids' clothes during their messiest activities! Our wipe-clean, waterproof toddler smock is made of extra-rugged vinyl to stand up to years of use. It features a simple closure tots can fasten all by themselves...plus a convenient design that covers children from front to back! Smock comes in blue.</p>							
118	AA342	1	<a href="#">Washable Fingerpaint - Pint - Set of 10 Colors</a>	\$43.50	\$41.33	\$41.33	
<p>Now little artists can get as messy as they want—with fun-to-use fingerpaint that's completely washable! Our vibrant fingerpaint has a smooth, glossy texture that spreads easily and won't crack when dried. Best of all, it washes right off of children's skin and clothes! Choose from a variety of colors.</p>							
119	PX2020	1	<a href="#">Lakeshore Fully Washable Liquid Tempera Paint - Pint - Set of 10 Colors</a>	\$43.50	\$41.33	\$41.33	
<p>No more stained, ruined clothes...these brilliant paints are completely washable from skin and clothing! Our washable tempera paint comes ready to use in 1-pint bottles. Choose from a variety of colors.</p>							
120	TA5316	1	<a href="#">Fingerpaint Paper</a>	\$12.99	\$12.34	\$12.34	
<p>Our 60-pound sheets of paper feature smoothly glazed surfaces that are ideal for fingerpainting. Sheets measure 16" x 22"; pack includes 100 sheets.</p>							
121	LA820X	2	<a href="#">Lakeshore No-Spill Paint Cups - Set of 10 Colors</a>	\$19.99	\$18.99	\$37.98	
<p>Knock over our ingenious paint cups, and the paint won't drip or spill—even with the top open! The one-piece lids screw on and off, so refills are a breeze—and the easy-access hinged tops flip all the way back...and snap shut for storage! Durable plastic paint cups measure 4" tall. Paint sold separately.</p>							
122	LC1340X	2	<a href="#">Nylon-Bristle Paintbrushes - Set of 10</a>	\$12.99	\$12.34	\$24.68	
<p>These rugged, easy-grip brushes were made just for beginners...and feature plastic handles and long-lasting nylon bristles. They're even color-coordinated to our No-Spill Paint Cups. Set includes 10 brushes; each measures 7 1/4" in length.</p>							

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123	TA9	1	<a href="#">Newsprint Easel Paper - 18" x 24" Pack of 500 Sheets</a>	\$24.99	\$23.74	\$23.74	
<p>The most commonly used art paper—perfect for art easels, tabletop use and more! Newsprint paper comes in two convenient sizes.</p>							
124	AX20	1	<a href="#">Lakeshore Dough - Set 1 - Set of 6 Colors</a>	\$74.99	\$71.24	\$71.24	
<p>Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.</p>							
125	LL688	1	<a href="#">Learn to Count! Dough Mats</a>	\$14.99	\$14.24	\$14.24	
<p>Kids learn to count with our hands-on dough mats! Each mat features an irresistible, kid-friendly image that corresponds to a number from 1 to 20. Children simply create dough shapes to complete the image—and build counting skills as they play! Best of all, the mats are reusable—so little ones can practice counting from 1 to 20 again and again! You get 20 mats. Dough sold separately.</p>							
126	LA278	1	<a href="#">Uppercase Alphabet &amp; Number Dough Stampers</a>	\$39.99	\$37.99	\$37.99	
<p>Our easy-grip stampers put the entire alphabet—and numbers 0-9—at kids' fingertips...so they can practice numbers and letters as they create with dough or clay! Letters and numbers are clearly printed on each stamper, so it's easy for children to find the one they need. You get a set of 36 nonstick plastic stampers with 4" handles. Dough sold separately.</p>							
127	LA532	1	<a href="#">Lowercase Alphabet Dough Stampers</a>	\$31.99	\$30.39	\$30.39	
<p>Stamp out perfect letters every time with our nonstick lowercase stampers! The 26 stampers each have their matching letter printed on top so kids can easily find the stamps they need, and impressions are scaled to our Uppercase Alphabet Dough Stampers for even more word building! Stampers come in a zipper bag; handles measure 4" in length. Dough sold separately.</p>							
128	DS296	2	<a href="#">Mix &amp; Match Sensory Spheres</a>	\$29.99	\$28.49	\$56.98	
<p>Kids express their creativity and explore their senses—as they make tons of fun designs in dough, paint and more! Our two-piece spheres open up and connect with a twist—so kids can mix and match the 4 patterns as they create fascinating impressions! Set includes 8 plastic, dishwasher-safe spheres. Each sphere measures 2 1/2" in diameter.</p>							
129	LA712	1	<a href="#">Giant Washable Color Ink Pads - Set 1 - Set of 5 Colors</a>	\$37.99	\$36.09	\$36.09	
<p>What could be more fun than stamping impressions with our giant-sized ink pads—they're big enough for apples, leaves, even kid-sized handprints! Jumbo pads hold lots of vivid color, and the ink is fully washable for easy cleanup! Each stamp pad measures 6" in diameter.</p>							
130	VX735	1	<a href="#">Best-Buy Jumbo Crayons - 8-Color Box</a>	\$59.99	\$56.99	\$56.99	
<p>Enough crayons for the whole year! Our sturdy, compartmentalized storage box holds a set of top-quality school crayons that won't streak or smear! You get 200 crayons in 8 colors: purple, red, green, yellow, black, blue, brown and orange.</p>							
131	LC654	1	<a href="#">Super-Safe Paper Center</a>	\$59.99	\$56.99	\$56.99	
<p>Amazing art is always at your fingertips—with our help-yourself paper center! It features a super-safe "cutting" edge that lets children choose just the right amount of paper, plus a lift-out dowel that makes replacing the rolls a snap. The hardwood paper center includes a 400-foot paper roll. Center measures 13 3/4"w x 6 1/2"d x 5 1/4"h.</p>							









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132	TA50RD	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Red</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
133	TA50RG	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Orange</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
134	TA50GB	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Bright Green</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
135	TA50VT	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Violet</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
136	TA50BU	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Blue</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
137	TA50YE	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Yellow</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
138	TA50SB	1	<a href="#">Construction Paper - 9" x 12" Pack of 50 Sheets - Sky Blue</a> This construction paper is perfect for all your arts & crafts projects! The 48-pound stock construction paper comes in a variety of vibrant colors and two sizes—9" x 12" or 12" x 18".	\$1.49	\$1.42	\$1.42	
139	TA4409	2	<a href="#">White Drawing Paper - 9" x 12" Pack of 500 Sheets</a> Let kids' creativity soar with our versatile, multipurpose art paper! The thick, 50-pound paper is perfect for use with chalk, paints, markers and crayons. Choose from 2 different sizes; each pack includes 500 sheets.	\$15.99	\$15.19	\$30.38	
140	LC91	6	<a href="#">Lakeshore Clear-View Storage Box</a> End the "What's inside?" guessing game with this clear, stackable storage box! Constructed of unbreakable, heavy-duty plastic, the storage box measures a roomy 13 1/2"l x 8"w x 5"h.	\$10.99	\$10.44	\$62.64	
141	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a> A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys & supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	










Line	Item	Qty	Description	List	Price	Extended	Image
142	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
143	DG146	1	<a href="#">Heavy-Duty Adjustable Rectangular Table - 30" x 48" - Low</a> Our heavy-duty tables combine the timeless appeal of wood with the durability of laminate! Each table has kid-friendly details like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. The super-sturdy steel legs adjust to the perfect height...and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$299.00	\$284.05	\$284.05	
144	DG509	4	<a href="#">Heavy-Duty Stacking Chair - 9 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$79.99	\$75.99	\$303.96	
145	EE439	1	<a href="#">Big Knob First Puzzle Set</a> Little hands have no problem piecing together these adorable puzzles! Each simple puzzle has 4 wooden pieces with giant, easy-grip knobs—so they're a cinch for kids to grab and fit into place. And with matching illustrations right on the puzzle boards, they couldn't be better for beginners! Four puzzles come in a handy wire rack. Puzzles measure 9" x 9".	\$69.99	\$66.49	\$66.49	
146	TB218	1	<a href="#">I Can Count Puzzle Board</a> Our beautifully crafted hardwood puzzle board helps tots build number skills as they play! The board is printed with numbers 1-5...little ones just match the correct number of puzzle pieces to each numeral on the board—for fun, hands-on practice with early counting skills! Set includes 15 raised pieces. Board measures 8" x 8".	\$24.99	\$23.74	\$23.74	
147	FF444	1	<a href="#">Color Rings Sorting Board</a> Toddlers get simple, hands-on practice matching colors...as they sort easy-grip rings onto 6 chubby pegs! Sturdy hardwood board comes with 24 chunky rings—4 each of 6 colors. Board measures 6 1/4" x 8".	\$24.99	\$23.74	\$23.74	
148	JJ434	1	<a href="#">Sort-A-Shape Activity Board</a> Little ones fit 16 jumbo, easy-grip pieces into place...and explore colors, shapes and early sorting skills—all at once! The big wooden pieces come in 4 shapes and 4 bright colors...kids just slide them onto the matching pegs, building eye/hand coordination and logical thinking skills—as they play. Board measures 7 1/2" x 7 1/2".	\$24.99	\$23.74	\$23.74	
149	EE788	1	<a href="#">Let's Go Fishing! Playset</a> Even beginners can make a catch every time with our no-fail fishing set! It features 10 soft cloth fish in lots of vibrant colors, plus a chubby, child-safe pole that's easy for toddlers to hold. Kids just stick the pole into the clear vinyl bowl...and the hook & loop tip sticks right to the fish! And, as children play, they develop color awareness and fine motor skills with every catch. Bowl measures 10".	\$39.99	\$37.99	\$37.99	
150	FB997	1	<a href="#">Sensory Beads Lacing Set</a> Easy to hold and a cinch to string, our big, bright beads make lacing a breeze! The 18 chunky beads have fun patterns and textures that are exciting to explore—plus, the laces are firm yet flexible, so they're easy to string! Laces measure 7 1/2"; beads measure 2".	\$34.99	\$33.24	\$33.24	




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151	CS439	1	<a href="#">Crazy Shapes Magnetic Building Set</a> Kids go crazy for these magnetic builders! The 30 wacky shapes stick to each other thanks to the super-strong magnets inside. Just link up wheels, tubes, a propeller and more to create robots, helicopters, real-rolling vehicles and anything else little engineers can dream up! Largest piece measures 5 1/2" in length.	\$49.99	\$47.49	\$47.49	
152	AA478	1	<a href="#">Puzzle Builders</a> Toddlers build critical thinking and fine motor skills at the same time...with our stimulating puzzle pieces! The colorful plastic set includes 60 chunky pieces—each with an adorable 3-D ladybug, spider or caterpillar. Little ones just connect the pieces from any side...for no-fail play! Each piece measures 3 3/4". The pieces come in a plastic tote.	\$59.99	\$56.99	\$56.99	
153	LA766	1	<a href="#">Tower Builders</a> Our easy-stacking builders are a cinch for little hands to work with...and they interlock, so kids' constructions remain stable during the building process! Plus, the durable plastic pieces fit together in a variety of different angles for maximum building possibilities. You get 30 pieces in 6 colors—all in a stackable plastic tote. Each piece measures 5 5/8".	\$49.99	\$47.49	\$47.49	
154	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a> A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys & supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	
155	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
156	DD657	2	<a href="#">Super-Safe Color Viewers</a> What better way to explore colors than with super-safe viewers even babies can use! The 6 translucent viewers are all made of shatterproof acrylic...with chubby, easy-grip plastic handles. You get 2 each of 3 colors. Viewers measure 6 1/2" in length.	\$21.99	\$20.89	\$41.78	
157	DD659	2	<a href="#">Super-Safe Mirrors</a> Babies love to see their reflections in our extra-safe, shatterproof mirrors! Each permanently encased mirror won't break and has a chunky plastic handle that's easy to grasp! Set includes 4 mirrors; each measures 6 1/2".	\$21.99	\$20.89	\$41.78	
158	LL304	2	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$16.99	\$16.14	\$32.28	
159	AA866	1	<a href="#">Lakeshore Toddler Science Center</a> Does a rubber ducky sink or float? What can a magnet pick up? What does a snake's skin look like up close? Little ones discover the answers to these questions and more with a toddler-safe science center made especially for them! We've packed the center with tons of super-safe materials children will love to explore, giving them hands-on experience with essential science concepts—from magnification and reflection to color recognition. Center includes everything shown, for a total of 34 pieces; the base for the shatterproof mirrors measures 9 1/2" in length. Topics include magnetism, magnification, reflection, color, and sink or float.	\$79.99	\$75.99	\$75.99	

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160	RA362	1	<a href="#">Soft &amp; Squeezy Wild Animals</a> Specially designed for young children, our adorable wild animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an alligator and elephant to a zebra and gorilla, our set includes 8 irresistible vinyl animals with charming details and friendly features children are sure to love. Tiger measures 6 1/2" in length.	\$36.99	\$35.14	\$35.14	
161	RA367	1	<a href="#">Soft &amp; Squeezy Farm Animals</a> Specially designed for young children, our adorable farm animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a horse to a sheep, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Large pig measures 5" in length.	\$36.99	\$35.14	\$35.14	
162	DD614	1	<a href="#">Super-Safe Specimen Viewers</a> Perfectly sized for little hands, our ingenious viewers give toddlers a safe, up-close look at real science specimens—from a butterfly to a sea star! Each plastic viewer has 2 chunky, easy-grip handles and a durable acrylic panel that protects the specimen while giving kids a crystal-clear view. Set includes 4 viewers; each measures 5 5/8". Child-safe specimens include a starfish, a flower, scorpions and a butterfly.	\$39.99	\$37.99	\$37.99	
163	RA369	1	<a href="#">Soft &amp; Squeezy Dinosaurs</a> Specially designed for young children, our adorable dinos have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a triceratops to a stegosaurus, our set includes 8 irresistible vinyl dinosaurs with charming details and friendly features children are sure to love. T. rex measures 6 3/4" in length.	\$36.99	\$35.14	\$35.14	
164	RR416	1	<a href="#">Color-Changing Touch Board</a> Children just press their hands on our color-changing board...and leave behind a surprising impression! Our heat-sensitive board changes colors as little fingers trace letters, draw shapes and more—giving kids hours of delightful fine motor practice...and an introduction to pre-writing. The hardwood board features an easy-grip handle and comes with a guide. Board measures 13" x 16 1/2".	\$59.99	\$56.99	\$56.99	
165	AA158	1	<a href="#">First Steps® Play-Top Storage Center</a> A space-saving storage center that lets tots help themselves to toys—and play with them right on top! Super-stable, low-to-the-ground hardwood unit has 5 roomy compartments that neatly store and display tons of toys & supplies, plus an easy-grip edging that helps little ones stand and take steps. The self-contained tabletop even keeps objects from rolling over the edge! Center measures 46"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$599.00	\$569.05	\$569.05	
166	AA596	1	<a href="#">First Steps® Corner Storage Center</a> Our space-saving center instantly transforms empty corners into useful storage space! The sturdy wooden center features a modern, curved design—plus 2 open shelves that keep supplies in easy reach...and a low-level tabletop with a safe, rounded handrail that keeps toys contained as children play! Center measures 22"w x 15 3/4"d x 19 3/4"h. Lifetime warranty.	\$279.00	\$265.05	\$265.05	
167	DG146	1	<a href="#">Heavy-Duty Adjustable Rectangular Table - 30" x 48"</a> <a href="#">- Low</a> Our heavy-duty tables combine the timeless appeal of wood with the durability of laminate! Each table has kid-friendly details like rounded corners and vinyl edging, plus a thick, 1 1/4" tabletop that wipes clean and resists scratches and stains—with rugged laminate on both the surface and underside for added strength. The super-sturdy steel legs adjust to the perfect height...and come with tough nylon tips to protect floors! Easy assembly. Chairs sold separately. Lifetime warranty.	\$299.00	\$284.05	\$284.05	



Line	Item	Qty	Description	List	Price	Extended	Image
168	DG509	4	<a href="#">Heavy-Duty Stacking Chair - 9 1/2"</a> Tough and comfortable classroom chairs—in a wide range of sizes to seat toddlers through teachers! Our natural-looking, stackable chairs feature solid polypropylene seats that are easy to clean, with ergonomically contoured backs that make them super-comfy. Plus, the extra-sturdy frames are made of indestructible steel that's sure to last through years and years of busy use! Measurements given are for seat heights. Lifetime warranty.	\$79.99	\$75.99	\$303.96	
169	FF188	1	<a href="#">Big Knob Learning Puzzle Set</a> Little ones will love to explore colors, shapes and numbers with our simple hardwood puzzles! Each puzzle has 5 pieces with easy-grip giant knobs...plus corresponding words or numbers printed on the boards! Set includes 3 puzzles in a storage rack. Puzzles measure 8 1/4" x 11 3/4".	\$69.99	\$66.49	\$66.49	
170	AA739	1	<a href="#">My First Magic Board</a> Our tot-friendly board has everything little ones need to draw and design—in one convenient place! Featuring a permanently attached magnetic "crayon" that's easy for little hands to hold and control, plus an easy-slide eraser that makes it a cinch to clean the screen, the board is perfect for endless drawing and pre-writing practice. Sturdy plastic board measures approximately 10 1/4" x 14 7/8".	\$22.99	\$21.84	\$21.84	
171	PP158	1	<a href="#">Infant/Toddler Photo Library</a> Boost essential vocabulary—with enticing photo cards designed just for little learners! Our 50 durable laminated cards have a photo on front and corresponding word on back to build print awareness and early language skills. Perfect for circle time, independent exploration and more, the cards are organized into 8 popular themes—from food to animals! Cards measure a big 6" x 6".	\$49.99	\$47.49	\$47.49	
172	GG366	1	<a href="#">Building Language Discovery Boxes</a> Our irresistible boxes are a great way to get little ones talking...and building lots of language skills! Each one comes with 4 squeezable vinyl objects that tots are sure to love, from adorable animals to favorite foods. And as tots explore each box, they get lots of opportunities to develop language skills, from naming objects to early sorting practice! You get four 5" boxes and 16 objects—all surface-washable.	\$69.99	\$66.49	\$66.49	
173	AA388	1	<a href="#">Color Discovery Boxes</a> Our fun-filled discovery boxes give tots an irresistible, hands-on way to develop color recognition! Each box features 4 delightful objects with exciting textures and bold patterns—all featuring the same bright color for plenty of reinforcement. Little ones reach in to explore a soft blue fish, a squeezable red ball and more...and discover each color one at a time. The 4 vinyl boxes and accessories are all surface-washable; each box measures 5".	\$69.99	\$66.49	\$66.49	
174	LL278	1	<a href="#">Ladybug Number Match</a> Our playful ladybugs help children practice counting, match numbers to quantities and more! Kids just count up the dots on a ladybug—then find the leaf with the matching numeral from 1 to 10. Each leaf has a self-correcting peg that only fits the matching ladybug, so our set is perfect for independent practice. Set features a total of 20 pieces, including 10 plastic ladybug counters and 10 leaves, plus a guide with activity ideas. Leaves measure 3 3/4" in length.	\$29.99	\$28.49	\$28.49	
175	AA775	1	<a href="#">Button Size-Sorting Box</a> This soft vinyl sorting box gives toddlers hands-on experience with color, shape, size and fine motor control. Tots just sort the buttons into the 6" box, then pop off the lid to do it again! Sorting box comes with 24 plastic buttons in 3 shapes and 4 colors.	\$29.99	\$28.49	\$28.49	

Line	Item	Qty	Description	List	Price	Extended	Image
176	FF186	1	<a href="#">Early Math Activity Center</a> Our activity-filled center features irresistible elephant manipulatives with a variety of attributes—giving children fun, hands-on practice with sorting, patterning and counting! The center includes 4 illustrated activity mats, plus 36 easy-grip elephants in 3 sizes and 4 colors. Children just place the animals onto each mat as they practice copying & extending patterns, counting to 20, and sorting by size or color! Activity mats measure 11 1/2" x 18".	\$49.99	\$47.49	\$47.49	
177	LL774	1	<a href="#">My First Sorting Bears</a> Give little ones an irresistible introduction to sorting—with big, easy-grip bears designed just for them! You get 24 extra-chubby bears in 2 different sizes and 4 bright colors...plus 8 corresponding activity cards. Tots just place the bears right on the cards to sort each one by size and color! Large bears measure 2 3/4".	\$32.99	\$31.34	\$31.34	
178	LL112BU	1	<a href="#">Heavy-Duty Paper Tray - Blue</a> Our stackable plastic tray is ideal for turning in homework, storing worksheets and more! Tray holds 8 1/2" x 11" or 9" x 12" paper. Tray measures 3" high; top measures 11" x 14" and bottom measures 9 1/2" x 12 1/2".	\$10.99	\$10.44	\$10.44	
179	LL112GR	1	<a href="#">Heavy-Duty Paper Tray - Green</a> Our stackable plastic tray is ideal for turning in homework, storing worksheets and more! Tray holds 8 1/2" x 11" or 9" x 12" paper. Tray measures 3" high; top measures 11" x 14" and bottom measures 9 1/2" x 12 1/2".	\$10.99	\$10.44	\$10.44	
180	LL302	2	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural</a> (14 1/2"l x 11"w x 7 1/2"h) Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.	\$19.99	\$18.99	\$37.98	
181	DD641	1	<a href="#">Connective Furniture ADA-Compliant Safety Gate -</a> 42"w x 30"h Our gates feature a dual-action locking mechanism for ultimate safety. Simply squeeze the latch from top and bottom to unlock...and the gates lock themselves when you close them! Solid maple and acrylic gates rotate a full 360° for convenience. Lifetime warranty.	\$499.00	\$474.05	\$474.05	
182	HH447	1	<a href="#">Store-It-All Wall Unit</a> Store supplies away from small hands, but within easy reach of caregivers! Our super-strong birch unit has 8 cubbies and 5 storage compartments underneath—perfect for keeping diaper-changing supplies right at your fingertips. Plus, there's a dispenser for a Roll of Bags (sold separately)...and a lip around the sides and back so items won't roll off! The easy-to-mount unit comes complete with hardware for hanging. Unit measures 47 3/4"w x 9 1/2"d x 25 1/2"h. Lifetime warranty.	\$399.00	\$379.05	\$379.05	
183	HH672	1	<a href="#">Colors of Nature® Classroom Carpet for 20 Kids - 6' x 9'</a> Add a calming, natural touch to any classroom space—with soft, plush carpets that are inspired by nature! Each carpet features big, bold leaves that provide organized student seating...and they're made of soil-resistant nylon with heavy-duty binding for years of classroom use.	\$329.00	\$312.55	\$312.55	
184	JJ987	1	<a href="#">Classic Birch Magnetic Write &amp; Wipe Big Book Center</a> A storage unit, display stand and hands-on language center—all in one! This super-versatile unit has a partitioned storage space that lets children help themselves to their favorite books, a giant bookstand that holds books at just the right height...plus a magnetic write & wipe surface that's perfect for displaying important letters, vocabulary words and more! 6 easy-access storage slots hold tons of big books, and the fold-open display stand features safe, locking hinges. Sturdy wooden unit features easy-rolling casters. Simple assembly. Unit measures 23 5/8"w x 16 1/4"d x 37 1/2"h with bookstand upright. Lifetime warranty.	\$459.00	\$436.05	\$436.05	

Line	Item	Qty	Description	List	Price	Extended	Image
185	LC161	1	<a href="#">Comfy Rectanular Classroom Carpet - 6' x 9' - Navy Blue</a>	\$249.00	\$236.55	\$236.55	
<p>These rectangular, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.</p>							
186	LC118	1	<a href="#">Comfy Round Classroom Carpet - 6' Diameter - Navy Blue</a>	\$179.00	\$170.05	\$170.05	
<p>These round, extra-plush carpets are made of thick, soil-resistant synthetic fiber that's incredibly cozy—yet rugged enough to withstand the toughest classroom use! Plus, the carpets feature rich, inviting colors that resist fading year after year...with a sturdy, flexible backing that provides superior support—so carpets lie flat.</p>							
187	DD627	1	<a href="#">Connective Furniture Straight Panel - 33"w x 30"h</a>	\$189.00	\$179.55	\$179.55	
<p>Available in two widths and two heights, our straight panels feature solid maple frames with rounded edges—plus see-inside acrylic centers that keep children in view! Lifetime warranty.</p>							

**Subtotal: \$26,095.75**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$26,095.75**

# Lakeshore® SECTION 1.2: AGE APPROPRIATE KITS





**QUOTE 16978**

Lakeshore Learning Materials  
 2695 E. Dominguez St Carson, CA 90895  
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**Comments:**  
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PLEASE REFERENCE "PER QUOTE #16978" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sis: 133    Your reference number: **QUOTE #16978 - KT37465-INFANT STEM**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37465	1	<a href="#">ELC H INFANT STEM KIT</a>	\$925.00	\$878.75	\$878.75	

Which consists of:

**1A AA803 1 [Play & Explore Color-Changing Light Center](#)**

Our super-sturdy light center creates a safe and inviting space where little ones can build with blocks, explore color and light, and more! The wooden center features a heavy-duty acrylic panel with a beveled edge—plus a big, LED-illuminated surface that displays 4 vibrant colors...and stays cool to the touch even after extended use. The plug-in unit also comes with an easy-to-use remote control that allows teachers to change or dim the colors at the touch of a button! Accessories sold separately. Unit measures 24"w x 3"h.



**1B RA432 1 [Crystal Building Blocks](#)**










Our translucent blocks snap together with ease...and add a shimmering touch to brick building! Kids can even use them with our Color-Changing Light Tables—and watch the light shine through! Big set includes 168 easy-fitting plastic pieces in 2 shapes and 6 bright colors—all in a durable tote with a carrying handle. Large blocks measure 2 1/2" in length.




**1C DD614 1 [Super-Safe Specimen Viewers](#)**

Perfectly sized for little hands, our ingenious viewers give toddlers a safe, up-close look at real science specimens—from a butterfly to a sea star! Each plastic viewer has 2 chunky, easy-grip handles and a durable acrylic panel that protects the specimen while giving kids a crystal-clear view. Set includes 4 viewers; each measures 5 5/8". Child-safe specimens include a starfish, a flower, scorpions and a butterfly.



Line	Item	Qty	Description	List	Price	Extended	Image
1D	DD659	1	<a href="#">Super-Safe Mirrors</a> Babies love to see their reflections in our extra-safe, shatterproof mirrors! Each permanently encased mirror won't break and has a chunky plastic handle that's easy to grasp! Set includes 4 mirrors; each measures 6 1/2".				
1E	DD657	1	<a href="#">Super-Safe Color Viewers</a> What better way to explore colors than with super-safe viewers even babies can use! The 6 translucent viewers are all made of shatterproof acrylic...with chubby, easy-grip plastic handles. You get 2 each of 3 colors. Viewers measure 6 1/2" in length.				
1F	DD658	1	<a href="#">Super-Safe Magnifiers</a> With chunky handles, rounded edges and a shatterproof design, our 6 1/2" magnifiers encourage early exploration! Set includes 4 magnifiers, each with a clear acrylic lens encased in a sturdy plastic frame.				
1G	RR794	1	<a href="#">Soft &amp; Safe Building Blocks</a> Soft, safe, squeezable...and lots of fun to stack! Our vibrant, wipe-clean vinyl blocks come in tons of irresistible shapes, patterns and colors. We've even included 4 fun balls that jingle, shake, rattle and crinkle...and nest right inside the blocks! Set includes 26 pieces; cube measures 4 1/2".				
1H	VR244	1	<a href="#">Rainbow Stack Ball Track</a> Our colorful tower is full of spinning action! Little ones build eye/hand coordination as they drop the balls and watch them whirl, rattle and tumble through each level! Track comes with 3 balls. Tower measures 19" tall.				
1I	ZZ357	1	<a href="#">Busy Baby Activity Tote</a> Little ones can't wait to get their hands on our fun-filled activity tote...to discover tons of engaging sights and sounds! There's lots to explore—from a built-in shape sorter to cute critters that make realistic animal sounds when pressed. Plus, an easy-tote handle on top lets toddlers take the fun with them wherever they go! Tote measures 13" long; requires 2 "AA" batteries (not included).				
1J	GT907	1	<a href="#">My First Marble Run</a> This irresistible marble maze is full of excitement tots love to watch! The 5 jumbo "marbles" move at ultra-slow speeds, making it easy for children to track them as they twist, turn and tumble from beginning to end! Sturdy plastic maze measures 19" tall.				
1K	AA693	1	<a href="#">Calming Colors® Giant Soft Blocks</a> Soft and safe blocks—in soothing colors to complement any classroom decor! Our jumbo-sized blocks are made of extra-durable lightweight foam—so even the youngest builders can stack and create with ease. Plus, each block features precise edges for building super-sturdy structures...quietly! You get 26 giant blocks in 6 shapes, all in a vinyl tote. Largest block measures 6".				
1L	LL304	2	<a href="#">Small Dishwasher-Safe Plastic Basket - Natural (13 1/2"l x 8 1/2"w x 6"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				

Line	Item	Qty	Description	List	Price	Extended	Image
1M	LL302	2	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural</a> <a href="#">(14 1/2"l x 11"w x 7 1/2"h)</a>				

Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.

**Subtotal: \$878.75**  
**0.0% Tax: \$0.00**  
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**Total: \$878.75**



**QUOTE 16981**

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PLEASE REFERENCE "PER QUOTE #16981" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16981 - KT37466-INFANT GROSS MOTOR**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37466	1	<a href="#">ELC H INFANT GROSS MOTOR KIT</a>	\$883.00	\$838.85	\$838.85	

Which consists of:

**1A AA279 1 [Look at Me! Balance Bar](#)**

Little ones get an up-close view of themselves as they pull to a standing position! Featuring a smooth, sturdy bar and shatterproof mirrors, our hardwood unit provides tots with walking support, a place to play peekaboo and more! There's even a long rectangular mirror at the bottom for babies to explore! Assembly required. Wall-mounting hardware not included. Unit measures 24" x 40". Lifetime warranty.



**1B BC854 2 [Fold & Go First Rider](#)**

Tots love to go, go, go on this 3-wheeled rider! Lightweight and easy to maneuver, the scoot-along rider is great for developing muscle strength and balance—indoors or out. Plus, it folds for convenient storage—or for toting on the go! Rider measures 22 7/8" in length; seat measures 9 1/2" high.



**1C CS416 2 [Child-Sized Safety Helmet - Extra-Small](#)**

Little heads get all the protection they need with our safety helmets. They're made of extra-dense styrene with a super-tough, protective coating, so they're lightweight and impact-resistant. Plus, adjustable straps and soft padding ensure a comfortable fit.

**OUT OF STOCK: 9/2/24**



**1D AA130 1 [Calming Colors® Butterfly Climber](#)**

Children enjoy nonstop muscle-building fun—with a friendly butterfly they can climb all over! Our adorable climber features soft, graduated steps and a sloping ramp leading to an extra-cushy mat. Plus, padded, wing-shaped mats on both sides keep little ones super-safe as they practice crawling and climbing. Best of all, the 4 dense foam pieces attach securely together with hook & loop fastener...and feature a vinyl-covered surface that's a breeze to wipe clean! Climber measures 59"w x 52"d x 11 3/4"h.



**Subtotal: \$838.85**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$838.85**





**QUOTE 16982**

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**Comments:**  
**FOB DESTINATION:FREE SHIPPING DISCOUNT REFLECTED IN PRICES.**

PLEASE REFERENCE "PER QUOTE #16982" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16982 - KT37467-INFANT FINE MOTOR**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37467	1	<a href="#">ELC H INFANT FINE MOTOR KIT</a>	\$883.00	\$838.85	\$838.85	

Which consists of:

**1A FB307 1 [Soft & Safe Flexi Blocks](#)**

These soft, safe and incredibly flexible blocks make it easy for budding builders to stack and create! Tiny hands can easily fit the bendable blocks together—and take them apart to build again. You get 40 plastic blocks in 2 shapes and 8 colors. Largest block measures 4 1/8" wide.



**1B DC177 1 [Tub of Cars & Trucks](#)**

Our extra-chunky vehicles are made of heavy-duty plastic, so they're tough enough for years and years of indoor and outdoor adventures! Our big set includes 25 smooth-rolling cars, trucks, wagons and more—all with rounded edges for safe play. Vehicles come in an easy-tote plastic tub. Cars measure 3 1/2" in length.



**1C DD384 1 [Soft & Washable Sensory Balls](#)**










Tots touch, toss and squeeze our soft-sewn balls...and build sensory awareness as they play! The balls have lots of fun textures, super-bright colors...plus jingling bells, soft crinkles, rattling beads and more. Best of all, the balls are fully machine-washable! You get a set of 6 sensory balls; largest measures 7 1/2".












**1D PP256 1 [Little Hands Animal Balls](#)**

Our cute animal balls have a built-in bell, rattle or squeaker for tons of sensory fun. The 6 soft, squeezable, wipe-clean vinyl balls each have a friendly animal face to delight tiny tots—and are just the right size for little hands! Each ball measures 2 1/4" in diameter.



Line	Item	Qty	Description	List	Price	Extended	Image
1E	DD124	1	<a href="#">My First Match-Ups</a>				
			As little ones put together our super-simple match-ups, they get hands-on practice with colors, matching, early language skills and more! Each pair of soft-stuffed pieces features a familiar picture, plus a vibrant crayon that represents each color. Kids just match them up to explore colors one by one! You get a total of 16 wipe-clean vinyl pieces; each measures 3".				
1F	LL759	1	<a href="#">Hide &amp; Seek Discovery Ball</a>				
			Tots explore spatial relationships and build dexterity—as they hide plush sensory balls in our giant, easy-grip ball, then pull them out and play again! The 4 small balls even rattle or jingle to keep babies engaged. Large ball measures 7 1/2".				
1G	HH449	1	<a href="#">Wooden Shape Sorter</a>				
			Our adorable, turtle-shaped sorter helps little ones build logical thinking skills and eye/hand coordination! The sorting base comes with 8 easy-grip hardwood pieces in 4 shapes and colors. Children just fit them onto 4 chubby pegs to build shape recognition, sorting skills and motor control! Wooden board measures 10 3/4" in length.				
1H	JJ152	1	<a href="#">Soft &amp; Safe Sensory Balls</a>				
			Little ones love to jingle, rattle and squeak our squeezably soft sensory balls! The baby-safe balls have two different textures for toddlers to touch...and each one makes a delightful sound, so they're extra-fun to squeeze, toss and roll. The lightweight, easy-grip balls are even machine-washable for super-easy care! Set of 6 fabric and vinyl balls comes in a vinyl storage tote. Balls measure approximately 3" in diameter.				
1I	RA362	1	<a href="#">Soft &amp; Squeezy Wild Animals</a>				
			Specially designed for young children, our adorable wild animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an alligator and elephant to a zebra and gorilla, our set includes 8 irresistible vinyl animals with charming details and friendly features children are sure to love. Tiger measures 6 1/2" in length.				
1J	RA367	1	<a href="#">Soft &amp; Squeezy Farm Animals</a>				
			Specially designed for young children, our adorable farm animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a horse to a sheep, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Large pig measures 5" in length.				
1K	RA368	1	<a href="#">Soft &amp; Squeezy Ocean Animals</a>				
			Specially designed for young children, our adorable ocean animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an octopus and dolphin to a seal and hammerhead shark, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Orca measures 6 1/2" in length.				
1L	RA369	1	<a href="#">Soft &amp; Squeezy Dinosaurs</a>				
			Specially designed for young children, our adorable dinos have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a triceratops to a stegosaurus, our set includes 8 irresistible vinyl dinosaurs with charming details and friendly features children are sure to love. T. rex measures 6 3/4" in length.				
1M	LA847	1	<a href="#">Giant Star Builders</a>				
			These giant, colorful stars fit together from any angle—so even little ones can build with success! Our plastic set includes 30 colorful pieces, each with an extra-chunky design for easy handling. The 5" builders come in a stackable plastic storage tote.				

Line	Item	Qty	Description	List	Price	Extended	Image
1N	LA766	1	<a href="#">Tower Builders</a> Our easy-stacking builders are a cinch for little hands to work with...and they interlock, so kids' constructions remain stable during the building process! Plus, the durable plastic pieces fit together in a variety of different angles for maximum building possibilities. You get 30 pieces in 6 colors—all in a stackable plastic tote. Each piece measures 5 5/8".				
1O	ER549	1	<a href="#">Explore &amp; Play Activity Rattles</a> There's so much for babies to touch, see and hear with our durable rattles! All 4 easy-clean plastic rattles have an irresistible animal design, stimulating textures and lots of different sounds—plus movable parts that are fun to shake and explore! Longest rattle measures 6".				
1P	PP881	1	<a href="#">My First Pop Beads</a> Just press, pop...and build! Beads snap together and rotate for hours of building fun, whether kids are linking simple chains or constructing unique creations. The 32 textured plastic beads fit perfectly in small hands and come in 4 bright colors. Largest bead measures approximately 3 1/2". Set includes a user guide.				
1Q	BC553	1	<a href="#">See-Inside Sorting Bucket</a> Tots slide 12 shapes into the holes on our clear-view bucket...and watch them fall to the bottom! As little ones play, they explore spatial relationships and build dexterity. Plastic bucket measures 7 1/4" tall.				
1R	EE788	1	<a href="#">Let's Go Fishing! Playset</a> Even beginners can make a catch every time with our no-fail fishing set! It features 10 soft cloth fish in lots of vibrant colors, plus a chubby, child-safe pole that's easy for toddlers to hold. Kids just stick the pole into the clear vinyl bowl...and the hook & loop tip sticks right to the fish! And, as children play, they develop color awareness and fine motor skills with every catch. Bowl measures 10".				
1S	FF147	1	<a href="#">Fine Motor Forest Friends</a> Can you find all the forest friends a home in our tree? Our playset helps tots develop fine motor skills as they pop each squeezably cute critter in & out of the cozy tree! Playset includes a tree and 7 friends—all made of soft plastic that's perfect for little hands. Tree measures 9 1/4" high.				
1T	AA105	1	<a href="#">Easy-Twist Animal Builders</a> Made just for tiny hands, our adorable builders let children match up animal patterns to create 4 cute critters—or mix up the pieces for super-silly fun! However they put the animals together, tots develop fine motor skills and eye/hand coordination as they twist, turn and build! Set features a total of 16 pieces, including 4 animal rods and 12 animal body pieces. Rods measure 6 3/4" tall.				
1U	EV364	1	<a href="#">Magnetic Emergency Vehicles</a> Link 'em up—then let 'em roll to the rescue! The chubby, easy-grip emergency vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels. Set includes 3 vehicles: a fire engine, police car and ambulance. Each measures 4 1/2" in length.				
1V	EV367	1	<a href="#">Magnetic Construction Vehicles</a> Link 'em up—then let 'em roll into action! These chubby, easy-grip construction vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels and functional parts. Set includes 3 vehicles: a dump truck, cement mixer and tow truck. Each measures 4 1/2" in length.				

Line	Item	Qty	Description	List	Price	Extended	Image
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1W EE439 1 [Big Knob First Puzzle Set](#)

Little hands have no problem piecing together these adorable puzzles! Each simple puzzle has 4 wooden pieces with giant, easy-grip knobs—so they're a cinch for kids to grab and fit into place. And with matching illustrations right on the puzzle boards, they couldn't be better for beginners! Four puzzles come in a handy wire rack. Puzzles measure 9" x 9".



1X FF188 1 [Big Knob Learning Puzzle Set](#)

Little ones will love to explore colors, shapes and numbers with our simple hardwood puzzles! Each puzzle has 5 pieces with easy-grip giant knobs...plus corresponding words or numbers printed on the boards! Set includes 3 puzzles in a storage rack. Puzzles measure 8 1/4" x 11 3/4".



Subtotal: \$838.85  
0.0% Tax: \$0.00  
Freight Amount: \$0.00  
Total: \$838.85



**QUOTE 16983**

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PLEASE REFERENCE "PER QUOTE #16983" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16983 - KT37468-INFANT LITERACY**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37468	1	<a href="#">ELC H INFANT LITERACY KIT</a>	\$935.00	\$888.25	\$888.25	

WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.

Which consists of:

**1A JJ909**    1    [What's Inside Soft Feely Box](#)

Little ones can't wait to get their hands inside this adorable box...and find out exactly what's inside! The soft, machine-washable box is packed with 10 different sensory objects for kids to feel and explore—like a pretty butterfly with crinkly wings, a cute lion with a corduroy coat, a shiny frog for tots to squeak and more. Plus, a big 4" opening on top makes it extra-easy for tots to reach right in and feel around! Box measures 7".



WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.

**1B RA324**    1    [Multicultural Board Book Collection](#)










Even young kids can explore the diverse world around them...with our engaging board book collection! As children flip through the sturdy pages, they discover that kids are the same all over the world, whether they're from Alaska, South Africa—or somewhere in between! Collection includes the 8 books shown.



**1C RA216**    1    [Classic Board Book Story Collection](#)

The perfect introduction to storybooks! We've collected 8 classic children's favorites, filled with delightful stories and captivating illustrations—all in sturdy board book editions that will last and last. Collection includes "Goodnight Moon," "Jamberry" and more. Collection includes 8 board books.



Line	Item	Qty	Description	List	Price	Extended	Image
1D	RA273	1	<a href="#">Social-Emotional Board Book Collection</a> Our beautifully illustrated board books encourage toddlers' social-emotional growth and development! The storybooks feature rhythmic language, delightful pictures, and tips for parents and caregivers to help ease daily transitions and routines—gently guiding little ones to be their best. Collection includes all 8 books shown; each is 24 pages.				
1E	TS429	1	<a href="#">Touch &amp; Feel Discovery Books</a> Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super-simple text and sturdy pages. You get 6 board books; each is 10 pages.				
1F	RE481	1	<a href="#">Me &amp; My Family Board Book Library</a> Our inviting board books introduce toddlers to family relationships! The 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
1G	RE482	1	<a href="#">On the Farm Board Book Library</a> Our inviting board books introduce toddlers to life on the farm! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
1H	RE483	1	<a href="#">Nursery Rhymes Board Book Library</a> Our inviting board books introduce toddlers to classic nursery rhymes! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
1I	RE484	1	<a href="#">Colors &amp; Shapes Board Book Library</a> Our inviting board books introduce toddlers to shapes and colors! These 5 sturdy board books have been specially selected for their simple text, playful verses, and eye-catching illustrations and images that are sure to make them instant favorites with little ones!				
1J	RE485	1	<a href="#">Ocean Animals Board Book Library</a> Explore the underwater world from A to Z, see how animal babies and mamas live in the ocean, and learn all about ocean creatures from big to small! These 5 sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!				
1K	RE486	1	<a href="#">Things That Go Board Book Library</a> A charming board book collection introduces children to planes, trains, trucks and more! Five sturdy board books have been specially selected for their simple text, playful verses and eye-catching graphics that are sure to make them instant favorites with little ones!				
1L	RA351	1	<a href="#">Best Behavior® Board Book Collection</a> Simple words and charming illustrations make it easy for even young children to understand the benefits of good behavior—from staying healthy and respecting others to learning positive ways to cope with their feelings! Set includes 8 board books, each with helpful tips for parents and caregivers.				

Line	Item	Qty	Description	List	Price	Extended	Image
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**1M RA709 1 [Dealing with Feelings Board Book Collection](#)**

Children learn how to cope with their feelings...with beautifully illustrated board books that foster social-emotional growth! Our collection includes 8 sturdy board books, each featuring simple language and expressive illustrations that make concepts easy for children to understand.



**1N TT458 1 [Soft & Washable Alphabet Blocks](#)**

Tots stack, build and explore the alphabet! Our squeezably soft blocks feature big upper- and lowercase letters...plus cute matching images for each one, like a duck and a drum for D. The blocks even have soft cloth textures for tots to touch and explore! Set includes 26 machine-washable vinyl blocks in a handy tote bag; each block measures 3".



**1O PP158 1 [Infant/Toddler Photo Library](#)**

Boost essential vocabulary—with enticing photo cards designed just for little learners! Our 50 durable laminated cards have a photo on front and corresponding word on back to build print awareness and early language skills. Perfect for circle time, independent exploration and more, the cards are organized into 8 popular themes—from food to animals! Cards measure a big 6" x 6".



**1P GG487 1 [Shapes Discovery Boxes](#)**

Tots just open up our inviting boxes...and get a super-appealing introduction to basic shapes! Each box contains 4 irresistible items that share the same shape, including a labeled beanbag, an abstract shape and 2 everyday objects. Tots explore shapes one at a time as they open up the boxes to discover a round cookie, a triangular pizza slice and more! You get 4 surface-washable vinyl boxes and 16 shapes. Each box measures 5" tall.



**1Q GG167 1 [The Three Little Pigs Storytelling Puppet Set](#)**

Our soft plush puppets encourage children to retell the classic story of The Three Little Pigs—developing oral language skills while they play! Our adorable puppets have big working mouths and movable arms—with cute, stitched-on details and rugged, machine-washable construction. Set includes 4 puppets; each measures approximately 11"-12" tall. Book sold separately.



**1R BB292 1 [The Three Little Pigs Hardcover Book](#)**

Little ones will love reading—and retelling—this classic children's story again and again! Written by popular author Paul Galdone, this new version of an all-time favorite story features lots of rhyme, repetition and cute illustrations that children can't resist. Hardcover book is 40 pages.



**Subtotal: \$888.25**  
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**QUOTE 16984**

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PLEASE REFERENCE "PER QUOTE #16984" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16984 - KT37469-INFANT SENSORY**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37469	1	<a href="#">ELC H INFANT SENSORY KIT</a>	\$989.00	\$939.55	\$939.55	

Which consists of:

**1A AA360 1 [Washable Sensory Friends](#)**

There's so much for tots to see, hear and touch with our adorable Sensory Friends! Each plush animal has a different textured tummy—from bumpy and swirly to zigzag—and crinkly ears or wings. As little ones feel and explore the sensory features, they relax, calm down and self-soothe in the gentlest of ways. Set includes 3 machine-washable animals—a butterfly, an elephant and an owl. Animals measure approximately 6".



**1B FF993 1 [See-Inside Activity Balls](#)**

Children get a variety of sensory experiences as they roll, toss and bounce our see-through activity balls! All 4 balls are filled with objects of different colors, weights, shapes and sizes—from fun floating feathers to bouncing beads. Plus, each ball is made of flexible plastic that's easy to grab—even for little hands! Balls inflate to up to 8" in diameter and require inflation upon arrival.

















**1C AA808 1 [Touch & Learn Picture Card Library](#)**

From a scaly fish and a fluffy towel to a cute lion with a furry mane, our cards are filled with exciting textures to stimulate curious tots! Each sturdy card has a fun-to-touch picture on front labeled with the name of the object...plus questions and prompts on back designed to help tots build language skills as they feel and explore. Set includes 40 cards in 5 different categories—all in a box with handy dividers. Cards measure 4 1/2" x 5 3/4". Topics include Things I Wear; Animals I See; In the Park; At the Beach; and Things at Home.





Line	Item	Qty	Description	List	Price	Extended	Image
1D	DS122	1	<a href="#">Pop &amp; Play Sensory Dimpl™</a> Little ones can't resist pushing, pressing and popping our dimpled tray! The easy-grip tray features 5 super-soft silicone dimples in various sizes. Kids just push them in and out—for endless tactile exploration and development of fine motor skills! Easy-clean, BPA-free plastic tray measures 5 3/4".				
1E	AA823	1	<a href="#">See-Inside Sensory Blocks</a> Little ones get a hands-on sensory experience with our irresistible see-inside blocks! The 12 baby-safe blocks are filled with balls in 3 sizes and 4 colors—and they make intriguing sounds with every shake! Blocks feature soft plastic edges for easy gripping; each measures 2".				
1F	JJ766	1	<a href="#">Colorpillar Sorting Mat</a> Tots match fun manipulatives to vibrant colored spaces on our cute sorting mat—and discover colors and shapes in a super-involving way! The soft, plush caterpillar has 6 bright, stimulating segments tots will love to explore...and comes with 18 matching manipulatives in lots of engaging shapes and textures. Mat measures 12" x 48" and rolls up for easy storage. Machine-washable.				
1G	PP508	1	<a href="#">Sensory Star Beanbags - Set of 6</a> Our colorful beanbags are fun to feel and toss—for a sensory experience little ones can't resist! Ideal for exploring texture and color, building gross motor skills, and tons of other activities, each star-shaped beanbag is covered in a different tactile material that tots will love to touch! You get 6 beanbags; each measures approximately 4 3/4" wide. Beanbags are machine- or surface-washable.				
1H	RE148	1	<a href="#">Stack &amp; Nest Sensory Toys</a> With bright colors, bold patterns and fun-to-touch textures, our stackers are sure to stimulate tots! Extra-chunky pieces are easy for little ones to stack, nest and explore. You get 3 sets of plastic stackers (16 pieces total); largest piece measures 4 3/4".				
1I	EE300	1	<a href="#">Peek-A-Boo Octopus</a> Our cuddly octopus features lots of soft, textured materials to touch and explore—plus pockets and a flap to hide 4 cute friends...who each make a unique sound! Perfect for helping little ones explore their senses, the machine-washable octopus measures 15 1/2".				
1J	DD384	1	<a href="#">Soft &amp; Washable Sensory Balls</a> Tots touch, toss and squeeze our soft-sewn balls...and build sensory awareness as they play! The balls have lots of fun textures, super-bright colors...plus jingling bells, soft crinkles, rattling beads and more. Best of all, the balls are fully machine-washable! You get a set of 6 sensory balls; largest measures 7 1/2".				
1K	SE722	1	<a href="#">Giant Sensory Mirror Balls</a> Kids can't get enough of the silly, stretched, fish-eye effects they see with our jumbo mirror balls! Perfect for exploring reflections and making observations, the lightweight yet durable stainless steel balls are a cinch for even small hands to grip, roll and more! Set includes 4 balls in 4 different sizes; largest measures 6" in diameter.				
1L	ER549	1	<a href="#">Explore &amp; Play Activity Rattles</a> There's so much for babies to touch, see and hear with our durable rattles! All 4 easy-clean plastic rattles have an irresistible animal design, stimulating textures and lots of different sounds—plus movable parts that are fun to shake and explore! Longest rattle measures 6".				

Line	Item	Qty	Description	List	Price	Extended	Image
1M	FR263	1	<a href="#">Feel &amp; Roll Bumpy Balls</a>				
<p>With stimulating textures and bold, vibrant colors, our bumpy balls are perfect for hands-on sensory exploration! Each ball is made of all-natural, nontoxic rubber and covered in a soft, fuzzy fabric that tots will love to touch. Plus, they're easy for little hands to grip—so children build fine motor skills as they roll, toss and bounce each one! Set includes 4 balls; largest measures 5".</p>							
1N	FF250	1	<a href="#">Hide &amp; Seek Beehive</a>				
<p>Tots enjoy a delightful game of hide-and-seek...with a soft, plush beehive that's buzzing with sensory fun! Designed to help children understand object permanence, our hive includes 5 cute bees that jingle, rattle, crinkle and squeak. Children just flip open the hive to hide the bees inside, then pull them through the peekaboo door one by one! Hive measures 8" tall and includes a guide. Machine-washable.</p>							
1O	AA600	1	<a href="#">Giant Washable Fruit Stacker</a>				
<p>Tots pile on the fun with our jumbo-size stacker! The fruit-themed stacker features 6 giant rings that are squeezably soft and easy to stack—creating a super-sweet way for little ones to explore sizes and colors, develop gross motor skills, and more. The machine-washable stacker measures 18" tall.</p>							
1P	AA440	1	<a href="#">Touch &amp; Explore Sensory Butterfly</a>				
<p>Our adorable butterfly gives little ones a variety of delightful sensory experiences! The wooden wall-mounted butterfly features 4 sensory pads with 2 different textures, plus 2 shatterproof mirrors that kids can use to explore their reflections. There are even 2 support bars so tots can pull themselves up for a closer look...and the butterfly wipes clean for super-easy care! Assembly required. Wall-mounting hardware not included. Butterfly measures 39"w x 23 1/2"h. Develops skills in sensory exploration and gross motor control.</p>							
1Q	AA925	1	<a href="#">Play &amp; Learn Sensory Tubes</a>				
<p>Bouncing balls, gliding stars and jingling bells will delight little ones' senses—as they experience new sights and sounds! Our sensory tubes are permanently sealed for super-safe play...children just roll or shake each one to explore the materials inside! Durable plastic tubes measure 13 1/2" in length.</p>							

**Subtotal: \$939.55**  
**0.0% Tax: \$0.00**  
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**Total: \$939.55**



**QUOTE 16985**

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PLEASE REFERENCE "PER QUOTE #16985" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16985 - KT37470-INFANT MUSIC MOVEMENT**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37470	1	<a href="#">ELC H INFANT MUSIC-MVMNT KIT</a>	\$697.00	\$662.15	\$662.15	

Which consists of:

**1A FD534 1 [Light-Up Musical Shape Sorter](#)**

Switch on the lights and sounds of this surprise-filled sorter—and watch little faces beam! Tots just match the 6 sensory blocks to the base, then giggle in delight as it lights up...and even talks! There's also a game mode to add to the fun! Durable plastic base measures 10" in length. Requires 3 "AA" batteries (not included).



**1B TF273 1 [True Tone Xylophone](#)**

Our easy-play xylophone combines a tough design with superior-quality sound! The rugged plastic xylophone comes with a guide and has 8 securely attached, graduated metal bars—creating clear, accurate notes with every tap of the kid-safe mallet. Xylophone measures 11".



**1C EB872 1 [Songs of Our World CD](#)**










This delightful CD by Raffi introduces kids to cultures around the world—with catchy, lovable songs in lots of different languages! CD features 14 songs.









**1D KM8102D 1 [Singable Songs for the Very Young CD](#)**

This CD includes 19 tracks from Raffi, the award-winning children's entertainer with a joyful style that appeals to all children! CD includes fun traditional songs as well as original songs about counting, how to perform basic tasks like brushing your teeth...even tongue twisters to help with speech development.



Line	Item	Qty	Description	List	Price	Extended	Image
1E	RR634	2	<a href="#">Classroom Song Bank CD</a> Our engaging Classroom Song Bank CD features 40 classic children's songs, including "Rain, Rain, Go Away," "Apples and Bananas," "Are You Sleeping," "One, Two, Buckle My Shoe" and many more!				
1F	YH37	1	<a href="#">Toddler Gym CD</a> Full of lively songs and structured activities that encourage little ones to listen and follow directions, this collection really gets tots movin' and shakin'! All activities are developed specifically for toddlers. CD includes 17 tracks.				
1G	YH47D	1	<a href="#">Traditional Lullabies CD</a> With one CD of instrumental melodies and one CD of soft vocals, Traditional Lullabies features timeless classics like "Hush, Little Baby" and "Go to Sleep." In all, you get 90 minutes of gentle, soothing music. Includes 2 CDs for a total of 23 tracks.				
1H	CE326	1	<a href="#">CD &amp; Cassette Player with BLUETOOTH®</a> A CD & cassette player equipped with BLUETOOTH wireless technology! Our portable, multifunction player lets you wirelessly stream music from BLUETOOTH devices, such as phones and tablets. It also has a programmable CD player, a cassette player and recorder, an FM radio...plus an auxiliary jack for non-BLUETOOTH devices. There are even six 1/8" headphone jacks—perfect for letting multiple children listen at the same time! Player measures 13 1/4" in length and plugs into the wall or runs on 8 "C" batteries.				
1I	GS452	1	<a href="#">Jumbo Rhythm Rainstick</a> Little ones will love shaking out tons of fun rhythms with this colorful plastic rainstick! The jumbo rainstick has 8 fun levels inside for the beads to rain down. Rainstick measures 8" tall.				
1J	AS514	1	<a href="#">Spin &amp; Play Music Mixer</a> Mix up playtime! Featuring an easy-press keyboard with 18 silly sound effects and 4 instrument sounds, including piano and drums, this light-up mixer is perfect for creating tons of tunes! It even has DJ background music and a record for "scratching." 2 volume settings and more! Music mixer measures 13 1/4" in length.				
1K	VR433	1	<a href="#">Pound &amp; Play Music Maker</a> This tot-pleasing pounding bench is full of surprises! Kids use the lightweight hammer to pound colorful balls through matching holes on the bench. When each ball falls through the hole, it rolls down a xylophone underneath—creating fun musical sounds as it goes! Children can even remove the xylophone from the bench and use the attached xylophone stick to tap out their own tunes! Set includes 3 balls, a hammer and a xylophone with a stick. Sturdy wooden bench measures approximately 9 1/2" wide.				
			Jingle, jangle, tap-tap-tap...little ones just can't get enough of our super-shakable instruments! All 4 specially designed plastic instruments have a rounded, easy-grip handle. And they're so easy to play, even the smallest children can get into the act! Instruments measure approximately 4 1/2" wide.				
1M	VR208	1	<a href="#">Play-Along Baby Band</a> Give little ones the gift of music—with this super-shakable instrument set and CD! The 5 toddler-safe instruments are easy for little hands to jingle, clap, shake and drum. Plus, the CD features 6 upbeat songs that are fun to follow along with—helping little ones build fine motor and listening skills while they develop a lifelong love of music! Plastic instruments include an ocean-themed drum, bells, a clip clap, a maraca and a shaker. Drum measures 7" in diameter.				

Line	Item	Qty	Description	List	Price	Extended	Image
1N	DD127	1	<a href="#">Lakeshore Wrist Ribbons - Set of 12</a>				
			Our stretchy satin ribbons slide right onto children's wrists—keeping their hands free to dance, wave, clap and more! The 12 ribbons include 2 each of 6 bright colors; the machine-washable ribbons measure 15 1/2" in length.				
1O	TB542	1	<a href="#">See-Inside Rainsticks - Set of 4</a>				
			Our captivating rainsticks are tons of fun to rattle and shake...and they make a soothing rain sound when children flip them over! Each of the durable plastic rainsticks features colorful, safely sealed beads little ones love to watch...plus an easy-grip design to fit small hands. Set includes 4 rainsticks; each measures 6 1/4" in length.				
1P	RE623	1	<a href="#">Baby Band Rhythm Set</a>				
			Babies just can't get enough of our super, shakable rhythm set! The 6 toddler-safe plastic instruments come in 3 easy-to-play styles—rattles, rainsticks and jingling hand bells...all perfectly sized for little hands. Bells measure 4 3/4".				
1Q	LL236	2	<a href="#">Small Dishwasher-Safe Plastic Basket - Dark Brown</a> <a href="#">(13 1/2"l x 8 1/2"w x 6"h)</a>				
			These incredibly appealing baskets have the soft and natural look of wicker—but they're made of rugged, securely woven plastic to withstand active, daily use in the classroom! The durable baskets are dishwasher-safe, so they couldn't be easier to clean. Plus, each flexible basket has built-in handles, so you can tote them anywhere! Choose from 3 sizes. Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				
1R	LL235	2	<a href="#">Medium Dishwasher-Safe Plastic Basket - Dark Brown</a> <a href="#">(14 1/2"l x 11"w x 7 1/2"h)</a>				
			These incredibly appealing baskets have the soft and natural look of wicker—but they're made of rugged, securely woven plastic to withstand active, daily use in the classroom! The durable baskets are dishwasher-safe, so they couldn't be easier to clean. Plus, each flexible basket has built-in handles, so you can tote them anywhere! Choose from 3 sizes. Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				
1S	LL234	2	<a href="#">Large Dishwasher-Safe Plastic Basket - Dark Brown</a> <a href="#">(15"l x 13"w x 8"h)</a>				
			These incredibly appealing baskets have the soft and natural look of wicker—but they're made of rugged, securely woven plastic to withstand active, daily use in the classroom! The durable baskets are dishwasher-safe, so they couldn't be easier to clean. Plus, each flexible basket has built-in handles, so you can tote them anywhere! Choose from 3 sizes. Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				

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PLEASE REFERENCE "PER QUOTE #16986" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16986 - KT37471-INFANT DRAMATIC PLAY**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37471	1	<a href="#">ELC H INFANT DRAMATIC PLAY KIT</a>	\$1,095.00	\$1,040.25	\$1,040.25	

Which consists of:

**1A AA252 1 [Little Shoppers! Wooden Walker](#)**

Toddlers build confidence and balance with our adorable wooden walker! Featuring smooth edges for safety and wood wheels with rubber tread to grip the floor as little ones learn to walk, the high-quality walker includes a roomy compartment for kids to fill with their favorite items. Walker measures 19"l x 12 1/2"w x 17"h. Play food sold separately.



**1B LL251 1 [Lakeshore Cuddly Washable African American Doll](#)**

This cuddly doll is ideal for little ones! The doll features super-soft clothing and permanent, sewn-on details, so it's incredibly soft and totally safe—even for toddlers. Machine-washable doll measures 11" in length.



**1C LL252 1 [Lakeshore Cuddly Washable Caucasian Doll](#)**

This cuddly doll is ideal for little ones! The doll features super-soft clothing and permanent, sewn-on details, so it's incredibly soft and totally safe—even for toddlers. Machine-washable doll measures 11" in length.



**1D LL253 1 [Lakeshore Cuddly Washable Hispanic Doll](#)**

This cuddly doll is ideal for little ones! The doll features super-soft clothing and permanent, sewn-on details, so it's incredibly soft and totally safe—even for toddlers. Machine-washable doll measures 11" in length.



Line	Item	Qty	Description	List	Price	Extended	Image
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**1E LL254 1 [Lakeshore Cuddly Washable Asian Doll](#)**

This cuddly doll is ideal for little ones! The doll features super-soft clothing and permanent, sewn-on details, so it's incredibly soft and totally safe—even for toddlers. Machine-washable doll measures 11" in length.



**1F DD471 1 [Lakeshore Washable African American Baby Doll](#)**

Our darling doll is super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the doll has movable arms and legs and a squeezably soft body. Plus, the hook & loop outfit is interchangeable with other Lakeshore Washable Baby Dolls. Doll measures 11" in length.



**1G DD472 1 [Lakeshore Washable Caucasian Baby Doll](#)**

Our darling doll is super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the doll has movable arms and legs and a squeezably soft body. Plus, the hook & loop outfit is interchangeable with other Lakeshore Washable Baby Dolls. Doll measures 11" in length.



**1H DD473 1 [Lakeshore Washable Asian Baby Doll](#)**

Our darling doll is super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the doll has movable arms and legs and a squeezably soft body. Plus, the hook & loop outfit is interchangeable with other Lakeshore Washable Baby Dolls. Doll measures 11" in length.



**1I DD474 1 [Lakeshore Washable Hispanic Baby Doll](#)**

Our darling doll is super-detailed and incredibly lifelike, yet tough enough for classroom use and machine-washing! Made of molded vinyl and soft cloth, the doll has movable arms and legs and a squeezably soft body. Plus, the hook & loop outfit is interchangeable with other Lakeshore Washable Baby Dolls. Doll measures 11" in length.



**1J AA529 1 [Cuddle & Carry Baby Doll](#)**

Little ones will love dressing our soft, snuggly baby doll in the easy-fasten dress and removable diaper...tucking her into the bassinet...and taking her with them wherever they go! Doll and bassinet are machine-washable. Bassinet measures 13" in length.



**1K AA599 1 [Soft & Safe Community Helpers](#)**

Introduce little ones to important people in their community—with our soft and safe play figures! The extra-chubby figures are made of super-squeezable plastic that's easy to grab and hold...and they stimulate community awareness as kids play. Set of 5; each measures approximately 7" tall.



**1L HH578 1 [Soft & Safe Pots & Pans](#)**










Little chefs can't wait to get "cooking"—with soft and safe cookware designed just for tots! You get all the pots and pans little ones need to prepare tons of pretend meals—all made of durable, wipe-clean vinyl to withstand years of play. Set includes 4 pots and pans, plus 2 lids; large pot measures 4" tall.









**1M HH991 1 [Soft & Safe Dolls - African American Family](#)**

As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our African American family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.



Line	Item	Qty	Description	List	Price	Extended	Image
1N	HH992	1	<a href="#">Soft &amp; Safe Dolls - Caucasian Family</a>				
			As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Caucasian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1O	HH993	1	<a href="#">Soft &amp; Safe Dolls - Asian Family</a>				
			As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Asian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1P	HH994	1	<a href="#">Soft &amp; Safe Dolls - Hispanic Family</a>				
			As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Hispanic family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1Q	TR221	1	<a href="#">Kid-Tough Fire Truck</a>				
			Little drivers can race to the rescue...with a super-tough fire truck made just for kids! The hard-working truck features smooth-rolling wheels and real-moving parts—so children enjoy tons of action-packed play. Made from 100% recycled plastic with no metal axles, the truck is designed to be super-safe—even for the littlest drivers! Fire truck measures 10 1/2" in length.				
1R	TR222	1	<a href="#">Kid-Tough Dump Truck</a>				
			Little drivers can really get to work...with a super-tough dump truck made just for kids! The hard-working truck features smooth-rolling wheels and real-moving parts—so children enjoy tons of action-packed play. Made from 100% recycled plastic with no metal axles, the truck is designed to be super-safe—even for the littlest drivers! Dump truck measures 10" in length.				
1S	TR223	1	<a href="#">Kid-Tough Recycling Truck</a>				
			Little drivers can really clean up the neighborhood...with a super-tough recycling truck made just for kids! The hard-working truck features smooth-rolling wheels and real-moving parts—so children enjoy tons of action-packed play. Made from 100% recycled plastic with no metal axles, the truck is designed to be super-safe—even for the littlest drivers! Recycling truck measures 12" in length.				
1T	AA275	1	<a href="#">Link &amp; Go! Magnetic Train</a>				
			Our easy-grip train cars have fully contained magnets in front and back, so it's a cinch for tots to link them together or roll them around on their own! Set includes 5 cars with real-rolling wheels; each car measures 3 1/2" in length.				
1U	RR581	1	<a href="#">Big Mouth Cow Puppet</a>				
			Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1V	RR582	1	<a href="#">Big Mouth Pig Puppet</a>				
			Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				



Line	Item	Qty	Description	List	Price	Extended	Image
1W	RR583	1	<a href="#">Big Mouth Frog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1X	RR584	1	<a href="#">Big Mouth Duck Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1Y	RR585	1	<a href="#">Big Mouth Dog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1Z	RR586	1	<a href="#">Big Mouth Bear Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1[	AA267	1	<a href="#">Calming Colors® See &amp; Display Picture Mat</a> Little learners' sense of wonder and self-awareness grow as they discover all there is to see on our cushiony mat! Featuring a shatterproof mirror right in the center surrounded by "frames" to hold six 4" x 6" pictures of your choice, the mat provides 360 degrees of visual stimulation babies can enjoy during tummy time. Plus, the 1"-thick foam mat is soft enough to sit, crawl and play on—perfect for building gross motor skills! Wipe-clean, vinyl-covered mat measures 36" in diameter.				
1\	CF202SG	1	<a href="#">Calming Colors® Sit-Me-Up - Sage Green</a> With our soft and sturdy support seat, little ones practice sitting up and building muscle control—while viewing the world around them! The inviting U-shaped design has a wide, sturdy base and a firm, comfortable surface to rest on—plus, it's made of easy-to-clean vinyl and designed to last and last! Sit-Me-Up measures 23"w x 18 1/2"d x 6"h.				

**Subtotal: \$1,040.25**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$1,040.25**



**QUOTE 16987**

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PLEASE REFERENCE "PER QUOTE #16987" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16987 - KT37472-INFANT BOOK NOOK**

Line	Item	Qty	Description	List	Price	Extended	Image
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1	KT37472	1	<a href="#">ELC H INFANT BOOK NOOK</a>	\$1,291.00	\$1,226.45	\$1,226.45	
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Which consists of:

**1A AA455 1 [Just-My-Size Comfy Book Nook](#)**

An easy-access library and a comfortable spot for children to read—all in one! Perfect for maximizing small spaces, this cushioned seating area is floor-level, so it's a cinch for children to get in and out...and it features removable wooden bookstands on each side to keep lots of favorite titles organized and within reach. Best of all, the book nook is covered in durable, easy-clean vinyl that will withstand years of classroom use! Unit measures 55 1/2"w x 28"d x 17 3/4"h.



**1B AA420 1 [Infant/Toddler Poster Pack](#)**

Just looking around...it's the best way for babies to learn about their world! Engage little ones—with 18 multiethnic posters showing other children just like them! Each poster measures 10" x 13".



**1C RA324 1 [Multicultural Board Book Collection](#)**

Even young kids can explore the diverse world around them...with our engaging board book collection! As children flip through the sturdy pages, they discover that kids are the same all over the world, whether they're from Alaska, South Africa—or somewhere in between! Collection includes the 8 books shown.



**1D RA216 1 [Classic Board Book Story Collection](#)**

The perfect introduction to storybooks! We've collected 8 classic children's favorites, filled with delightful stories and captivating illustrations—all in sturdy board book editions that will last and last. Collection includes "Goodnight Moon," "Jamberry" and more. Collection includes 8 board books.



Line	Item	Qty	Description	List	Price	Extended	Image
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**1E RA273 1 [Social-Emotional Board Book Collection](#)**

Our beautifully illustrated board books encourage toddlers' social-emotional growth and development! The storybooks feature rhythmic language, delightful pictures, and tips for parents and caregivers to help ease daily transitions and routines—gently guiding little ones to be their best. Collection includes all 8 books shown; each is 24 pages.



**1F TS429 1 [Touch & Feel Discovery Books](#)**

Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super-simple text and sturdy pages. You get 6 board books; each is 10 pages.



**1G BK267 1 [Bilingual Board Book Collection](#)**

Children build beginning reading skills as they explore essential classroom themes—with handy board books written in both English and Spanish! The durable board books feature numbers, animals, colors and more...all with simple, kid-pleasing illustrations that provide helpful visual clues. You get 8 board books; each is 18 pages.



**1H RA351 1 [Best Behavior® Board Book Collection](#)**

Simple words and charming illustrations make it easy for even young children to understand the benefits of good behavior—from staying healthy and respecting others to learning positive ways to cope with their feelings! Set includes 8 board books, each with helpful tips for parents and caregivers.



**1I RA709 1 [Dealing with Feelings Board Book Collection](#)**

Children learn how to cope with their feelings...with beautifully illustrated board books that foster social-emotional growth! Our collection includes 8 sturdy board books, each featuring simple language and expressive illustrations that make concepts easy for children to understand.



**Subtotal: \$1,226.45**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$1,226.45**



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PLEASE REFERENCE "PER QUOTE #16988" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16988 - KT37473-INFANT SELFCARE DIAPERING AREA**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37473	1	<a href="#">ELC H INFANT SELF CARE-DIAPRNG</a>	\$2,216.00	\$2,105.20	\$2,105.20	

Which consists of:

**1A AA860 1 [Infant Changer & Storage Center](#)**

Make the most of your care center's space...with a changing station and storage center—all in one! Hardwood center has a changing area on top with a wipe-clean vinyl changing pad, a built-in paper dispenser, an adjustable belt...plus 6"-high sides for safety. Below, there's a storage cabinet with childproof safety latches, 2 doors and 12 big cubbies for supplies! Bins sold separately. Center measures 44 1/4"w x 21 1/2"d x 36 1/2"h. Lifetime warranty.



**1B LM122 1 [See-Inside Bins - Set of 12](#)**

End the "What's inside?" guessing game with our See-Inside Bins. The bins are ideal for storing toys, manipulatives, supplies—you name it! Each plastic bin measures 16 3/4" x 12 1/4" x 6".



**1C AA830 6 [Extra 16" Changing Paper Roll](#)**







Perfect for resupplying our Infant Changer & Storage Center, this extra paper roll measures 225 feet long.



**1D LC814 1 [Handy Bags and Dispenser](#)**

Perfect for diapers, wet clothing and other messes, our wall-mount dispenser lets you tear off bags as you need them! Roll has 1,500 plastic bags; each bag measures 11" x 19". The sturdy steel dispenser measures 16" in length.



Line	Item	Qty	Description	List	Price	Extended	Image
1E	NS17	1	<a href="#">Roll of Bags</a> Our 1,500 plastic bags measure 11" x 19" each.				
1F	HH447	1	<a href="#">Store-It-All Wall Unit</a> Store supplies away from small hands, but within easy reach of caregivers! Our super-strong birch unit has 8 cubbies and 5 storage compartments underneath—perfect for keeping diaper-changing supplies right at your fingertips. Plus, there's a dispenser for a Roll of Bags (sold separately)...and a lip around the sides and back so items won't roll off! The easy-to-mount unit comes complete with hardware for hanging. Unit measures 47 3/4"w x 9 1/2"d x 25 1/2"h. Lifetime warranty.				
1G	QJ578	1	<a href="#">Disposable Sanitary Gloves</a> Our strong, lightweight plastic gloves are a classroom essential! Use them to change diapers, clean up spills and other messes, and more. Box contains 100 sanitary, latex- and powder-free adult-size gloves.				
1H	WA226	1	<a href="#">Washable Terry Cloth Bibs - Set of 10</a> These colorful bibs have a waterproof lining to keep clothing clean and dry! You get a set of ten 10" bibs with hook & loop closures. Bibs are PVC-free and machine-washable.				
1I	AA358	1	<a href="#">Classic Birch Transition Chair - 12"</a> Our super-stable hardwood chairs have wide, tip-resistant legs, an adjustable safety belt, plus smooth edges and rounded corners for safety. The chairs are perfectly sized for our Classic Birch Transition Table. Lifetime warranty.				
1J	RR840	1	<a href="#">Easy-Clean Snap-On Tray</a> This handy tray turns our Classic Birch Transition Chairs (sold separately) into tot-friendly highchairs in an instant! The durable, wipe-clean plastic tray features an extra-deep lip to catch messes and spills, and it adjusts to fit tots of all sizes. Just snap it right onto our Transition Chairs to create a super-secure highchair! Tray measures 22 1/2" wide. BPA-free.				

**Subtotal: \$2,105.20**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$2,105.20**



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PLEASE REFERENCE "PER QUOTE #16989" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16989 - KT37474-TODDLER SCIENCE STEM**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37474	1	<a href="#">ELC H TDDL R SCI-STEM KIT</a>	\$1,051.00	\$998.45	\$998.45	

Which consists of:

**1A AA898 1 [Roll & Race! Activity Ramp](#)**

Kids explore motion, friction, cause and effect, and more—with a 2-lane activity ramp that brings STEM concepts to life! Children just place a textured path on each side of the divided wooden ramp...then compare how the different textures affect the speed and momentum of rolling objects. Great for use with toy vehicles, balls and more, the ramp includes 6 rugged plastic paths. Ramp measures 16" in length; each lane measures 3 1/2" wide.



**1B LA591 1 [Toddler Bristle Builders®](#)**










Our bright, easy-to-use builders encourage creative play—and ensure tons of building fun for toddlers! With pieces in a variety of shapes and sizes that are simple to push together and pull apart, it's a breeze for kids to construct anything they imagine. Plus, you get 3 farm animal friends that connect to the builders and spin—to delight children again and again! Set includes 52 durable plastic pieces; base measures 8".











**1C AR872 1 [Mix & Match Magnetic Wild Animals](#)**

Make a happy alligator, a friendly tiger...or even a "gir-elephant"! Children build 4 adorable safari animals...or mix and match the magnetic pieces to create all sorts of crazy creatures—and let their imaginations run wild! You get a total of 16 pieces. Completed giraffe measures 9 1/2" tall.



Line	Item	Qty	Description	List	Price	Extended	Image
1D	FF444	1	<a href="#">Color Rings Sorting Board</a> Toddlers get simple, hands-on practice matching colors...as they sort easy-grip rings onto 6 chubby pegs! Sturdy hardwood board comes with 24 chunky rings—4 each of 6 colors. Board measures 6 1/4" x 8".				
1E	JJ434	1	<a href="#">Sort-A-Shape Activity Board</a> Little ones fit 16 jumbo, easy-grip pieces into place...and explore colors, shapes and early sorting skills—all at once! The big wooden pieces come in 4 shapes and 4 bright colors...kids just slide them onto the matching pegs, building eye/hand coordination and logical thinking skills—as they play. Board measures 7 1/2" x 7 1/2".				
1F	TB218	1	<a href="#">I Can Count Puzzle Board</a> Our beautifully crafted hardwood puzzle board helps tots build number skills as they play! The board is printed with numbers 1-5...little ones just match the correct number of puzzle pieces to each numeral on the board—for fun, hands-on practice with early counting skills! Set includes 15 raised pieces. Board measures 8" x 8".				
1G	RA432	1	<a href="#">Crystal Building Blocks</a> Our translucent blocks snap together with ease...and add a shimmering touch to brick building! Kids can even use them with our Color-Changing Light Tables—and watch the light shine through! Big set includes 168 easy-fitting plastic pieces in 2 shapes and 6 bright colors—all in a durable tote with a carrying handle. Large blocks measure 2 1/2" in length.				
1H	DD614	1	<a href="#">Super-Safe Specimen Viewers</a> Perfectly sized for little hands, our ingenious viewers give toddlers a safe, up-close look at real science specimens—from a butterfly to a sea star! Each plastic viewer has 2 chunky, easy-grip handles and a durable acrylic panel that protects the specimen while giving kids a crystal-clear view. Set includes 4 viewers; each measures 5 5/8". Child-safe specimens include a starfish, a flower, scorpions and a butterfly.				
1I	DD657	1	<a href="#">Super-Safe Color Viewers</a> What better way to explore colors than with super-safe viewers even babies can use! The 6 translucent viewers are all made of shatterproof acrylic...with chubby, easy-grip plastic handles. You get 2 each of 3 colors. Viewers measure 6 1/2" in length.				
1J	DD658	1	<a href="#">Super-Safe Magnifiers</a> With chunky handles, rounded edges and a shatterproof design, our 6 1/2" magnifiers encourage early exploration! Set includes 4 magnifiers, each with a clear acrylic lens encased in a sturdy plastic frame.				
1K	VR244	1	<a href="#">Rainbow Stack Ball Track</a> Our colorful tower is full of spinning action! Little ones build eye/hand coordination as they drop the balls and watch them whirl, rattle and tumble through each level! Track comes with 3 balls. Tower measures 19" tall.				
1L	AA693	1	<a href="#">Calming Colors® Giant Soft Blocks</a> Soft and safe blocks—in soothing colors to complement any classroom decor! Our jumbo-sized blocks are made of extra-durable lightweight foam—so even the youngest builders can stack and create with ease. Plus, each block features precise edges for building super-sturdy structures...quietly! You get 26 giant blocks in 6 shapes, all in a vinyl tote. Largest block measures 6".				

Line	Item	Qty	Description	List	Price	Extended	Image
1M	DD645	1	<a href="#">My First Pegboard Set</a>				
<p>As tots fit chunky, baby-safe pegs into our fun-shaped pegboards, they explore color matching, develop eye/hand coordination and build muscle control! The big, 9" x 9" pegboards are made of soft, flexible foam...and the jumbo pegs measure 2" wide, so they're a cinch for small hands to grip. Set includes 4 boards and 40 pegs.</p>							
1N	AA928	1	<a href="#">Toddler Lacing Keys</a>				
<p>Kids build fine motor control and eye/hand coordination and get hands-on counting and color-sorting practice—as they slide colorful keys onto big key rings! You get 50 toddler-friendly keys and 10 rings, all made of durable plastic and sized just right for little hands. Keys come in 5 colors and measure 3 1/2" in length.</p>							
1O	LL278	1	<a href="#">Ladybug Number Match</a>				
<p>Our playful ladybugs help children practice counting, match numbers to quantities and more! Kids just count up the dots on a ladybug—then find the leaf with the matching numeral from 1 to 10. Each leaf has a self-correcting peg that only fits the matching ladybug, so our set is perfect for independent practice. Set features a total of 20 pieces, including 10 plastic ladybug counters and 10 leaves, plus a guide with activity ideas. Leaves measure 3 3/4" in length.</p>							
1P	BR573	1	<a href="#">Easy-Build Bricks - Starter Set</a>				
<p>Easy to hold and easy to stack, these jumbo-sized bricks make building a breeze! Lightweight plastic bricks have a simple, interlocking design that lets children press them together effortlessly...and keeps them in place until kids pull them apart. Set includes 28 bricks in 5 colors and 2 sizes; largest brick measures 11 3/4" in length.</p>							
1Q	AA866	1	<a href="#">Lakeshore Toddler Science Center</a>				
<p>Does a rubber ducky sink or float? What can a magnet pick up? What does a snake's skin look like up close? Little ones discover the answers to these questions and more with a toddler-safe science center made especially for them! We've packed the center with tons of super-safe materials children will love to explore, giving them hands-on experience with essential science concepts—from magnification and reflection to color recognition. Center includes everything shown, for a total of 34 pieces; the base for the shatterproof mirrors measures 9 1/2" in length. Topics include magnetism, magnification, reflection, color, and sink or float.</p>							
1R	EE354	1	<a href="#">Wacky Water Droppers - Set of 4</a>				
<p>It has never been more fun to explore the properties of water, compare water flow or even practice color mixing! As kids squirt water through the wacky, see-inside tubes, they make predictions and observations—and learn to think like scientists! The 4 plastic droppers measure 6 3/4" and come with a guide.</p>							
1S	AA931	1	<a href="#">Giant Sight &amp; Sound Tubes</a>				
<p>A fascinating, hands-on way for tots to explore sight and sound! Each see-inside tube is filled with objects of different colors, weights, shapes and sizes—like feathers, balls, bells and sparkly gems—so kids get a variety of fun sensory experiences! Durable plastic tubes are permanently sealed for added safety. Set includes 5 tubes; each measures 16" in length.</p>							
1T	RA449	1	<a href="#">Math &amp; Science Board Book Collection</a>				
<p>Make math and science more approachable for early learners with our delightful board books! Each features simple text and memorable illustrations that demonstrate counting, life cycles, weather and more. You get a set of 8 board books that are perfect for storytime or independent discovery.</p>							

Subtotal: \$998.45  
0.0% Tax: \$0.00  
Freight Amount: \$0.00  
Total: \$998.45





**QUOTE 16990**

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PLEASE REFERENCE "PER QUOTE #16990" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16990 - KT37475-TODDLER GROSS MOTOR**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37475	1	<a href="#">ELC H TDDLRL GROSS MOTOR KIT</a>	\$561.00	\$532.95	\$532.95	

Which consists of:

**1A RA239 1 [Colors & Shapes Activity Mats](#)**

From setting up an obstacle course to creating targets for a beanbag toss, there's no limit to what your class can do with our versatile activity mats! Perfect for use indoors or out, the set includes 18 vinyl mats in 3 fun shapes and 6 colors, plus a guide filled with exciting activity ideas. Square mats measure 9" x 9".



**1B LA153 2 [Lakeshore First Trike](#)**

Even tiny tots can cruise around on this trike! Scaled just for toddlers, it has a low 11" seat and easy-push pedals...plus a special design that allows it to be used as a "scoot-along" by children who aren't ready for pedaling. Trike measures 23 1/2" in length. Simple assembly.



**1C CS416 2 [Child-Sized Safety Helmet - Extra-Small](#)**

Little heads get all the protection they need with our safety helmets. They're made of extra-dense styrene with a super-tough, protective coating, so they're lightweight and impact-resistant. Plus, adjustable straps and soft padding ensure a comfortable fit.



**OUT OF STOCK: 9/2/24**

**Subtotal: \$532.95**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$532.95**



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PLEASE REFERENCE "PER QUOTE #16991" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16991 - KT37476-TODDLER FINE MOTOR**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37476	1	<a href="#">ELC H TDDL R FINE MOTOR KIT</a>	\$895.00	\$850.25	\$850.25	

Which consists of:

**1A AA739 2 [My First Magic Board](#)**

Our tot-friendly board has everything little ones need to draw and design—in one convenient place! Featuring a permanently attached magnetic “crayon” that’s easy for little hands to hold and control, plus an easy-slide eraser that makes it a cinch to clean the screen, the board is perfect for endless drawing and pre-writing practice. Sturdy plastic board measures approximately 10 1/4" x 14 7/8".



**1B RA367 1 [Soft & Squeezy Farm Animals](#)**

Specially designed for young children, our adorable farm animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a horse to a sheep, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Large pig measures 5" in length.



**1C DD645 1 [My First Pegboard Set](#)**










As tots fit chunky, baby-safe pegs into our fun-shaped pegboards, they explore color matching, develop eye/hand coordination and build muscle control! The big, 9" x 9" pegboards are made of soft, flexible foam...and the jumbo pegs measure 2" wide, so they're a cinch for small hands to grip. Set includes 4 boards and 40 pegs.










**1D FF444 1 [Color Rings Sorting Board](#)**

Toddlers get simple, hands-on practice matching colors...as they sort easy-grip rings onto 6 chubby pegs! Sturdy hardwood board comes with 24 chunky rings—4 each of 6 colors. Board measures 6 1/4" x 8".



Line	Item	Qty	Description	List	Price	Extended	Image
1E	AA775	1	<a href="#">Button Size-Sorting Box</a> This soft vinyl sorting box gives toddlers hands-on experience with color, shape, size and fine motor control. Tots just sort the buttons into the 6" box, then pop off the lid to do it again! Sorting box comes with 24 plastic buttons in 3 shapes and 4 colors.				
1F	HH449	1	<a href="#">Wooden Shape Sorter</a> Our adorable, turtle-shaped sorter helps little ones build logical thinking skills and eye/hand coordination! The sorting base comes with 8 easy-grip hardwood pieces in 4 shapes and colors. Children just fit them onto 4 chubby pegs to build shape recognition, sorting skills and motor control! Wooden board measures 10 3/4" in length.				
1G	FF188	1	<a href="#">Big Knob Learning Puzzle Set</a> Little ones will love to explore colors, shapes and numbers with our simple hardwood puzzles! Each puzzle has 5 pieces with easy-grip giant knobs...plus corresponding words or numbers printed on the boards! Set includes 3 puzzles in a storage rack. Puzzles measure 8 1/4" x 11 3/4".				
1H	EE439	1	<a href="#">Big Knob First Puzzle Set</a> Little hands have no problem piecing together these adorable puzzles! Each simple puzzle has 4 wooden pieces with giant, easy-grip knobs—so they're a cinch for kids to grab and fit into place. And with matching illustrations right on the puzzle boards, they couldn't be better for beginners! Four puzzles come in a handy wire rack. Puzzles measure 9" x 9".				
1I	TB125	1	<a href="#">Simple Shapes Puzzle Board</a> As toddlers fit colorful, jumbo-sized pieces into our super-simple puzzle board, they develop fine motor control—and build early matching skills! The hardwood puzzle features 9 easy-grip, raised pieces. Board measures 8" x 8".				
1J	BC553	1	<a href="#">See-Inside Sorting Bucket</a> Tots slide 12 shapes into the holes on our clear-view bucket...and watch them fall to the bottom! As little ones play, they explore spatial relationships and build dexterity. Plastic bucket measures 7 1/4" tall.				
1K	DD124	1	<a href="#">My First Match-Ups</a> As little ones put together our super-simple match-ups, they get hands-on practice with colors, matching, early language skills and more! Each pair of soft-stuffed pieces features a familiar picture, plus a vibrant crayon that represents each color. Kids just match them up to explore colors one by one! You get a total of 16 wipe-clean vinyl pieces; each measures 3".				
1L	GG487	1	<a href="#">Shapes Discovery Boxes</a> Tots just open up our inviting boxes...and get a super-appealing introduction to basic shapes! Each box contains 4 irresistible items that share the same shape, including a labeled beanbag, an abstract shape and 2 everyday objects. Tots explore shapes one at a time as they open up the boxes to discover a round cookie, a triangular pizza slice and more! You get 4 surface-washable vinyl boxes and 16 shapes. Each box measures 5" tall.				
1M	LA534	1	<a href="#">Slot-Together Animals</a> Our giant-sized animals slot together lots of ways, so it's a cinch for little builders to make jumbo constructions! Our 150-piece set features all of children's favorite animals, plus play people for double the fun—each with easy-fitting slots. Each plastic piece measures 3"-4 1/2" and comes in a stackable plastic tote.				

Line	Item	Qty	Description	List	Price	Extended	Image
1N	LA847	1	<a href="#">Giant Star Builders</a> These giant, colorful stars fit together from any angle—so even little ones can build with success! Our plastic set includes 30 colorful pieces, each with an extra-chunky design for easy handling. The 5" builders come in a stackable plastic storage tote.				
1O	LA848	1	<a href="#">ABC Blocks</a> Toddlers learn to recognize all the letters of the alphabet—as they stack and build! Our set includes 60 big uppercase letter blocks, each with a round-edge plastic design for super-safe block play. The 2 1/4" blocks come in a stackable plastic storage tote.				
1P	LA874	1	<a href="#">Motor Links</a> Our chubby vehicles are a cinch for little ones to link together...and pull apart! Set includes 72 rugged plastic vehicles—from cars and trains to boats—all with smooth, rounded edges for super-safe play. The 3" vehicles come in a stackable plastic storage tote.				
1Q	CS439	1	<a href="#">Crazy Shapes Magnetic Building Set</a> Kids go crazy for these magnetic builders! The 30 wacky shapes stick to each other thanks to the super-strong magnets inside. Just link up wheels, tubes, a propeller and more to create robots, helicopters, real-rolling vehicles and anything else little engineers can dream up! Largest piece measures 5 1/2" in length.				
1R	BR569	1	<a href="#">Clip &amp; Create Builders</a> Clip together a colorful car, a bold robot and more with our unique set of builders! Children simply use the linking pieces to latch rectangles, circles, squares, triangles and more together—for endless design possibilities. Plus, the pieces are a breeze to connect...so even little ones can develop eye/hand coordination as they play! Set includes 80 durable plastic pieces in 8 brilliant colors; rectangles measure 4 1/2".				
1S	EE354	1	<a href="#">Wacky Water Droppers - Set of 4</a> It has never been more fun to explore the properties of water, compare water flow or even practice color mixing! As kids squirt water through the wacky, see-inside tubes, they make predictions and observations—and learn to think like scientists! The 4 plastic droppers measure 6 3/4" and come with a guide.				
1T	LL302	3	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural</a> <a href="#">(14 1/2"l x 11"w x 7 1/2"h)</a> Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				

**Subtotal: \$850.25**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$850.25**



**QUOTE 16992**

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PLEASE REFERENCE "PER QUOTE #16992" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16992 - KT37477-TODDLER LITERACY**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37477	1	<a href="#">ELC H TDDL R LITERACY KIT</a>	\$493.00	\$468.35	\$468.35	

Which consists of:

**1A AA166 1 [Polar Bear, Polar Bear, What Do You Hear Storytelling Kit](#)**

Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 12 pieces. Board book sold separately.



**1B AA167 1 [Little Blue Truck Storytelling Kit](#)**

Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 7 pieces. Board book sold separately.



**OUT OF STOCK: 09/09/2024**

**1C AA168 1 [Duck & Goose: Goose Needs a Hug Storytelling Kit](#)**

Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 7 pieces. Board book sold separately.












**OUT OF STOCK: 08/19/2024**

**1D AA169 1 [The Rainbow Fish: Counting Storytelling Kit](#)**

Retelling this classic story is an absolute breeze with our toddler-safe kit! The pieces bring the beloved story to life—helping toddlers build oral language and vocabulary skills. Plus, the easy-to-use pieces stick right on any hook & loop-receptive surface—like our Storytelling Board with Magnetic Backing. Kit includes 11 pieces. Board book sold separately.



Line	Item	Qty	Description	List	Price	Extended	Image
1E	BK357	1	<a href="#">Little Blue Truck Board Book</a> Children will love this rhyming romp about the importance of friendship, kindness and teamwork! Full of adorable illustrations and fun sounds, the sturdy board book tells the story of a brave truck and his animal friends, who help push a dump truck out of the mud. Board book by Alice Schertle and Jill McElmurry is 30 pages.				
1F	BK358	1	<a href="#">Duck &amp; Goose: Goose Needs a Hug Board Book</a> In this touching story about friendship and affection, only a simple hug can help gloomy Goose cheer up! With adorable, expressive illustrations and simple dialogue, the sturdy board book is sure to delight young readers—and teach them the value of caring friends! Book by Tad Hills is 18 pages.				
1G	BK356	1	<a href="#">Polar Bear, Polar Bear, What Do You Hear Board Book</a> What do the animals at the zoo hear? Children take a visual visit to the zoo, beginning their adventure with a polar bear who hears a lion roaring, a zebra who hears a boa constrictor hissing and more! The sturdy board book's bold and vivid illustrations pair perfectly with simple rhyming text children will want to experience again and again. Board book by Bill Martin Jr. and Eric Carle is 24 pages.				
1H	BK359	1	<a href="#">The Rainbow Fish: Counting Board Book</a> Children learn numbers 1-10...on an underwater counting adventure! The sturdy board book features vividly illustrated sea creatures—plus corresponding numerals and simple text. Board book by Marcus Pfister is 22 pages.				
1I	RA216	1	<a href="#">Classic Board Book Story Collection</a> The perfect introduction to storybooks! We've collected 8 classic children's favorites, filled with delightful stories and captivating illustrations—all in sturdy board book editions that will last and last. Collection includes "Goodnight Moon," "Jamberry" and more. Collection includes 8 board books.				
1J	RA324	1	<a href="#">Multicultural Board Book Collection</a> Even young kids can explore the diverse world around them...with our engaging board book collection! As children flip through the sturdy pages, they discover that kids are the same all over the world, whether they're from Alaska, South Africa—or somewhere in between! Collection includes the 8 books shown.				
1K	RA351	1	<a href="#">Best Behavior® Board Book Collection</a> Simple words and charming illustrations make it easy for even young children to understand the benefits of good behavior—from staying healthy and respecting others to learning positive ways to cope with their feelings! Set includes 8 board books, each with helpful tips for parents and caregivers.				
1L	RA709	1	<a href="#">Dealing with Feelings Board Book Collection</a> Children learn how to cope with their feelings...with beautifully illustrated board books that foster social-emotional growth! Our collection includes 8 sturdy board books, each featuring simple language and expressive illustrations that make concepts easy for children to understand.				
1M	LL302	2	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural</a> (14 1/2"l x 11"w x 7 1/2"h) Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				

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Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16993 - KT37478-TODDLER SENSORY**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37478	1	<a href="#">ELC H TDDL R SENSORY KIT</a>	\$538.00	\$511.10	\$511.10	

Which consists of:

**1A HH479 1 [Explore & Match Sensory Hedgehog](#)**

Children make tons of sensory discoveries as they explore this adorable hardwood puzzle! The hedgehog's "quills" feature embedded textures and visual elements—from smooth and bumpy to mirrored and tinted. Kids simply choose a "quill"...explore it with their hands and eyes...then match it to its corresponding color on the puzzle board! Durable board includes 9 easy-to-grab pieces; board measures 12 1/2" in length.



**1B AA537 1 [Toddler-Safe Washable Sensory Spirals](#)**










Now even toddlers can experience the excitement of sensory play—with super-safe, extra-chunky spirals made especially for them! Featuring a fun-to-touch squishy texture, the springy spirals are perfect for hours of hands-on, tactile exploration. Plus, the spirals are fully washable, so they can be used and reused for years to come! You get 115 durable plastic spirals in red and orange. Sensory bins sold separately.



**1C AA538 1 [Toddler-Safe Washable Sensory Balls](#)**

Now even toddlers can experience the excitement of sensory play—with super-safe, extra-chunky balls made especially for them! Featuring a fun-to-touch squishy texture, the bumpy balls are perfect for hours of hands-on, tactile exploration. Plus, the balls are fully washable, so they can be used and reused for years to come! You get 50 durable plastic balls in light and dark green. Sensory bins sold separately.



Line	Item	Qty	Description	List	Price	Extended	Image
1D	AA539	1	<a href="#">Toddler-Safe Washable Sensory Stars</a>				
			Now even toddlers can experience the excitement of sensory play—with super-safe, extra-chunky stars made especially for them! Featuring a fun-to-touch bumpy texture, the stars are perfect for hours of hands-on, tactile exploration. Plus, the stars are fully washable, so they can be used and reused for years to come! You get 175 durable plastic stars in light and dark blue. Sensory bins sold separately.				
1E	266SB	3	<a href="#">10 QT STORAGE CONTAINER W-LID</a>				
1F	SE712	1	<a href="#">Sensory Match Seashells</a>				
			Made from 100% eco-friendly materials, these realistic seashells bring a touch of nature to any sand and water center! Featuring six different tactile surfaces, the shells are great for sensory exploration, making impressions in sand and dough, and more. You get 36 shells in 3 sizes, a storage bag and a guide. Largest shell measures approximately 2 3/5".				
1G	AX14	1	<a href="#">Lakeshore Dough - Orange</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1H	AX16	1	<a href="#">Lakeshore Dough - Purple</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1I	AX2	1	<a href="#">Lakeshore Dough - Red</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1J	AX4	1	<a href="#">Lakeshore Dough - Blue</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1K	AX6	1	<a href="#">Lakeshore Dough - Yellow</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1L	AX8	1	<a href="#">Lakeshore Dough - Green</a>				
			Here's nontoxic, pleasant-smelling dough in 6 super-bright colors! The lidded, 3-pound plastic tubs keep dough fresh and pliable.				
1M	DS296	1	<a href="#">Mix &amp; Match Sensory Spheres</a>				
			Kids express their creativity and explore their senses—as they make tons of fun designs in dough, paint and more! Our two-piece spheres open up and connect with a twist—so kids can mix and match the 4 patterns as they create fascinating impressions! Set includes 8 plastic, dishwasher-safe spheres. Each sphere measures 2 1/2" in diameter.				



Line	Item	Qty	Description	List	Price	Extended	Image
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**1N AA808 1 [Touch & Learn Picture Card Library](#)**

From a scaly fish and a fluffy towel to a cute lion with a furry mane, our cards are filled with exciting textures to stimulate curious tots! Each sturdy card has a fun-to-touch picture on front labeled with the name of the object...plus questions and prompts on back designed to help tots build language skills as they feel and explore. Set includes 40 cards in 5 different categories—all in a box with handy dividers. Cards measure 4 1/2" x 5 3/4". Topics include Things I Wear; Animals I See; In the Park; At the Beach; and Things at Home.



**1O PP508 1 [Sensory Star Beanbags - Set of 6](#)**

Our colorful beanbags are fun to feel and toss—for a sensory experience little ones can't resist! Ideal for exploring texture and color, building gross motor skills, and tons of other activities, each star-shaped beanbag is covered in a different tactile material that tots will love to touch! You get 6 beanbags; each measures approximately 4 3/4" wide. Beanbags are machine- or surface-washable.



**1P AA823 1 [See-Inside Sensory Blocks](#)**

Little ones get a hands-on sensory experience with our irresistible see-inside blocks! The 12 baby-safe blocks are filled with balls in 3 sizes and 4 colors—and they make intriguing sounds with every shake! Blocks feature soft plastic edges for easy gripping; each measures 2".



**1Q TS749 1 [Soft & Safe Sensory Shapes](#)**

Little ones can't get enough of our squeezable sensory shapes—featuring stimulating textures that are fun to explore! Each chunky shape has rounded nubs on all sides and is made of flexible plastic that's easy for kids to grip! Set includes 6 shapes in 6 colors; tallest measures 4".



**1R DS122 1 [Pop & Play Sensory Dimpl™](#)**

Little ones can't resist pushing, pressing and popping our dimpled tray! The easy-grip tray features 5 super-soft silicone dimples in various sizes. Kids just push them in and out—for endless tactile exploration and development of fine motor skills! Easy-clean, BPA-free plastic tray measures 5 3/4".



**1S LL759 1 [Hide & Seek Discovery Ball](#)**

Tots explore spatial relationships and build dexterity—as they hide plush sensory balls in our giant, easy-grip ball, then pull them out and play again! The 4 small balls even rattle or jingle to keep babies engaged. Large ball measures 7 1/2".



**1T AA360 1 [Washable Sensory Friends](#)**

There's so much for tots to see, hear and touch with our adorable Sensory Friends! Each plush animal has a different textured tummy—from bumpy and swirly to zigzag—and crinkly ears or wings. As little ones feel and explore the sensory features, they relax, calm down and self-soothe in the gentlest of ways. Set includes 3 machine-washable animals—a butterfly, an elephant and an owl. Animals measure approximately 6".



**Subtotal: \$511.10**  
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**QUOTE 16994**

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PLEASE REFERENCE "PER QUOTE #16994" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024 Sls: 133 Your reference number: **QUOTE #16994 - KT37479-TODDLER MUSIC MOVEMENT**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37479	1	<a href="#">ELC H TDDL R MUSIC-MVMNT KIT</a>	\$760.00	\$722.00	\$722.00	

Which consists of:

**1A RA478 1 [Heavy-Duty Rhythm Set](#)**

Let children shake, jingle and pound away—these rugged instruments will last through years of busy music-making! The heavy-duty plastic rhythm set includes enough instruments for up to 12 children at once. Plus, each instrument has an easy-grip design, so they're a breeze for little hands to hold and play! Set includes 12 instruments. Maracas measure 6 1/4".



**1B TF273 1 [True Tone Xylophone](#)**

Our easy-play xylophone combines a tough design with superior-quality sound! The rugged plastic xylophone comes with a guide and has 8 securely attached, graduated metal bars—creating clear, accurate notes with every tap of the kid-safe mallet. Xylophone measures 11".



**1C LC241 1 [Heavy-Duty Drums - Set of 4](#)**

Our classroom-tough drums will stand up to all the tapping, pounding and playing children can dish out! Each drum features a sturdy plastic design...and comes complete with a big, tapered mallet that's easy for children to grip as they play. The mallets even fit into the side of each drum for super-easy storage! Set includes 4 drums and 4 mallets; drums measure 8" in diameter.



**1D JC13 1 [Rhythm Stick Activity Kit](#)**

Our colorful wooden sticks help children develop eye/hand coordination and rhythm. Kit includes an activity book with over 50 ideas for one- and two-stick games. You get 24 sticks; each measures 12".



Line	Item	Qty	Description	List	Price	Extended	Image
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**1E TB542 1 [See-Inside Rainsticks - Set of 4](#)**

Our captivating rainsticks are tons of fun to rattle and shake...and they make a soothing rain sound when children flip them over! Each of the durable plastic rainsticks features colorful, safely sealed beads little ones love to watch...plus an easy-grip design to fit small hands. Set includes 4 rainsticks; each measures 6 1/4" in length.



**1F FT569D 1 [Kids in Action CD](#)**

These memorable tunes from Greg & Steve get kids up and moving again & again! CD includes 12 songs kids will love to sing and move along to.



**1G GC113D 1 [Shake, Rattle & Rock CD](#)**

Kids have a great time as they sing, move and dance along with 12 energetic songs from Greg & Steve!



**1H YH1D 1 [We All Live Together: Volume 1 CD](#)**

This kid-friendly CD from Greg & Steve includes 13 songs that encourage rhythm and movement, activity, call and response, singing along...and even resting!



**1I YH2D 1 [We All Live Together: Volume 2 CD](#)**

Get even more amazing, uplifting music from Greg & Steve with this CD featuring original tunes...plus some familiar favorites kids love! This 13-track CD encourages rhythm and movement, activity, call and response, singing along, creative play and resting!



**1J YH8D 1 [Kids in Motion CD](#)**

Kids love to get moving to the catchy beats of Greg & Steve! The songs in the collection encourage children to boogie, balance and even freeze in place. CD includes 15 tracks.



**1K CE326 1 [CD & Cassette Player with BLUETOOTH®](#)**

A CD & cassette player equipped with BLUETOOTH wireless technology! Our portable, multifunction player lets you wirelessly stream music from BLUETOOTH devices, such as phones and tablets. It also has a programmable CD player, a cassette player and recorder, an FM radio...plus an auxiliary jack for non-BLUETOOTH devices. There are even six 1/8" headphone jacks—perfect for letting multiple children listen at the same time! Player measures 13 1/4" in length and plugs into the wall or runs on 8 "C" batteries.



**1L AS514 1 [Spin & Play Music Mixer](#)**








Mix up playtime! Featuring an easy-press keyboard with 18 silly sound effects and 4 instrument sounds, including piano and drums, this light-up mixer is perfect for creating tons of tunes! It even has DJ background music and a record for "scratching," 2 volume settings and more! Music mixer measures 13 1/4" in length.



**1M VR433 1 [Pound & Play Music Maker](#)**

This tot-pleasing pounding bench is full of surprises! Kids use the lightweight hammer to pound colorful balls through matching holes on the bench. When each ball falls through the hole, it rolls down a xylophone underneath—creating fun musical sounds as it goes! Children can even remove the xylophone from the bench and use the attached xylophone stick to tap out their own tunes! Set includes 3 balls, a hammer and a xylophone with a stick. Sturdy wooden bench measures approximately 9 1/2" wide.



Line	Item	Qty	Description	List	Price	Extended	Image
1N	FS281	1	<a href="#">Little Hands Music Makers</a>				
			Jingle, jangle, tap-tap-tap...little ones just can't get enough of our super-shakable instruments! All 4 specially designed plastic instruments have a rounded, easy-grip handle. And they're so easy to play, even the smallest children can get into the act! Instruments measure approximately 4 1/2" wide.				
1O	VR208	1	<a href="#">Play-Along Baby Band</a>				
			Give little ones the gift of music—with this super-shakable instrument set and CD! The 5 toddler-safe instruments are easy for little hands to jingle, clap, shake and drum. Plus, the CD features 6 upbeat songs that are fun to follow along with—helping little ones build fine motor and listening skills while they develop a lifelong love of music! Plastic instruments include an ocean-themed drum, bells, a clip clap, a maraca and a shaker. Drum measures 7" in diameter.				
1P	DD127	1	<a href="#">Lakeshore Wrist Ribbons - Set of 12</a>				
			Our stretchy satin ribbons slide right onto children's wrists—keeping their hands free to dance, wave, clap and more! The 12 ribbons include 2 each of 6 bright colors; the machine-washable ribbons measure 15 1/2" in length.				
1Q	TT681	1	<a href="#">Activity Scarves</a>				
			Get children moving! Our bright nylon scarves are lots of fun to wave, toss, twirl and more—perfect for music and movement activities and fun at home! Set includes 12 scarves.				
1R	RE623	1	<a href="#">Baby Band Rhythm Set</a>				
			Babies just can't get enough of our super, shakable rhythm set! The 6 toddler-safe plastic instruments come in 3 easy-to-play styles—rattles, rainsticks and jingling hand bells...all perfectly sized for little hands. Bells measure 4 3/4".				
1S	GS452	1	<a href="#">Jumbo Rhythm Rainstick</a>				
			Little ones will love shaking out tons of fun rhythms with this colorful plastic rainstick! The jumbo rainstick has 8 fun levels inside for the beads to rain down. Rainstick measures 8" tall.				
1T	LL302	2	<a href="#">Medium Dishwasher-Safe Plastic Basket - Natural</a> <a href="#">(14 1/2"l x 11"w x 7 1/2"h)</a>				
			Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.				

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PLEASE REFERENCE "PER QUOTE #16995" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16995 - KT37480-TODDLER DRAMATIC PLAY AREA**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37480	1	<a href="#">ELC H TDDL R DRAMATIC PLAY KIT</a>	\$791.00	\$751.45	\$751.45	

Which consists of:

**1A LDA178 1 [Indestructible Play Dishes - 4-Service Set](#)**

Our kid-sized cups, plates and utensils are made of super-safe, unbreakable plastic—so they're tough enough for years of pretend meals! Set includes everything you need for 4 complete place settings, for a total of 20 dishwasher-safe, rugged plastic pieces. Plate measures approximately 6 1/2" in diameter.



**1B AA350 1 [Toddler-Safe Food Basket](#)**

Our natural-looking play food is super-safe for little ones! The 10 plastic pieces come in a roomy basket tots will love to fill again and again. Rugged plastic basket is dishwasher-safe and measures 8 1/2" x 8 1/2".



**1C LL682 1 [Toddler Police Officer Costume](#)**










Even little ones can keep their community safe...with a super-realistic costume designed just for them! Our police officer costume is made of soft machine-washable fabric...and comes with an easy-clean, tot-sized vinyl hat and an authentic-looking badge. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.












**1D LL683 1 [Toddler Firefighter Costume](#)**

Even little ones can be a firefighter...with a super-realistic costume designed just for them! Our wipe-clean vinyl costume comes with a tot-sized vinyl helmet and a pretend fire extinguisher. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.



Line	Item	Qty	Description	List	Price	Extended	Image
1E	LL684	1	<a href="#">Toddler Mail Carrier Costume</a> Even little ones can deliver the mail...with a super-realistic costume designed just for them! Our mail carrier costume includes a vest and mailbag, both made of soft machine-washable fabric...and an easy-clean, tot-sized vinyl hat. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.				
1F	LL685	1	<a href="#">Toddler Doctor Costume</a> Even little ones can be a doctor...with a super-realistic costume designed just for them! Our soft, machine-washable scrubs come with an easy-clean vinyl headband and stethoscope. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.				
1G	LL686	1	<a href="#">Toddler Chef Costume</a> Even little ones can whip up a big meal...with a super-realistic costume designed just for them! Our chef costume comes with a soft fabric apron, a chef's hat and oven mitt—all completely machine-washable. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.				
1H	LL687	1	<a href="#">Toddler Construction Worker Costume</a> Even little ones can build big structures...with a super-realistic costume designed just for them! Our construction worker costume includes a soft machine-washable vest, an easy-clean vinyl hat—and even a soft vinyl hammer. Plus, the outfit has a simple pullover design with hook & loop closures right on the side, so tots can dress themselves! Costume fits children ages 18 months-36 months.				
1I	HH642	1	<a href="#">Indestructible Pots &amp; Pans Playset</a> Children cook up tons of pretend meals—with unbreakable pots and pans made just for them! The 18 kid-safe plastic cookware pieces include pots, pans and saucepans with lids...plus spoons, ladles and spatulas. Dishwasher-safe set is coordinated to our Indestructible Kitchen Playset. Saucepans measure 9 1/8" in length.				
1J	DS801	1	<a href="#">Big Huggable &amp; Washable African American Baby Doll</a> Cute, cuddly and a cinch to care for, our big baby doll is completely machine-washable! The doll has all the details of a real baby...including a removable hook & loop outfit, unique facial expression, plus movable arms and legs. Doll is made of molded vinyl with polyester filling; measures 20" in length.				
1K	DS802	1	<a href="#">Big Huggable &amp; Washable Asian Baby Doll</a> Cute, cuddly and a cinch to care for, our big baby doll is completely machine-washable! The doll has all the details of a real baby...including a removable hook & loop outfit, unique facial expression, plus movable arms and legs. Doll is made of molded vinyl with polyester filling; measures 20" in length.				
1L	DS803	1	<a href="#">Big Huggable &amp; Washable Caucasian Baby Doll</a> Cute, cuddly and a cinch to care for, our big baby doll is completely machine-washable! The doll has all the details of a real baby...including a removable hook & loop outfit, unique facial expression, plus movable arms and legs. Doll is made of molded vinyl with polyester filling; measures 20" in length.				
1M	DS804	1	<a href="#">Big Huggable &amp; Washable Hispanic Baby Doll</a> Cute, cuddly and a cinch to care for, our big baby doll is completely machine-washable! The doll has all the details of a real baby...including a removable hook & loop outfit, unique facial expression, plus movable arms and legs. Doll is made of molded vinyl with polyester filling; measures 20" in length.				

Line	Item	Qty	Description	List	Price	Extended	Image
1N	DS240	1	<a href="#">Baby Doll Blankets &amp; Bottles</a> These super-soft blankets and easy-grip bottles are great for enhancing doll play! You get 4 machine-washable polyester blankets, plus 4 matching baby bottles made from durable, kid-safe plastic. Blankets measure 18" x 18".				
1O	AR872	1	<a href="#">Mix &amp; Match Magnetic Wild Animals</a> Make a happy alligator, a friendly tiger...or even a "gir-elephant"! Children build 4 adorable safari animals...or mix and match the magnetic pieces to create all sorts of crazy creatures—and let their imaginations run wild! You get a total of 16 pieces. Completed giraffe measures 9 1/2" tall.				
1P	RA367	1	<a href="#">Soft &amp; Squeezy Farm Animals</a> Specially designed for young children, our adorable farm animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a horse to a sheep, our set includes 10 irresistible vinyl animals with charming details and friendly features children are sure to love. Large pig measures 5" in length.				
1Q	RA369	1	<a href="#">Soft &amp; Squeezy Dinosaurs</a> Specially designed for young children, our adorable dinos have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From a triceratops to a stegosaurus, our set includes 8 irresistible vinyl dinosaurs with charming details and friendly features children are sure to love. T. rex measures 6 3/4" in length.				
1R	DC411	1	<a href="#">Tub of Cars, Planes &amp; Trains</a> These extra-rugged vehicles stand up to super-rough play—indoors or out! The durable plastic set includes chunky cars, trucks, airplanes and boats, plus a helicopter and a train—all in a plastic bucket for convenient toting and storage. You get 15 vehicles; cars measure 4" in length.				
1S	RR581	1	<a href="#">Big Mouth Cow Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1T	RR582	1	<a href="#">Big Mouth Pig Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1U	RR583	1	<a href="#">Big Mouth Frog Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				
1V	RR584	1	<a href="#">Big Mouth Duck Puppet</a> Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.				

Line	Item	Qty	Description	List	Price	Extended	Image
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1W RR585 1 [Big Mouth Dog Puppet](#)

Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.



1X RR586 1 [Big Mouth Bear Puppet](#)

Our plush puppet has a giant working mouth and movable arms...so kids can perform—and verbalize—with ease! This kid-friendly puppet features delightful details, encouraging children to get into the act. Puppet measures approximately 8" tall and is machine-washable and dryer-safe.



1Y LM365 1 [Best-Buy Play Food Assortment](#)

From pizza complete with toppings to nutritious sandwich fixings, our huge assortment of play food is a feast for the imagination! We've included lots of deliciously realistic play food for breakfast, lunch, dinner...even snacks and desserts! The 100 plastic pieces come in a tub. Each taco measures 4 1/4" in length.



1Z AZ985 1 [Push-Button Play Phone](#)

Our rugged, cordless play phone has buttons that ring when kids push them. Phone is made of tough plastic; receiver measures 8" in length.



**Subtotal: \$751.45**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$751.45**





**QUOTE 16996**

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PLEASE REFERENCE "PER QUOTE #16996" ON YOUR PURCHASE ORDER.  
Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #16996 - KT37481-TODDLER COZY AREA**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37481	1	<a href="#">ELC H TDDL R COZY AREA</a>	\$1,050.00	\$997.50	\$997.50	

WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.

Which consists of:

**1A FF705 1 [Happy Doll](#)**

Introduce the concept of feelings and emotions with our adorable soft-sewn doll! Perfect for circle time or dramatic play, the cloth doll features a permanently stitched expression that helps children recognize the emotions of others—and learn to understand their own feelings. Best of all, the doll is completely machine-washable! Doll measures 12" tall.



**1B FF706 1 [Sad Doll](#)**

Introduce the concept of feelings and emotions with our adorable soft-sewn doll! Perfect for circle time or dramatic play, the cloth doll features a permanently stitched expression that helps children recognize the emotions of others—and learn to understand their own feelings. Best of all, the doll is completely machine-washable! Doll measures 12" tall.



**1C FF707 1 [Angry Doll](#)**

Introduce the concept of feelings and emotions with our adorable soft-sewn doll! Perfect for circle time or dramatic play, the cloth doll features a permanently stitched expression that helps children recognize the emotions of others—and learn to understand their own feelings. Best of all, the doll is completely machine-washable! Doll measures 12" tall.



**1D FF708 1 [Scared Doll](#)**

Introduce the concept of feelings and emotions with our adorable soft-sewn doll! Perfect for circle time or dramatic play, the cloth doll features a permanently stitched expression that helps children recognize the emotions of others—and learn to understand their own feelings. Best of all, the doll is completely machine-washable! Doll measures 12" tall.



Line	Item	Qty	Description	List	Price	Extended	Image
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**1E TS429 1 [Touch & Feel Discovery Books](#)**

Bumpy, rough, soft, smooth and even sticky—these cute board books are filled with textures little ones will love to touch and explore! Plus, each book features bold photographs, bright colors, super-simple text and sturdy pages. You get 6 board books; each is 10 pages.



**1F JJ909 1 [What's Inside Soft Feely Box](#)**

Little ones can't wait to get their hands inside this adorable box...and find out exactly what's inside! The soft, machine-washable box is packed with 10 different sensory objects for kids to feel and explore—like a pretty butterfly with crinkly wings, a cute lion with a corduroy coat, a shiny frog for tots to squeak and more. Plus, a big 4" opening on top makes it extra-easy for tots to reach right in and feel around! Box measures 7".

WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.



**1G PP508 1 [Sensory Star Beanbags - Set of 6](#)**

Our colorful beanbags are fun to feel and toss—for a sensory experience little ones can't resist! Ideal for exploring texture and color, building gross motor skills, and tons of other activities, each star-shaped beanbag is covered in a different tactile material that tots will love to touch! You get 6 beanbags; each measures approximately 4 3/4" wide. Beanbags are machine- or surface-washable.



**1H RA273 1 [Social-Emotional Board Book Collection](#)**

Our beautifully illustrated board books encourage toddlers' social-emotional growth and development! The storybooks feature rhythmic language, delightful pictures, and tips for parents and caregivers to help ease daily transitions and routines—gently guiding little ones to be their best. Collection includes all 8 books shown; each is 24 pages.



**1I LL302 2 [Medium Dishwasher-Safe Plastic Basket - Natural](#)  
(14 1/2"l x 11"w x 7 1/2"h)**

Tough and dependable classroom storage—with a soft and natural look! Each of these flexible baskets is made of thick, securely woven plastic that's designed to last and last—without fraying. The rugged baskets have built-in handles for easy toting...and are dishwasher-safe to make cleaning a cinch! Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.



**1J AA934 1 [Heavy-Duty Toddler Calming Nook](#)**

Designed especially for little ones, our calming nook provides an inviting space for toddlers to explore books and toys—or simply enjoy some quiet time! The airy nook features a large opening in front and 2 side windows to keep children in view and includes a wipe-clean vinyl cushion for added comfort. Durable laminate nook has safe, rounded edges. Nook measures 28 1/2"w x 26"d x 31"h. Lifetime warranty.



**Subtotal: \$997.50**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$997.50**



**QUOTE 17005**

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PLEASE REFERENCE "PER QUOTE #17005" ON YOUR PURCHASE ORDER.

Entry date: 07/29/2024    Sls: 133    Your reference number: **QUOTE #17005 - KT37482-TODDLER BLOCK AREA**

Line	Item	Qty	Description	List	Price	Extended	Image
1	KT37482	1	<a href="#">ELC H TDDL R BLOCK AREA</a>	\$940.00	\$893.00	\$893.00	

Which consists of:

**1A    FB307                    1                    [Soft & Safe Flexi Blocks](#)**

These soft, safe and incredibly flexible blocks make it easy for budding builders to stack and create! Tiny hands can easily fit the bendable blocks together— and take them apart to build again. You get 40 plastic blocks in 2 shapes and 8 colors. Largest block measures 4 1/8" wide.



**1B    FF514                    1                    [Toddler Hardwood Unit Blocks](#)**










Toddlers will love to try their hand at building...with our solid hardwood blocks that were built to last—and created just for little hands! These unique blocks are smaller and more lightweight than standard-sized blocks, making them perfect for toddlers...and they're super-easy to grip, grab, pile and stack! Plus, our durable blocks are backed by a 50-year guarantee—if any block breaks or splinters within 50 years of the date of purchase, we'll replace it at no charge! The 100 blocks include triangles, arches, cylinders and rectangles—all with smooth, rounded corners for kid-friendly play. Largest piece measures 8 1/4" tall.



**1C    RR794                    1                    [Soft & Safe Building Blocks](#)**

Soft, safe, squeezable...and lots of fun to stack! Our vibrant, wipe-clean vinyl blocks come in tons of irresistible shapes, patterns and colors. We've even included 4 fun balls that jingle, shake, rattle and crinkle...and nest right inside the blocks! Set includes 26 pieces; cube measures 4 1/2".



Line	Item	Qty	Description	List	Price	Extended	Image
1D	TT458	1	<a href="#">Soft &amp; Washable Alphabet Blocks</a> Tots stack, build and explore the alphabet! Our squeezably soft blocks feature big upper- and lowercase letters...plus cute matching images for each one, like a duck and a drum for D. The blocks even have soft cloth textures for tots to touch and explore! Set includes 26 machine-washable vinyl blocks in a handy tote bag; each block measures 3".				
1E	BC407	1	<a href="#">Soft &amp; Safe Mirror Blocks</a> Little ones love to build with our irresistible reflective blocks! Featuring super-safe shatterproof mirrors, the blocks are big and chunky, yet lightweight—so they're easy for young builders to handle. You get 10 mirror blocks made of sturdy foam for quiet play. Rectangular blocks measure 4 3/4" x 9 1/2".				
1F	BC401	1	<a href="#">Looks Like Wood! Giant Soft Building Blocks</a> The sky's the limit when kids build with our jumbo-size blocks! Featuring the natural look of real wood, the soft, extra-thick foam pieces are a breeze to hold onto and super-easy to stack—for frustration-free building. Plus, the safe, lightweight blocks are incredibly quiet...even when colossal creations tumble! Set includes 32 blocks in 9 shapes. Largest block measures 11 3/4".				
1G	AA695	1	<a href="#">Soft &amp; Safe Children with Differing Abilities</a> Inspire discussions on diversity and acceptance—with figures representing differently abled children and their adaptive equipment! From a boy in a wheelchair to a girl with hearing aids, our set features 5 multi-ethnic play figures made from squeezably soft plastic that's perfect for toddlers. Tallest figure measures 4 1/4".				
1H	HH991	1	<a href="#">Soft &amp; Safe Dolls - African American Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our African American family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1I	HH992	1	<a href="#">Soft &amp; Safe Dolls - Caucasian Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Caucasian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1J	HH993	1	<a href="#">Soft &amp; Safe Dolls - Asian Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Asian family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1K	HH994	1	<a href="#">Soft &amp; Safe Dolls - Hispanic Family</a> As tots explore these soft and safe dolls, they get a hands-on introduction to family—and develop cultural awareness! Our Hispanic family includes 4 extra-chubby dolls made of soft, squeezable plastic that's perfect for little hands. Largest doll measures 5 1/2" tall.				
1L	FW616	1	<a href="#">Play &amp; Learn Puzzle Blocks</a> Kids stack and build with our fun-filled blocks...and complete a cute puzzle as they go! Each 2 3/8" block even has a cutout shape inside—so kids can practice sorting, too. Set includes 12 blocks.				

Line	Item	Qty	Description	List	Price	Extended	Image
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1M LA591 1 [Toddler Bristle Builders®](#)

Our bright, easy-to-use builders encourage creative play—and ensure tons of building fun for toddlers! With pieces in a variety of shapes and sizes that are simple to push together and pull apart, it's a breeze for kids to construct anything they imagine. Plus, you get 3 farm animal friends that connect to the builders and spin—to delight children again and again! Set includes 52 durable plastic pieces; base measures 8".



1N EV364 1 [Magnetic Emergency Vehicles](#)

Link 'em up—then let 'em roll to the rescue! The chubby, easy-grip emergency vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels. Set includes 3 vehicles: a fire engine, police car and ambulance. Each measures 4 1/2" in length.



1O EV367 1 [Magnetic Construction Vehicles](#)

Link 'em up—then let 'em roll into action! These chubby, easy-grip construction vehicles have safe, fully contained magnets in front and back, so it's a cinch for little ones to link them together into a fun-filled convoy. Plus, they easily disconnect to roll around on their own—for double the fun! Durable plastic vehicles feature smooth-rolling wheels and functional parts. Set includes 3 vehicles: a dump truck, cement mixer and tow truck. Each measures 4 1/2" in length.



1P LL234 2 [Large Dishwasher-Safe Plastic Basket - Dark Brown \(15"l x 13"w x 8"h\)](#)

These incredibly appealing baskets have the soft and natural look of wicker—but they're made of rugged, securely woven plastic to withstand active, daily use in the classroom! The durable baskets are dishwasher-safe, so they couldn't be easier to clean. Plus, each flexible basket has built-in handles, so you can tote them anywhere! Choose from 3 sizes. Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.



1Q LL235 2 [Medium Dishwasher-Safe Plastic Basket - Dark Brown \(14 1/2"l x 11"w x 7 1/2"h\)](#)

These incredibly appealing baskets have the soft and natural look of wicker—but they're made of rugged, securely woven plastic to withstand active, daily use in the classroom! The durable baskets are dishwasher-safe, so they couldn't be easier to clean. Plus, each flexible basket has built-in handles, so you can tote them anywhere! Choose from 3 sizes. Small basket measures 13 1/2"l x 8 1/2"w x 6"h. Medium basket measures 14 1/2"l x 11"w x 7 1/2"h. Large basket measures 15"l x 13"w x 8"h.



**Subtotal: \$893.00**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$893.00**





**QUOTE 16071**

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PLEASE REFERENCE "PER QUOTE #16071" ON YOUR PURCHASE ORDER.

Entry date: 07/25/2024    Sls: 133    Your reference number: QUOTE 16071-CATEGORY 2


Line	Item	Qty	Description	List	Price	Extended	Image
1	HH668	1	<a href="#">Bamboo Building Blocks - Starter Set</a>	\$59.99	\$56.99	\$56.99	
<p>Environmentally friendly building blocks—crafted from real bamboo! Designed to help preserve Earth’s resources, the blocks are made of rapidly renewable bamboo that’s both durable and lightweight—making them perfect for block play. And the blocks come in a variety of imagination-inspiring shapes, including natural-looking columns, roofs, bridges and more. Set includes 42 blocks in 7 shapes; longest block measures 8”.</p>							
2	RA362	1	<a href="#">Soft &amp; Squeezy Wild Animals</a>	\$36.99	\$35.14	\$35.14	
<p>Specially designed for young children, our adorable wild animals have squeezable soft bodies that are a cinch for little ones to grab, hold and play with! From an alligator and elephant to a zebra and gorilla, our set includes 8 irresistible vinyl animals with charming details and friendly features children are sure to love. Tiger measures 6 1/2” in length.</p>							
3	LC362	1	<a href="#">The Butterfly Nursery</a>	\$49.99	\$47.49	\$47.49	
<p>Kids watch caterpillars grow, spin silk and form chrysalises, then emerge as butterflies! Our big nursery lets children observe the butterfly life cycle from every angle—they can even decorate it with leaves and flowers! Nursery comes with all you need: a stand for tabletop setup, feeding supplies, a coupon for 3-5 caterpillars (includes shipping), a guide, and a zippered mesh cover for easy feeding and viewing. Nursery measures 19” tall. Not available outside the contiguous United States.</p>							
4	LC984	1	<a href="#">Toddler Two-Station Sand &amp; Water Table - Natural Colors</a>	\$349.00	\$331.55	\$331.55	
<p>Designed in calming natural tones, our rugged plastic table has tons of great features! Simply fill one side with sand and the other with water—so kids can make even more exciting discoveries as they play with both materials at the same time. Our table features 2 roomy tubs, easy-drain plugs, a handy top and a removable plastic liner for easy cleaning. Easy assembly. Table measures 46 1/2” x 22”w x 18”h.</p>							

Line	Item	Qty	Description	List	Price	Extended	Image
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5	PP439	1	<a href="#">Lakeshore Water Play Kit</a>	\$89.99	\$85.49	\$85.49	
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Children have so much fun playing with our water play kit, they don't even know they're learning about the properties of water! The 38 plastic pieces include funnels, beakers, spoons, eyedroppers, cups and more—all in a mesh bag, with a guide. Tallest waterwheel measures 9 3/4".

WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.

6	LC1651	1	<a href="#">Size &amp; Color Bug Counters</a>	\$29.99	\$28.49	\$28.49	
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Math concepts are easy to grasp...with tons of kid-pleasing bugs for students to count, measure, compare and sort! Our big jar includes 144 rubber beetles, spiders and butterflies—each in 3 sizes and 4 colors. Large butterfly measures 1 1/2" in length. Set comes with an activity guide.

WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.

**Subtotal: \$585.15**  
**0.0% Tax: \$0.00**  
**Freight Amount: \$0.00**  
**Total: \$585.15**







**QUOTE 16087**

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 (813) 515-2340

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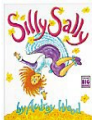
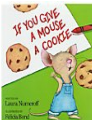

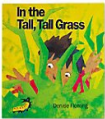

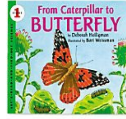
**Comments:**

**FOB DESTINATION:FREE SHIPPING DISCOUNT REFLECTED IN PRICES.**

PLEASE REFERENCE "PER QUOTE #16087" ON YOUR PURCHASE ORDER.

Entry date: 07/25/2024 Sls: 133 Your reference number: QUOTE 16087- CATEGORY 3

Line	Item	Qty	Description	List	Price	Extended	Image
1	RR375	1	<a href="#">Transition to School Backpack</a>	\$39.99	\$37.99	\$37.99	
<p>Perfect for kids starting kindergarten or first grade, our backpack helps children develop the skills they'll need to succeed in school! It has a 3-month calendar filled with activities for kids to do each day, from counting and sorting to identifying letters. Best of all, the vinyl pack is filled with all kids need to complete each activity—from tactile number cards and counting links to fun foam letters, a draw and write journal and more! Activity calendar is written in both English and Spanish—perfect for parents and children to use at home or for teachers to adapt for classroom use.</p> <p>WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.</p>							
2	RE742X	1	<a href="#">Favorite Picture Book Read-Alongs - Set 1</a>	\$249.00	\$236.55	\$236.55	
<p>These charming picture books help young readers develop fluency...with enchanting stories and lively narrations that really get students involved! Selected especially for beginning readers, these delightful kits each feature 4 copies of an enticing picture book, plus a read-along CD. Set includes all 5 read-along kits shown. Each kit also available separately.</p>							
3	FF290	1	<a href="#">Best-Buy Listening Center</a>	\$269.00	\$255.55	\$255.55	
<p>Set up a complete listening center...in half the table space! Our rugged metal center comes with our Portable CD Player, 4 adjustable headphones and a junction box with volume controls. There's even designated space for your read-along books and CDs! Center measures 12"w x 9"d x 9 1/4"h. Books and CDs not included.</p> <p>WARNING: CHOKING HAZARD - Item contains small parts. Not for children under 3 yrs.</p>							
4	JJ987	1	<a href="#">Classic Birch Magnetic Write &amp; Wipe Big Book Center</a>	\$459.00	\$436.05	\$436.05	
<p>A storage unit, display stand and hands-on language center—all in one! This super-versatile unit has a partitioned storage space that lets children help themselves to their favorite books, a giant bookstand that holds books at just the right height...plus a magnetic write &amp; wipe surface that's perfect for displaying important letters, vocabulary words and more! 6 easy-access storage slots hold tons of big books, and the fold-open display stand features safe, locking hinges. Sturdy wooden unit features easy-rolling casters. Simple assembly. Unit measures 23 5/8"w x 16 1/4"d x 37 1/2"h with bookstand upright. Lifetime warranty.</p>							

Line	Item	Qty	Description	List	Price	Extended	Image
5	BK370X	1	<a href="#">Classroom Favorites Big Books - Set 2</a>	\$125.00	\$118.75	\$118.75	
<p>Expand your classroom library with this outstanding collection of big books that contains five of the most popular titles in children's literature today. Simple words and engaging illustrations invite the entire class to participate. Each book measures 15 1/8" to 18" tall. Set includes all 5 books shown. Each book also available separately.</p>							
6	HH650X	1	<a href="#">Big Book Storytelling Activity Kits - Complete Set</a>	\$549.00	\$521.55	\$521.55	
<p>Classic big books, cute storytelling props and engaging activities—everything you need for lively literature-based learning! Each kit features a big book, plus all the props needed to retell the story—from hand puppets to soft-stuffed characters. We've even included activity materials like riddles and story sequencing cards that extend the fun of the book, plus a guide filled with cross-curricular activity ideas! Complete set includes all 8 kits shown (rack not included); each comes in a hanging bag. Each kit also available separately.</p>							
7	BK273	1	<a href="#">Silly Sally Big Book</a>	\$26.99	\$25.64	\$25.64	
<p>A read-aloud favorite...now available as a big book! Children will love to join Silly Sally and a cast of silly characters as they go on an upside-down adventure into town! Catchy rhymes are fun for children to recite, and the whimsical illustrations keep children engaged with every turn of the page! Softcover big book by Audrey Wood measures 18" and is 32 pages.</p>							
8	BK326	1	<a href="#">If You Give a Mouse a Cookie Hardcover Book</a>	\$17.99	\$17.09	\$17.09	
<p>Children will love this circular story about a generous boy who gives a mouse a cookie...only to discover the mouse wants more and more! Each colorful page builds upon the last...creating a fun experience with the concept of cause and effect. Hardcover book by Laura Numeroff is 30 pages.</p>							
9	BK501	1	<a href="#">Mouse Paint Big Book</a>	\$26.99	\$25.64	\$25.64	
<p>Here's a super-engaging story for children who are eager to learn about colors! When three playful white mice discover three jars of paint—red, blue and yellow—they have a whole lot of fun mixing, stirring and making new colors! Adorable collage illustrations feature bright, bold colors that are sure to make this story an instant favorite. Softcover big book by Ellen Stoll Walsh measures 18" and is 32 pages.</p>							
10	BK994	1	<a href="#">In the Tall, Tall Grass Big Book</a>	\$27.99	\$26.59	\$26.59	
<p>This vibrant book with rhyming text gives children a peek into nature! This easy-to-follow book is perfect for storytime, bedtime and beginning readers who are ready to explore all on their own. Softcover big book by Denise Fleming measures approximately 18" and is 32 pages.</p>							
11	BB198	1	<a href="#">The Cow That Went Oink Big Book</a>	\$26.99	\$25.64	\$25.64	
<p>This barnyard tale tells of a cow that oinks, a pig that moos and the bond of friendship they forge as they teach each other new sounds! Young children will delight in the vivid illustrations and simple text...while they absorb important lessons about helping others and persevering to learn something new. Softcover big book by Bernard Most measures 18" and is 36 pages.</p>							
12	657SB	1	<a href="#">SEALS ON THE BUS-BIG BOOK</a>	\$27.99	\$26.59	\$26.59	
13	BK568	1	<a href="#">From Caterpillar to Butterfly Big Book</a>	\$26.99	\$25.64	\$25.64	
<p>This delightful big book explores the life of a caterpillar as it prepares to become a butterfly! Easy-to-follow text provides interesting facts about metamorphosis against a backdrop of school-age characters children can relate to. Softcover big book by Deborah Heiligman measures approximately 22" and is 32 pages.</p>							

Subtotal: \$1,779.27  
0.0% Tax: \$0.00  
Freight Amount: \$0.00  
Total: \$1,779.27



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

7/2/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Marsh & McLennan Agency LLC Marsh & McLennan Ins. Agency LLC 1 Polaris Way #300 Aliso Viejo CA 92656	<b>CONTACT NAME:</b> Bradley Warren <b>PHONE (A/C No. Ext):</b> <b>FAX (A/C, No):</b> <b>E-MAIL ADDRESS:</b> occerts@MarshMMA.com													
	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : Hartford Fire Insurance Company</td> <td>19682</td> </tr> <tr> <td>INSURER B : Sentry Casualty Company</td> <td>28460</td> </tr> <tr> <td>INSURER C : The Continental Insurance Company</td> <td>35289</td> </tr> <tr> <td>INSURER D : XL Specialty Insurance Company</td> <td>37885</td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Hartford Fire Insurance Company	19682	INSURER B : Sentry Casualty Company	28460	INSURER C : The Continental Insurance Company	35289	INSURER D : XL Specialty Insurance Company	37885	INSURER E :		INSURER F :
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<b>INSURED</b> Lakeshore Learning Materials, LLC 2695 E. Dominguez Street Carson, CA 90895	License#: 0H18131 LAKESEQUIP													

**COVERAGES** **CERTIFICATE NUMBER:** 131401541 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.


INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	N	72ECF0A3E	7/1/2024	7/1/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	72UENCG6716	7/1/2024	7/1/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C D	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	N	N	7034190458 US00101090124A	7/1/2024 7/1/2024	7/1/2025 7/1/2025	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$
B B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	9016910001 9016910002	7/1/2024 7/1/2024	7/1/2025 7/1/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES** (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Hired Auto Physical Damage:  
 Limit - \$50,000  
 Comprehensive Ded - \$500  
 Collision Ded - \$1,000

Workers Compensation:  
 Retro - \$500,000

See Attached...

<b>CERTIFICATE HOLDER</b>  Early Learning Coalition of Hillsborough County 6302 E. Drive Martin Luther King, Jr. Boulevard Suite 100 Tampa, FL 33619	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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**ADDITIONAL REMARKS SCHEDULE**

AGENCY Marsh & McLennan Agency LLC		NAMED INSURED Lakeshore Learning Materials, LLC 2695 E. Dominguez Street Carson, CA 90895	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

**ADDITIONAL REMARKS**

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,  
FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE**

Early Learning Coalition of Hillsborough County is included as Additional Insured with respects to General Liability, where required by written contract, per the attached endorsement.

# Request for Taxpayer Identification Number and Certification

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

**Give form to the  
requester. Do not  
send to the IRS.**

**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

<b>Print or type. See Specific Instructions on page 3.</b>	<b>1</b> Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) <b>Lakeshore Learning Materials, LLC</b>	
	<b>2</b> Business name/disregarded entity name, if different from above.	
	<b>3a</b> Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . . <b>P</b> <b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	
	<b>3b</b> If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . <input type="checkbox"/>	
	<b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ <i>(Applies to accounts maintained outside the United States.)</i>	
	<b>5</b> Address (number, street, and apt. or suite no.). See instructions. <b>2695 E. Dominguez Street</b>	
	<b>6</b> City, state, and ZIP code <b>Carson, CA 90895</b>	
<b>7</b> List account number(s) here (optional)		
<b>Requester's name and address (optional)</b>		

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
<b>or</b>									
<b>Employer identification number</b>									
9	4	-	1	5	2	5	8	1	4

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person	Date <b>6/4/2024</b>
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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**What's New**

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

must obtain your correct taxpayer identification number (TIN), which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid).
- Form 1099-DIV (dividends, including those from stocks or mutual funds).
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds).
- Form 1099-NEC (nonemployee compensation).
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers).
- Form 1099-S (proceeds from real estate transactions).
- Form 1099-K (merchant card and third-party network transactions).
- Form 1098 (home mortgage interest), 1098-E (student loan interest), and 1098-T (tuition).
- Form 1099-C (canceled debt).
- Form 1099-A (acquisition or abandonment of secured property).

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

**Caution:** If you don't return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

**By signing the filled-out form**, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued);
2. Certify that you are not subject to backup withholding; or
3. Claim exemption from backup withholding if you are a U.S. exempt payee; and
4. Certify to your non-foreign status for purposes of withholding under chapter 3 or 4 of the Code (if applicable); and
5. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting is correct. See *What Is FATCA Reporting*, later, for further information.

**Note:** If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien;
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States;
- An estate (other than a foreign estate); or
- A domestic trust (as defined in Regulations section 301.7701-7).

**Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding.** Payments made to foreign persons, including certain distributions, allocations of income, or transfers of sales proceeds, may be subject to withholding under chapter 3 or chapter 4 of the Code (sections 1441–1474). Under those rules, if a Form W-9 or other certification of non-foreign status has not been received, a withholding agent, transferee, or partnership (payor) generally applies presumption rules that may require the payor to withhold applicable tax from the recipient, owner, transferor, or partner (payee). See Pub. 515, *Withholding of Tax on Nonresident Aliens and Foreign Entities*.

The following persons must provide Form W-9 to the payor for purposes of establishing its non-foreign status.

- In the case of a disregarded entity with a U.S. owner, the U.S. owner of the disregarded entity and not the disregarded entity.
- In the case of a grantor trust with a U.S. grantor or other U.S. owner, generally, the U.S. grantor or other U.S. owner of the grantor trust and not the grantor trust.
- In the case of a U.S. trust (other than a grantor trust), the U.S. trust and not the beneficiaries of the trust.

See Pub. 515 for more information on providing a Form W-9 or a certification of non-foreign status to avoid withholding.

**Foreign person.** If you are a foreign person or the U.S. branch of a foreign bank that has elected to be treated as a U.S. person (under Regulations section 1.1441-1(b)(2)(iv) or other applicable section for chapter 3 or 4 purposes), do not use Form W-9. Instead, use the appropriate Form W-8 or Form 8233 (see Pub. 515). If you are a qualified foreign pension fund under Regulations section 1.897(l)-1(d), or a partnership that is wholly owned by qualified foreign pension funds, that is treated as a non-foreign person for purposes of section 1445 withholding, do not use Form W-9. Instead, use Form W-8EXP (or other certification of non-foreign status).

**Nonresident alien who becomes a resident alien.** Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a saving clause. Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the payee has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement to Form W-9 that specifies the following five items.

1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
2. The treaty article addressing the income.
3. The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
4. The type and amount of income that qualifies for the exemption from tax.
5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

**Example.** Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if their stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first Protocol) and is relying on this exception to claim an exemption from tax on their scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a nonresident alien or a foreign entity, give the requester the appropriate completed Form W-8 or Form 8233.

## Backup Withholding

**What is backup withholding?** Persons making certain payments to you must under certain conditions withhold and pay to the IRS 24% of such payments. This is called "backup withholding." Payments that may be subject to backup withholding include, but are not limited to, interest, tax-exempt interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, payments made in settlement of payment card and third-party network transactions, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will not be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

**Payments you receive will be subject to backup withholding if:**

1. You do not furnish your TIN to the requester;
2. You do not certify your TIN when required (see the instructions for Part II for details);
3. The IRS tells the requester that you furnished an incorrect TIN;
4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only); or
5. You do not certify to the requester that you are not subject to backup withholding, as described in item 4 under "*By signing the filled-out form*" above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See *Exempt payee code*, later, and the separate Instructions for the Requester of Form W-9 for more information.

See also *Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding*, earlier.

## What Is FATCA Reporting?

The Foreign Account Tax Compliance Act (FATCA) requires a participating foreign financial institution to report all U.S. account holders that are specified U.S. persons. Certain payees are exempt from FATCA reporting. See *Exemption from FATCA reporting code*, later, and the Instructions for the Requester of Form W-9 for more information.

## Updating Your Information

You must provide updated information to any person to whom you claimed to be an exempt payee if you are no longer an exempt payee and anticipate receiving reportable payments in the future from this person. For example, you may need to provide updated information if you are a C corporation that elects to be an S corporation, or if you are no longer tax exempt. In addition, you must furnish a new Form W-9 if the name or TIN changes for the account, for example, if the grantor of a grantor trust dies.

## Penalties

**Failure to furnish TIN.** If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

**Civil penalty for false information with respect to withholding.** If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

**Criminal penalty for falsifying information.** Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

**Misuse of TINs.** If the requester discloses or uses TINs in violation of federal law, the requester may be subject to civil and criminal penalties.

## Specific Instructions

### Line 1

You must enter one of the following on this line; **do not** leave this line blank. The name should match the name on your tax return.

If this Form W-9 is for a joint account (other than an account maintained by a foreign financial institution (FFI)), list first, and then circle, the name of the person or entity whose number you entered in Part I of Form W-9. If you are providing Form W-9 to an FFI to document a joint account, each holder of the account that is a U.S. person must provide a Form W-9.

- **Individual.** Generally, enter the name shown on your tax return. If you have changed your last name without informing the Social Security Administration (SSA) of the name change, enter your first name, the last name as shown on your social security card, and your new last name.

**Note for ITIN applicant:** Enter your individual name as it was entered on your Form W-7 application, line 1a. This should also be the same as the name you entered on the Form 1040 you filed with your application.

- **Sole proprietor.** Enter your individual name as shown on your Form 1040 on line 1. Enter your business, trade, or “doing business as” (DBA) name on line 2.

- **Partnership, C corporation, S corporation, or LLC, other than a disregarded entity.** Enter the entity’s name as shown on the entity’s tax return on line 1 and any business, trade, or DBA name on line 2.

- **Other entities.** Enter your name as shown on required U.S. federal tax documents on line 1. This name should match the name shown on the charter or other legal document creating the entity. Enter any business, trade, or DBA name on line 2.

- **Disregarded entity.** In general, a business entity that has a single owner, including an LLC, and is not a corporation, is disregarded as an entity separate from its owner (a disregarded entity). See Regulations section 301.7701-2(c)(2). A disregarded entity should check the appropriate box for the tax classification of its owner. Enter the owner’s name on line 1. The name of the owner entered on line 1 should never be a disregarded entity. The name on line 1 should be the name shown on the income tax return on which the income should be reported. For

example, if a foreign LLC that is treated as a disregarded entity for U.S. federal tax purposes has a single owner that is a U.S. person, the U.S. owner’s name is required to be provided on line 1. If the direct owner of the entity is also a disregarded entity, enter the first owner that is not disregarded for federal tax purposes. Enter the disregarded entity’s name on line 2. If the owner of the disregarded entity is a foreign person, the owner must complete an appropriate Form W-8 instead of a Form W-9. This is the case even if the foreign person has a U.S. TIN.

### Line 2

If you have a business name, trade name, DBA name, or disregarded entity name, enter it on line 2.

### Line 3a

Check the appropriate box on line 3a for the U.S. federal tax classification of the person whose name is entered on line 1. Check only one box on line 3a.

IF the entity/individual on line 1 is a(n) . . .	THEN check the box for . . .
• Corporation	Corporation.
• Individual or • Sole proprietorship	Individual/sole proprietor.
• LLC classified as a partnership for U.S. federal tax purposes or • LLC that has filed Form 8832 or 2553 electing to be taxed as a corporation	Limited liability company and enter the appropriate tax classification: P = Partnership, C = C corporation, or S = S corporation.
• Partnership	Partnership.
• Trust/estate	Trust/estate.

### Line 3b

Check this box if you are a partnership (including an LLC classified as a partnership for U.S. federal tax purposes), trust, or estate that has any foreign partners, owners, or beneficiaries, and you are providing this form to a partnership, trust, or estate, in which you have an ownership interest. You must check the box on line 3b if you receive a Form W-8 (or documentary evidence) from any partner, owner, or beneficiary establishing foreign status or if you receive a Form W-9 from any partner, owner, or beneficiary that has checked the box on line 3b.

**Note:** A partnership that provides a Form W-9 and checks box 3b may be required to complete Schedules K-2 and K-3 (Form 1065). For more information, see the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

If you are required to complete line 3b but fail to do so, you may not receive the information necessary to file a correct information return with the IRS or furnish a correct payee statement to your partners or beneficiaries. See, for example, sections 6698, 6722, and 6724 for penalties that may apply.

### Line 4 Exemptions

If you are exempt from backup withholding and/or FATCA reporting, enter in the appropriate space on line 4 any code(s) that may apply to you.

#### Exempt payee code.

- Generally, individuals (including sole proprietors) are not exempt from backup withholding.
- Except as provided below, corporations are exempt from backup withholding for certain payments, including interest and dividends.
- Corporations are not exempt from backup withholding for payments made in settlement of payment card or third-party network transactions.
- Corporations are not exempt from backup withholding with respect to attorneys’ fees or gross proceeds paid to attorneys, and corporations that provide medical or health care services are not exempt with respect to payments reportable on Form 1099-MISC.

The following codes identify payees that are exempt from backup withholding. Enter the appropriate code in the space on line 4.

1—An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2).



- 2—The United States or any of its agencies or instrumentalities.
- 3—A state, the District of Columbia, a U.S. commonwealth or territory, or any of their political subdivisions or instrumentalities.
- 4—A foreign government or any of its political subdivisions, agencies, or instrumentalities.
- 5—A corporation.
- 6—A dealer in securities or commodities required to register in the United States, the District of Columbia, or a U.S. commonwealth or territory.
- 7—A futures commission merchant registered with the Commodity Futures Trading Commission.
- 8—A real estate investment trust.
- 9—An entity registered at all times during the tax year under the Investment Company Act of 1940.
- 10—A common trust fund operated by a bank under section 584(a).
- 11—A financial institution as defined under section 581.
- 12—A middleman known in the investment community as a nominee or custodian.
- 13—A trust exempt from tax under section 664 or described in section 4947.

The following chart shows types of payments that may be exempt from backup withholding. The chart applies to the exempt payees listed above, 1 through 13.

IF the payment is for . . .	THEN the payment is exempt for . . .
• Interest and dividend payments	All exempt payees except for 7.
• Broker transactions	Exempt payees 1 through 4 and 6 through 11 and all C corporations. S corporations must not enter an exempt payee code because they are exempt only for sales of noncovered securities acquired prior to 2012.
• Barter exchange transactions and patronage dividends	Exempt payees 1 through 4.
• Payments over \$600 required to be reported and direct sales over \$5,000 <sup>1</sup>	Generally, exempt payees 1 through 5. <sup>2</sup>
• Payments made in settlement of payment card or third-party network transactions	Exempt payees 1 through 4.

<sup>1</sup> See Form 1099-MISC, Miscellaneous Information, and its instructions.

<sup>2</sup> However, the following payments made to a corporation and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees, gross proceeds paid to an attorney reportable under section 6045(f), and payments for services paid by a federal executive agency.

**Exemption from FATCA reporting code.** The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. Therefore, if you are only submitting this form for an account you hold in the United States, you may leave this field blank. Consult with the person requesting this form if you are uncertain if the financial institution is subject to these requirements. A requester may indicate that a code is not required by providing you with a Form W-9 with "Not Applicable" (or any similar indication) entered on the line for a FATCA exemption code.

A—An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a)(37).

B—The United States or any of its agencies or instrumentalities.

C—A state, the District of Columbia, a U.S. commonwealth or territory, or any of their political subdivisions or instrumentalities.

D—A corporation the stock of which is regularly traded on one or more established securities markets, as described in Regulations section 1.1472-1(c)(1)(i).

E—A corporation that is a member of the same expanded affiliated group as a corporation described in Regulations section 1.1472-1(c)(1)(i).

F—A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state.

G—A real estate investment trust.

H—A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940.

I—A common trust fund as defined in section 584(a).

J—A bank as defined in section 581.

K—A broker.

L—A trust exempt from tax under section 664 or described in section 4947(a)(1).

M—A tax-exempt trust under a section 403(b) plan or section 457(g) plan.

**Note:** You may wish to consult with the financial institution requesting this form to determine whether the FATCA code and/or exempt payee code should be completed.

### Line 5

Enter your address (number, street, and apartment or suite number). This is where the requester of this Form W-9 will mail your information returns. If this address differs from the one the requester already has on file, enter "NEW" at the top. If a new address is provided, there is still a chance the old address will be used until the payor changes your address in their records.

### Line 6

Enter your city, state, and ZIP code.

## Part I. Taxpayer Identification Number (TIN)

**Enter your TIN in the appropriate box.** If you are a resident alien and you do not have, and are not eligible to get, an SSN, your TIN is your IRS ITIN. Enter it in the entry space for the Social security number. If you do not have an ITIN, see *How to get a TIN* below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN.

If you are a single-member LLC that is disregarded as an entity separate from its owner, enter the owner's SSN (or EIN, if the owner has one). If the LLC is classified as a corporation or partnership, enter the entity's EIN.

**Note:** See *What Name and Number To Give the Requester*, later, for further clarification of name and TIN combinations.

**How to get a TIN.** If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local SSA office or get this form online at [www.SSA.gov](http://www.SSA.gov). You may also get this form by calling 800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can apply for an EIN online by accessing the IRS website at [www.irs.gov/EIN](http://www.irs.gov/EIN). Go to [www.irs.gov/Forms](http://www.irs.gov/Forms) to view, download, or print Form W-7 and/or Form SS-4. Or, you can go to [www.irs.gov/OrderForms](http://www.irs.gov/OrderForms) to place an order and have Form W-7 and/or Form SS-4 mailed to you within 15 business days.

If you are asked to complete Form W-9 but do not have a TIN, apply for a TIN and enter "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, you will generally have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

**Note:** Entering "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon. See also *Establishing U.S. status for purposes of chapter 3 and chapter 4 withholding*, earlier, for when you may instead be subject to withholding under chapter 3 or 4 of the Code.

**Caution:** A disregarded U.S. entity that has a foreign owner must use the appropriate Form W-8.

## Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if item 1, 4, or 5 below indicates otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). In the case of a disregarded entity, the person identified on line 1 must sign. Exempt payees, see *Exempt payee code*, earlier.

**Signature requirements.** Complete the certification as indicated in items 1 through 5 below.

**1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983.** You must give your correct TIN, but you do not have to sign the certification.

**2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983.** You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.

**3. Real estate transactions.** You must sign the certification. You may cross out item 2 of the certification.

**4. Other payments.** You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments made in settlement of payment card and third-party network transactions, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).

**5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), ABLE accounts (under section 529A), IRA, Coverdell ESA, Archer MSA or HSA contributions or distributions, and pension distributions.** You must give your correct TIN, but you do not have to sign the certification.

## What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account) other than an account maintained by an FFI	The actual owner of the account or, if combined funds, the first individual on the account <sup>1</sup>
3. Two or more U.S. persons (joint account maintained by an FFI)	Each holder of the account
4. Custodial account of a minor (Uniform Gift to Minors Act)	The minor <sup>2</sup>
5. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee <sup>1</sup>
b. So-called trust account that is not a legal or valid trust under state law	The actual owner <sup>1</sup>
6. Sole proprietorship or disregarded entity owned by an individual	The owner <sup>3</sup>
7. Grantor trust filing under Optional Filing Method 1 (see Regulations section 1.671-4(b)(2)(i)(A))**	The grantor*

For this type of account:	Give name and EIN of:
8. Disregarded entity not owned by an individual	The owner
9. A valid trust, estate, or pension trust	Legal entity <sup>4</sup>
10. Corporation or LLC electing corporate status on Form 8832 or Form 2553	The corporation
11. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
12. Partnership or multi-member LLC	The partnership
13. A broker or registered nominee	The broker or nominee
14. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity
15. Grantor trust filing Form 1041 or under the Optional Filing Method 2, requiring Form 1099 (see Regulations section 1.671-4(b)(2)(i)(B))**	The trust

<sup>1</sup> List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished.

<sup>2</sup> Circle the minor's name and furnish the minor's SSN.

<sup>3</sup> You must show your individual name on line 1, and enter your business or DBA name, if any, on line 2. You may use either your SSN or EIN (if you have one), but the IRS encourages you to use your SSN.

<sup>4</sup> List first and circle the name of the trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.)

\* **Note:** The grantor must also provide a Form W-9 to the trustee of the trust.

\*\* For more information on optional filing methods for grantor trusts, see the Instructions for Form 1041.

**Note:** If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

## Secure Your Tax Records From Identity Theft

Identity theft occurs when someone uses your personal information, such as your name, SSN, or other identifying information, without your permission to commit fraud or other crimes. An identity thief may use your SSN to get a job or may file a tax return using your SSN to receive a refund.

To reduce your risk:

- Protect your SSN,
- Ensure your employer is protecting your SSN, and
- Be careful when choosing a tax return preparer.

If your tax records are affected by identity theft and you receive a notice from the IRS, respond right away to the name and phone number printed on the IRS notice or letter.

If your tax records are not currently affected by identity theft but you think you are at risk due to a lost or stolen purse or wallet, questionable credit card activity, or a questionable credit report, contact the IRS Identity Theft Hotline at 800-908-4490 or submit Form 14039.

For more information, see Pub. 5027, Identity Theft Information for Taxpayers.

Victims of identity theft who are experiencing economic harm or a systemic problem, or are seeking help in resolving tax problems that have not been resolved through normal channels, may be eligible for Taxpayer Advocate Service (TAS) assistance. You can reach TAS by calling the TAS toll-free case intake line at 877-777-4778 or TTY/TDD 800-829-4059.

**Protect yourself from suspicious emails or phishing schemes.**

Phishing is the creation and use of email and websites designed to mimic legitimate business emails and websites. The most common act is sending an email to a user falsely claiming to be an established legitimate enterprise in an attempt to scam the user into surrendering private information that will be used for identity theft.

The IRS does not initiate contacts with taxpayers via emails. Also, the IRS does not request personal detailed information through email or ask taxpayers for the PIN numbers, passwords, or similar secret access information for their credit card, bank, or other financial accounts.

If you receive an unsolicited email claiming to be from the IRS, forward this message to [phishing@irs.gov](mailto:phishing@irs.gov). You may also report misuse of the IRS name, logo, or other IRS property to the Treasury Inspector General for Tax Administration (TIGTA) at 800-366-4484. You can forward suspicious emails to the Federal Trade Commission at [spam@uce.gov](mailto:spam@uce.gov) or report them at [www.ftc.gov/complaint](http://www.ftc.gov/complaint). You can contact the FTC at [www.ftc.gov/idtheft](http://www.ftc.gov/idtheft) or 877-IDTHEFT (877-438-4338). If you have been the victim of identity theft, see [www.IdentityTheft.gov](http://www.IdentityTheft.gov) and Pub. 5027.

Go to [www.irs.gov/IdentityTheft](http://www.irs.gov/IdentityTheft) to learn more about identity theft and how to reduce your risk.

## Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons (including federal agencies) who are required to file information returns with the IRS to report interest, dividends, or certain other income paid to you; mortgage interest you paid; the acquisition or abandonment of secured property; the cancellation of debt; or contributions you made to an IRA, Archer MSA, or HSA. The person collecting this form uses the information on the form to file information returns with the IRS, reporting the above information. Routine uses of this information include giving it to the Department of Justice for civil and criminal litigation and to cities, states, the District of Columbia, and U.S. commonwealths and territories for use in administering their laws. The information may also be disclosed to other countries under a treaty, to federal and state agencies to enforce civil and criminal laws, or to federal law enforcement and intelligence agencies to combat terrorism. You must provide your TIN whether or not you are required to file a tax return. Under section 3406, payors must generally withhold a percentage of taxable interest, dividends, and certain other payments to a payee who does not give a TIN to the payor. Certain penalties may also apply for providing false or fraudulent information.


## SECRETARY'S CERTIFICATE

The undersigned, Jennifer Centazzo, being the duly appointed and acting Chief Operating Officer of Lakeshore Learning Materials, LLC, a California Limited Liability Company (the "Company"), does hereby certify that the resolution set forth below is a true and complete copy of a resolution duly adopted by the Board of Managers of the Company by unanimous written consent on January 6, 2024; and that said resolution has not been amended or repealed and is still in full force and effect:

THEREFORE, BE IT RESOLVED that

Tyler Domski, be, and he hereby is, appointed and designated as Vice President of Business Process and Contracts, Mike Duong, be, and he hereby is, appointed and designated as Vice President of Sales Operations, Jennifer Doran, be, and she hereby is, appointed and designated as Director - Bid & Contracts, Rafael Muro, be, and he hereby is, appointed and designated as Bid Operations Manager, Eunice Peterson, be, and she hereby is, appointed and designated Bid Manager, Mariel Barbosa, be, and she hereby is, appointed and designated as Bid Administration Manager, and Luke Creamer, be, and he hereby is, appointed and designated as Bid Analyst, and Johanna Lopez, be, and she hereby is, appointed and designated as Bid Analyst, Kyle Ferguson-Owens, be, and she hereby is, appointed and designated as Bid Analyst, and Christopher Kingston, be, and he hereby is, appointed and designated as Bid Analyst, and Lizbeth Borja, be, and she hereby is, appointed and designated as Bid Analyst, and Jason Shamburg, be, and he hereby is, appointed and designated as Bid Analyst, all with full power and authority to act in the name and on behalf of the Company in all negotiations, concerns and transactions with third parties, their employees or agents in connection with bidding, which actions shall include but not be limited to the execution of, and affixation of the corporate seal to, all bids, papers, documents, affidavits, bond, sureties, purchase orders and notices issued pursuant to the provisions of any such bid or contract, with each and every such act to be conclusive evidence of their authority therefore and the Company's ratification, approval, confirmation and acceptance thereof as valid and binding upon the Company.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Company this 25th day of July, 2024.

  
Jennifer Centazzo  
Chief Operating Officer

Page 255 of 512



# Lakeshore®

## Warranty Information

Lakeshore offers a lifetime warranty on premium-quality classroom furniture.



<b>Premium-Quality Classroom Furniture</b>	<b>Lifetime Warranty</b>
<b>Premium-Quality Classroom Tables &amp; Desks</b>	<b>Lifetime Warranty</b>
<b>Premium-Quality Classroom Chairs</b>	<b>Lifetime Warranty</b>
<b>Premium-Quality Classroom Cots</b>	<b>Lifetime Warranty</b>
Classroom Carpets	10 Years
Write & Wipe Mobile Tables & Desks	5 Years
Outdoor Furniture	5 Years
Trikes	5 Years
Cribs	5 Years
All other items in catalog (unless otherwise noted)	1 Year

## Guarantee

We unconditionally guarantee every item we offer. If you are unhappy with any item for any reason, simply return it to us for a full refund or exchange. Your satisfaction is our top priority! If you ever have questions or concerns, contact Customer Service at (800) 428-4414 or e-mail [lakeshore@lakeshorelearning.com](mailto:lakeshore@lakeshorelearning.com).

# Visit Our Stores!

For maps to store locations, visit [LakeshoreLearning.com](https://www.LakeshoreLearning.com)

## Arizona

**Paradise Valley**  
(Phoenix Area)  
4727 E. Bell Rd.  
(602) 482-7900

**Phoenix**  
4819 E. Ray Rd.  
(480) 940-7700

## California

**Carson & outlet**  
2695 E. Dominguez St.  
(310) 537-4778

**Fountain Valley**  
18679 Brookhurst St.  
(714) 963-8255

**Los Angeles**  
2323 S. Sepulveda Blvd.  
(310) 893-1150

**Murrieta**  
24420 Village Walk Pl.  
(951) 461-1352

**Northridge**  
17072 Devonshire St.  
(818) 366-4105

**Pasadena**  
3848 E. Foothill Blvd.  
(626) 356-3848

**Roseville**  
(Sacramento Area)  
1850 Douglas Blvd.  
(916) 774-4304

**San Bernardino**  
898 E. Harriman Pl.  
(909) 890-1222

**San Diego**  
7510 Hazard Center Dr.  
(619) 297-8494

**San Jose**  
1099 S. Bascom Ave.  
(408) 998-0794

**San Leandro & outlet**  
1144 Montague Ave.  
(510) 483-9750

**Upland**  
125 N. Mountain Ave.  
(909) 985-9945

**Ventura**  
4300 E. Main St.  
(805) 289-1550

**Walnut Creek**  
1929 Mt. Diablo Blvd.  
(925) 944-1495

## Colorado

**Littleton**  
(Denver Area)  
8680A Park Meadows  
Center Dr.  
(303) 768-8484

## Florida

**Davie**  
5795 S. University Dr.  
(954) 284-0411

**Fern Park**  
(Orlando/Casselberry Area)  
335 E. State Rd. 436  
(407) 260-5531

**Tampa**  
4501 W. Kennedy Blvd.  
(813) 207-0468

## Georgia

**East Cobb**  
(Marietta Area)  
4287 Roswell Rd.  
(770) 578-3100

## Idaho

**Boise**  
417 N. Milwaukee St.  
(208) 377-1855

## Illinois

**Chicago**  
2255 W. 95th St.  
(773) 233-9210

**Orland Park**  
15780 S. La Grange Rd.  
(708) 403-6300

**Palatine**  
1403 N. Rand Rd.  
(847) 705-5052

## Indiana

**Indianapolis**  
1300 E. 86th St.  
(317) 574-0304

## Kansas

**Merriam**  
5670 Antioch St.  
(913) 432-3998

## Maryland

**Towson & outlet**  
1620 E. Joppa Rd.  
(410) 296-5888

## Massachusetts

**Newton**  
230 Needham St.  
(617) 969-1171

**Saugus**  
(N. Boston Area)  
352E Broadway  
(781) 233-3770

## Michigan

**Sterling Heights**  
(Detroit Area)  
12210 Hall Rd.  
(586) 803-1435

## Minnesota

**Maplewood**  
(St. Paul Area)  
1721 Beam Ave.  
(651) 777-0650

**St. Louis Park**  
(Minneapolis Area)  
5699 W. 16th St.  
(952) 541-0991

## Nebraska

**Omaha**  
12005 W. Center Rd.  
(402) 334-4466

## Nevada

**Henderson**  
(Las Vegas Area)  
1243 W. Warm  
Springs Rd.  
(702) 396-2890

## New Jersey

**Cherry Hill**  
2020 Marlton Pike West  
(856) 910-0888

**East Brunswick**  
269 State Route 18  
(732) 967-8585

**Hackensack**  
449 Essex St.  
(201) 441-9214

## New Mexico

**Albuquerque**  
6646 Indian School Rd. NE  
(505) 884-4866

## New York

**New Hyde Park**  
(Long Island/Queens Area)  
2079 Hillside Ave.  
(516) 616-9360

**Scarsdale**  
969A Central Park Ave.  
(914) 472-1820

## North Carolina

**Matthews**  
10005 E. Independence Blvd.  
(704) 849-2370

## Ohio

**Cleveland**  
(Beachwood Area)  
27500 Chagrin Blvd.  
(216) 378-9488

**Columbus**  
2148 Polaris Pkwy.  
(614) 846-1710

## Oklahoma

**Oklahoma City**  
6300 N. May Ave.  
(405) 858-8778

## Oregon

**Lake Oswego**  
(Portland Area)  
16901 SW 65th Ave.  
(503) 620-9888

## Pennsylvania

**King of Prussia**  
340 W. DeKalb Pike  
(610) 354-0551

## Rhode Island

**Cranston**  
1400 Oaklawn Ave.  
(401) 463-8800

## Tennessee

**Memphis & outlet** **Opens Spring 2024!**  
1213 Ridgeway Rd.

**Nashville**  
21 White Bridge Rd.  
(615) 747-6630

## Texas

**Austin**  
9828 Great Hills Trail  
(512) 241-2885

**Dallas**  
14060 N. Dallas Pkwy.  
(972) 934-8866

**Friendswood**  
(Houston/Baybrook Area)  
19032 Gulf Fwy.  
(281) 461-6263

**Houston**  
(Galleria Area)  
2405 Post Oak Blvd.  
(713) 355-1893

**McAllen**  
1316 E. Expressway 83  
(956) 618-0225

**San Antonio**  
327 NW Loop 410  
(210) 340-0504

**The Woodlands**  
Portofino Shopping Center  
19075 Interstate 45 South  
(936) 271-3585

## Utah

**Salt Lake City**  
5480 S. 900 East  
(801) 268-2224

## Virginia

**Alexandria**  
7009A Manchester Blvd.  
(703) 719-0202

## Washington

**Bellevue**  
(Seattle Area)  
3924 Factoria Square Mall SE  
(425) 462-8076

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**Milwaukee**  
16900 W. Bluemound Rd.  
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**EARLY LEARNING**  
COALITION OF HILLSBOROUGH COUNTY

**BECKER'S**®

1500 Melrose Hwy  
Pennsauken, NJ 08110  
Telephone: 800-523-1490



## Cover Letter

July 17th,2024

Early Learning Coalition of Hillsborough County  
6302 E. Dr. Martin Luther King, Jr.Blvd. Suite 100  
Tampa,FL 33619

Subject: Request for Proposal Early Childhood Classroom Materials

To whom it may concern,

Becker's School Supplies is respectfully submitting Bid on RFP Early Childhood Classroom Materials.

The legal name and ownership of our organization is Charles. J Becker & Bro., Inc. d/b/a Becker's School Supplies. We are headquartered at 1500 Melrose Highway, Pennsauken, NJ 08110-1410. Our telephone number is (800) 523-1490.

I, Binita Sheth, the GSA Sales/ Bids Manager, has authority to sign this proposal and will be responsible for providing any additional information required and for obtaining necessary corporate or organization approvals.

Carla Dieterich is the Central Florida Business Development Specialist and will be the main point of contact. She can be reached at [carla.dieterich@cjbin.com](mailto:carla.dieterich@cjbin.com) or via phone at (813) 469-1199.

Our corporate Federal Tax ID Number is 23-1647078.

Becker's is owned and operated by the Becker family. We began doing business in 1928 and we are now in our fourth generation of family leadership. Our 92 year history has granted us the opportunities and facilities to provide Playground equipment. Becker's School Supplies is certified under Kids for Culture with a Certificate of Diverse Ownership. Certificate is Attached.

Thank you in advance for your consideration.

Sincerely,

A handwritten signature in blue ink that reads "Binita Sheth".

Binita Sheth,Ed.D.  
Becker's School Supplies





## Methodology and Narrative

### **History of the Firm**

Becker's offers a full line of high quality, developmentally appropriate early childhood materials, manipulatives, furniture, consumable classroom products, playground equipment and an exclusive line of art discovery materials. We have been in business since 1928 and during that time we have worked with boards of education, public and private school systems archdioceses, ELCs and Head Start organizations across the country. For the last 25 years, Becker's has specialized in early childhood education. We have had successful partnerships with many of the early learning coalitions including Miami-Dade/Monroe and Northwest ELC over the last 15 years. We put together a team to work directly with the coalition's staff in order to manage all the aspects of a project from start to finish. We are known for our excellent customer service. One of the reasons is our dedicated sales force who is always there to make sure their customers' needs are being met. We also take pride in the many added-value services we offer our customers. For example, our EZ Order Manager System is an easy-to-use, on-line program that allows individual schools and school districts to designate who can submit online orders and who is responsible for approving those orders. Becker's also offers complete classroom setup services for new classrooms or schools. Becker's has completed and supported large-scale classroom deployments for multiple school districts across multiple states. From one classroom to thousands, Becker's has maintained strong partner relationships with public, private, and parochial educational systems in nearly every major city in the country.

Becker's School Supplies has a dedicated "kitting" department which only focuses on created kits daily. Our "kitting" team has vast amount of experience with creating TTK kits and other kits for large organizations throughout the country and specifically ELCs in Florida. Becker's warehouse has delivered "kits" to 1,000+ providers within the deadlines requested. Our warehouse team has the ability to package the amount of kits needed for each individual provider and track with our TMS (Transport Management System) via our WMS (Warehouse Management System). Our Shipping Department works closely with Nationwide and local couriers to ensure each parcel will get to its intended destination (the provider) comfortably within deadlines set.

Becker's is a customer-focused school supply company known for our outstanding customer service. Becker's will seamlessly process orders from the moment an order is entered until it is delivered. We are able to integrate all ERP system using the punch out system using our website. Our friendly Customer Service representatives are available to assist with hard copy purchase orders and resolve any issues. All orders will be fulfilled and shipped on a timely basis. Lastly, the school district will have a dedicated Account Manager to oversee the entire process and ensure complete customer satisfaction.

### **Key Personnel directly involved with the Coalition**

The School will have access to any and all employees from education to distribution. Becker's Customer Service group includes full-time associates and combines more than 50 years of experience taking care of customers' needs by providing and delivering professional, helpful, quality service and assistance for product inquiries, order/quote requests, item returns, order status, and resolution of any/all customer issues,



before, during, and after the customer's requirements are met. We currently have a team composed of 73 dedicated employees in our corporate office and distribution center. Our corporate employees are organized into the following departments: Sales, Purchasing, Marketing, Customer Service.

Below are key team members:

Becker's Team members Paul Becker – Lead for RFP  
Binita Sheth, GSA & Contract Agent - RFP Preparer  
George Becker Jr – Oversees Packing, Shipment  
Carla Dieterich – Support on RFP, Customer service, contact person  
Robert Becker- Additional In-house contact  
Kurt Becker – Invoicing, POD

The Education Team at Beckers includes three highly qualified trainers who have expertise in a range of early childhood topics and best practices for adult learning. The team is led by Erin Murray with a B.S with a NJ teacher's license for preschool - grade 3 and a trained facilitator for NAEYC DAP. Rachel Waff is our education specialist with 16 years of dedicated experience in early childhood and early childhood special education, Rachel Waff brings a deep passion for classroom management and creating nurturing environments where every child can thrive. Erin Murray, Director of Education and Development can be reached at [Emurray@cjbinc.com](mailto:Emurray@cjbinc.com) and will be available to address any questions specific to curriculum-related products and usage. Rachel Waff, education specialist will also be able to support on education related products usage.

Carla Dieterich will be the Coalitions contact person should any issues or questions arise. Carla is the Central Florida territory manager for Becker's School Supplies. With a strong foundation in sales, her focus is on understanding clients' needs and offering tailored solutions to help achieve their business goals. Carla can be reached via phone at 813.469.1199 or email at [carla.dieterich@cjbinc.com](mailto:carla.dieterich@cjbinc.com).

Robert F Becker is one of the owners at Becker's and will be your Becker's contact to handle any additional questions that may arise. He can be reached at C.732.735.7962 or [robert.becker@cjbinc.com](mailto:robert.becker@cjbinc.com). Robert has 25 years of experience in supporting customers within the procurement of school supplies. The years of experience has given him a track record of many positive outcomes.

### **Clear Description of the work**

Becker's School Supplies will work with the Coalition to ensure the orders are completed as per the scope of work and requirements of the Coalition.

Becker's is proud to have an overall fulfillment (fill) rate of 98.6 %. Occasionally, we may have to backorder a few items due to high demand. The school district will be notified when they receive their shipment if any items have been backordered. All backordered items will be noted on the packing slip. These items will be shipped to the customer as soon as they become available. A representative from Becker's will monitor the account periodically to ensure that



backorders are processed on a timely basis. Becker's will ensure that all orders are entered into our system within 24 - 48 hours and processed accordingly. This will ensure a timely delivery assuming a standard 2 to 3 day transit time. ShopBecker.com is a secure website. Credit card and identity information is secured by Trustwave.

### **Total Price for Services**

All Total price sheets have been included in this bid packet for the Coalitions review. Please see attached price list. There will be no further charges to the coalition.

### **Current and Past clients**

Becker's School Supplies has worked with non-profit organizations in South Florida for over 30 years. We have done a significant amount of business with catholic schools and organizations in the South Florida region. For example, we have a strong record of success with many schools in the Miami Archdiocese and with the Family Central organization in Broward County.

Becker's offers a full line of high quality, developmentally appropriate early childhood materials, manipulatives, furniture, consumable classroom products, playground equipment and an exclusive line of art discovery materials. We have been in business since 1928 and during that time we have worked with boards of education, public and private school systems archdioceses, ELCs and Head Start organizations across the country. For the last 25 years, Becker's has specialized in early childhood education.

We have had successful partnerships with many of the Early Learning Coalitions including Miami-Dade/Monroe and Northwest ELC over the last 15 years. We put together a team to work directly with the coalition's staff and manage all the aspects of a project from start to finish.







Beginning in 2008, Becker's began providing materials to providers through the Quality Counts Program and performed to all parties' satisfaction. From 2014 to 2020 Becker's was able to complete all specified requirements and perform at the highest level of excellence (reference RFP #ELCMDM 2014-2, ELCMDM 2017-2 & ELCMDM 2020-1). The Becker's team is experienced and dedicated to meeting all the requirements set by the Coalition and to date has been very successful in satisfying these and all commitments. If issues were raised, such as damage, missing or back ordered product, they were resolved expediently and in a professional and cordial manner. Becker's Central Florida Representative, Carla Dieterich will be the ELC'S direct contact and she will closely monitor all transactions and respond to all questions efficiently with a high level of satisfaction.

- **ELC of Miami -Dade/Monroe**  
Fiorella Altare Vice President of Quality Initiatives  
Faltare@elcmdm.org  
305-646-7220

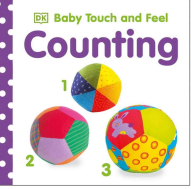


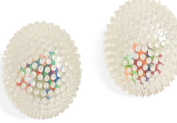
- **ELC of Northwest Florida**  
Chelsea Renew Procurement and Grant Manager  
chelsea.ranew@elcnwf.org  
850.747.5400 x 204
- **ELC of Flagler & Volusia**  
Heather DiRenzo-Deputy Director  
HDiRenzo@elcfv.org  
386.317.3349

**Infant STEM Kit**

**Indoors and Outdoors**







Image	Item Name	Item #	Description/Descripción	Qty	July 1st, 2024 to June 30th, 2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st, 2026 to June 30th, 2027 Price
	Tobbles Neo	FA0701	Young minds revel in stacking, toppling, and the act of discovery with Tobbles. Great for developing cognitive and motor skills for infants and toddlers. Weighted pieces balance, nest, and spin in new ways every day! For sensory exploration, fine motor skills, coordination, visual spatial acuity.	1	26.22	27.00	27.81
	Whirl 'n Go Ball Tower	G02603	This ball ramp promotes visual tracking, eye-hand coordination and demonstrates cause and effect! The 6-tier tower comes in pieces that can be built up to 19" tall.	1	17.77	18.30	18.85
	Mystery Sensory Balls	9323 /	Endless exploration with balls that wobble or don't, make sounds or don't and all look the same! Unfold the mystery as you discover the differences. Lightweight for safety, made from stainless steel for durability ITERS-3: Math/number 3.1 - Some appropriate math/number play materials that show size, shape, or number are accessible (Ex: grasping toys or rattles with shapes or numbers; shape puzzles; toy telephones).	1	53.32	54.92	56.57
	Inny Bin	FA251	Creative design helps baby successfully push all six textured shapes into the cube through elastic bands.	1	24.84	25.59	26.35
	Press 'N Tumble Activity Dome	G02663	Push the handle and watch the colorful, smiling balls tumble around. Babies will love the sound and action of the multi-color balls. The Press 'N Tumble Activity Dome enhances developmental skills like memory and hand-eye coordination.	1	20.43	21.04	21.68
	Mini Spinny	FA134	Place the sequentially sized discs on the corkscrew rod and watch as they spin, twirl and whirl to the bottom!	1	14.18	14.60	15.04

**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st, 2024 to June 30th, 2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st, 2026 to June 30th, 2027 Price
	Baby Touch & Feel: Counting	9781465414328	Baby Touch and Feel: Counting is an interactive way for infants and toddlers to learn numbers and counting while learning shapes and textures too. Tactile elements and delightful imagery will encourage the development of motor skills and early learning.	1	7.10	7.32	7.54
	Baby Loves Science Board Book Set	898362K	The Baby Loves Science Board Book Set introduces STEM topics in developmentally appropriate ways. The content is accurate enough to satisfy an expert, yet simple enough for infants and toddlers. Beautiful, visually stimulating illustrations complement the age-appropriate (and clever) text to encourage baby's sense of wonder. Educators, parents, and caregivers may learn a thing or two, as well.	1	31.10	32.04	33.00
	Reflective Sensory Balls	9322	Reflective mirror balls provide a stretched version of reality that is distorted like a fish-eye lens. Made from hard-wearing stainless steel, these smooth tactile balls are robustly constructed without being too heavy and can be handled by young children with ease. They can also be used indoors or out!	1	31.10	32.04	33.00
	Color Bits Balls	706192	Watch the bright bits of color tumble inside! This attention-grabbing ball with nubby texture is enticing and offers therapeutic play while inviting plenty of exploration.	1	17.77	18.30	18.85

**Infant Gross Motor**



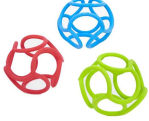

**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025	July 1st 2025 to June 30th, 2025	July 1st,2026 to June 30th, 2027
	Pop-Up Sensory Tunnel	POPTUN	Made from safe and durable materials, this tunnel features kid-friendly construction with its round corners, durable stitching, and thick fabric with breathable mesh walls. Five color-coded holes at the top are designed for dropping objects through or for a child to move items in and out. Features	1	28.43	29.28	30.16
	Sensory Balls - Large	705176K	Infants and young toddlers can grab and hold or release and roll these colorful and textured balls. Their bumpy surface provides sensory input. Can also be used for massage and other therapeutic interventions.	1	68.44	70.49	72.61
	Infant Play Gym	PT5270	Give your baby a workout with this activity gym that includes two hanging toys to stimulate curiosity and encourages movement in their limbs as they reach for them. The structure is designed with four legs to prevent rocking and to optimize child safety.	1	63.99	65.91	67.89
	Portable Play Mat, Zig Zag	PMPL092	This versatile, ultra lightweight play mat can be used just about anywhere. Made of non-toxic foam, it folds up into a convenient carrying case and can be used both indoors and outdoors.	1	62.22	64.08	66.00
	Maxx Bubbles Bubble Refill Solution	320319K	Maxx Bubbles are perfect for creating ultra fun bubbles anytime and anywhere. Each bottle also includes a specially designed bubble wand, perfect for blowing the biggest and best bubbles.	1	9.67	9.96	10.26
	Bubble Wands	638002	Everybody loves bubbles! Bubble Wands include two 5½" trays and twelve 8" wands. Bubble solution sold separately.	1	12.31	12.68	13.06



### Infant Fine Motor






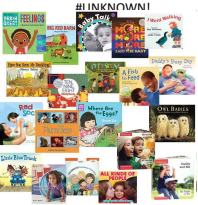
#### Indoors and Outdoors

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Becker's Infant Exploration Kit	BSS291100	Becker's carefully curated kit features classic and specialty toys for infants as they begin to explore and interact with their brand-new world through their senses. FREE Resources: CLASS Strategies for Infants, Toddlers & Twos	1	284.43	292.96	301.75
	Dimpl Wobbl	FA217K	It's a wobble and tactile adventure with the Dimpl Wobbls. Infants will watch as they tilt, spin, wobble and waddle with the slightest touch. Dimpl Wobbls can be chewed, grabbed and easily released.	1	34.39	35.42	36.49
	Bolli Balls	BL002K	This sensory development ball is great for stretching, manipulating, grasping, and teething. Dishwasher safe and made from food-grade silicone.	1	25.99	26.77	27.57
	Fidgety Paper	69298K	These fabric pieces are filled with material that sounds like paper, crinkles like paper, but doesn't rip like paper! It's soft to the touch and delights all of the baby's senses. Great for children with autism, too.	1	31.10	32.04	33.00



**Infant Literacy Kit**

**Indoors and Outdoors**







Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Storytelling Puppet Sets	MTC195K	These classic fairy tale puppets will add extra fun to storytelling! Puppets have moveable hands.	1	93.32	96.12	99.00
	Early Learning Books	272572K	Suit everyone's tastes with this wide selection of great concept books. Easy turn-the-page tabs.	1	50.39	51.90	53.46
	Our World: Babies Board Book Set	723345K	The Our World: Babies Multicultural Board Book Set will allow you to build awareness of authentic cultural diversity and how babies are raised in different cultures. See also our Global Babies Book Set or Baby Faces Board Book Set.	1	27.99	28.83	29.70
	World Foods Board Book Set	BSS236219	Bon Appetit! Mangia! Mangia! The books included in the World Foods Board Book Set offer a wonderful introduction to world cuisine. Rhyming text and mouthwatering illustrations make these fun to read.	1	39.10	40.28	41.49
	Touch & Feel Seasons Book Set	510831K	These touch-and-feel board books are an ideal introduction for babies and toddlers to first words, colors, and seasons. With exciting textures to touch and feel on every page, these interactive books make learning fun.	1	23.99	24.71	25.45
	Best Book Set For Babies & Toddlers	BSS920518	There's a little bit of everything in this great book collection created as a starter set for a classroom library. The titles for the Best Book Set for Babies & Toddlers were selected carefully to meet the Infant Toddler Environment Rating Scale (ITERS-R) standard for Using Books in Infant and Toddler Programs. This book set includes 20 books. A wide selection includes books about people of varying races, ages and abilities.	1	146.66	151.06	155.59






### Infant Literacy Kit

#### Indoors and Outdoors

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	My First Learning Library	350250K	These books with real-life photography invite playful learning with prompts for keeping little ones engaged. Includes: First Words, Opposites, Colors, Numbers and Seasons.	1	20.79	21.42	22.06
	Becker's Infant & Toddler Posters: Let's Talk!	BSS231161	So much to talk about; so much to notice! Insects, backyard wildlife, seasons, friends, family, activities, kindness and much more. Notice colors, find things to count and make connections! ITERS-3: Display for children 5.1 - Many colorful, simple pictures, posters, and/or photographs displayed throughout the room.	1	31.99	32.95	33.94


Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Reflective Sensory Balls, Color Burst	72221	Explore light, reflection and color with shiny and enticing Silver and Color-Burst Ball Sets. Hollow and lightweight for easy use with babies and toddlers. Indoor/outdoor.	1	35.19	36.25	37.34
	Puffaboo Elephant	FA371	This plush elephant squeaks and blows a puff of air to help calm and soothe Crinkly ears add another sensory element.	1	12.40	12.77	13.16
	Jungle Friends Roly Poly Balls	303501	Jungle Friends Roly Poly Balls is a set of 4 adorable and fun jungle animals to amuse infants as they begin to develop fine motor, tactile, and hand-eye coordination skills. The round shape and soft contrasting textures make the balls easy to grasp as infants explore their early sensory skills and shake the balls to hear the different bells inside each one. Set includes a lion, giraffe, panda, and crocodile.	1	20.47	21.09	21.72
	Sensory Rollers	FA1611	These balls stimulate multiple senses with varying textures and a pleasant chime sound as they roll. They are sized for easy grasping and will help to develop motor control and dexterity. Safe for teething.	1	17.74	18.27	18.82
	Visual Explorers	MTC172	Encourage children to explore their world! Each frame contains either an unbreakable mirror, see-thru acrylic colored panel or a multi-faceted panel. Includes activity guide	1	30.22	31.12	32.06
	Fill'n Fun Water Play Mat	E00186	Create a cause and effect atmosphere with a water play mat. Fill the inflatable mat with tap water for tactile and visual fun. Includes 5 water pals to push and try to grab. Great tummy time activity. ITERS-3: Gross motor 3.3 - Some appropriate materials and equipment, in good repair, used during observation, and non is extremely dangerous.	1	13.27	13.67	14.08

**Infant Sensory Kit**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Squeak 'n Stack Blocks - Set of 16	E00381K	These soft, squeaker blocks have embossed pictures for sensory and language stimulation. Great for infant and toddler block play.	1	29.32	30.20	31.11
	pipSquigz	FA0891	Great for home and classroom use. Simply push pipSquigz down on any smooth surface and watch baby interact with this high-quality silicone suction toy. With super-suction, each shape can be tugged, pushed, shaken and pulled. Or, push and stick the shapes together for new play experiences. Babies delight in the versatile movement, sound and texture. Tested to the highest safety standards, pipSquigz provide peace of mind for parents of teething babies.	1	18.39	18.94	19.51
	Rattle & Teether Set	862021K	The perfect set for babies who are learning to grasp and need to teethe! The Gummy Balls have eight nubs for nibbling, each with a different texture, for each teething phase. The fruity teethers are easy to grasp and have fun fruit shapes. The figure 8 teether features 5 multi-textured teething surfaces and the shaking rattles offer sound and visual stimulation.	1	47.99	49.43	50.91

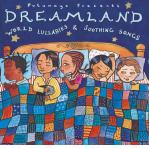

**Infant Music & Movement Kit**

**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Baby and Toddler CD Set	KIM9109K	A nice variety of music experiences for the infant and young toddler classrooms. 4 CD Set includes: Laurie Berkner Lullabies, Baby Games, Toddler Favorites & Nursery Rhymes.	1	52.79	54.38	56.01
	Music Time Animal Shakers	MT18K	These beautiful, wooden shakers are filled with dried vegetables for a unique and soft maraca sound. They intentionally produce a softer sound for young children's ears—and teacher's, too!	1	58.66	60.42	62.23
	Rhythm Set	HL36786K	Looking for music toys for babies and toddlers? These easy-to-grasp music toys with gentle shaking sounds make for happy little ones and their grown-up caregivers! This set of musical toys for babies and toddlers includes instruments ergonomically designed for easy handling by young children. The bead and bell shakers have clear windows so babies and toddlers can see where the sound comes from.	1	55.10	56.76	58.46
	Octotunes	L27027B	Eight colorful tentacles are composed of different textures and patterns and when squeezed, a different musical note can be heard from each.	1	38.22	39.36	40.54
	Spin the Drum	900197	Introduce the concept of cause and effect and stimulate infants' eye-hand coordination as they reach to rotate the colorful wooden drum to make a fun sound.	1	26.66	27.46	28.28
	Fish Castanets, Set of 3	PT1644K	Encourage children's musical side with these simple percussion instruments. These cute fish castanets produce a beautiful clapping sound. Children will quickly learn to adjust their hand movements to create different sounds.	1	19.19	19.77	20.36
	Boom Box with Bluetooth Receiver CD/FM Media Player	HB100BT2	Take your classroom technology up a notch with the boombox that lets you stream music from your Bluetooth® enabled device in addition to playing CDs or FM Radio. This school-tested and teacher-approved boombox gives you unrivaled control of your listening experience!	1	103.99	107.11	110.33




**Infant Music & Movement Kit**

**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Putumayo Kids, Dreamland CD	PUT212	<p>sound. American Playground includes 20 pages of colorful and informative liner notes, historical kid-friendly information about the songs that enhance the great American story, plus details about each featured artist. Turn down the lights and relax to the tranquil melodies of beautiful lullabies and soothing songs from Africa, Europe, North and South America, and Asia. More than simply a bedtime album for children, Dreamland: World Lullabies and Soothing Songs, features beautiful, universally appealing songs that will create a calm ambiance for people of all ages.</p>	1	12.79	13.18	13.57
	Rainbow Fabric Baby Ball	3672	Soft rainbow ball to toss or roll featuring different materials, sounds and textures.	1	17.77	18.30	18.85

**Infant Dramatic Play**


**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Positive Pals Doll Set	PBLU01K	Cuddle up with this set of diverse baby dolls. Each doll has a velour body with a unique affirmation embroidered on the non-removable onesie. These squeezably soft Positive Pals™ dolls have shaded skin tones to represent racial differences. Celebrate everyone with these affirming messages: I am Amazing, I am Kind, I am Enough, and I am Loved.	1	53.31	54.91	56.56
	My First Fishbowl	L27204B	A creative version of the put-in, take-out concept, this fun fishbowl includes four textured sea creatures that each make a different sound - crinkle, rattle, jingle, or squeak! These easy-to-grasp creatures help develop hand-eye coordination and are full of textures for baby to explore.	1	30.22	31.12	32.06
	Melissa & Doug Fill & Spill Soft Taco	LCI30745	Spice up playtime with this tactile taco! Fill a happy-faced, fabric-covered soft taco shell with crinkling, squishy, multi-textured pieces.	1	23.99	24.71	25.45
	Melissa & Doug Fill & Spill Market Basket	LCI30730	Sort, squeeze, fill, and spill! Fill the mesh grocery tote with a chiming milk bottle, crinkling lettuce, rattling tomato, and squeaking carrot.	1	23.99	24.71	25.45
	Melissa & Doug Take-Along Play Mat Set, Farm	LCI9216	Take the fun along with you with this versatile, colorful play mat and farm friends set! The mat, with a non-skid backing, features an illustrated farm scene in bright, eye-catching colors. The nine soft fabric animals and farmer figures crinkle, rattle or squeak. All fabrics are easy to clean. The play mat folds up to become a convenient storage bag for the farm friends, making it perfect for travel.	1	29.32	30.20	31.11
	Melissa & Doug Take-Along Town Play Mat	LCI9214	Take the fun along with you with this versatile, colorful play mat and vehicle set! The mat, with a non-skid backing, features an illustrated town and road scene in bright, eye-catching colors. The nine soft fabric vehicles crinkle, rattle or squeak and also have numbers on the bases to encourage number recognition and early sequence skills. All fabrics are easy to clean. The play mat folds up to become a convenient storage bag for the vehicles, making it perfect for travel.	1	29.32	30.20	31.11










### Infant Dramatic Play

#### Indoors and Outdoors

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	My First Phone	PT5674	This first "cell phone" offers interactive play with a magnifier screen and bright button dial pad. Safe, easy-to-clean with a lot of play value. 1	1	12.79	13.18	13.57







**Indoors and Outdoors**

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	Indestructibles High-Contrast Book Set	521029K	These engaging baby books feature high-contrast color with black-and-white patterned backgrounds and multicultural images. They're made from baby-proof material that looks and feels like paper but won't rip or tear.	1	23.99	24.71	25.45
	Indestructibles First Words Book Set	93081K	The books included in the Indestructibles Book Set for Babies are made from a material that looks and feels like paper but won't rip or tear like paper! These indestructible books are ready to be chewed, grabbed, bent and read over and over again. Each of the 6 books includes images that show the diversity of babies and baby animals as they go about their day and offers simple, engaging text to support early language development.	1	33.59	34.60	35.64
	Global Babies Book Set	894395K	The Global Babies Book Set allows babies to take an around the world journey and look at realistic images of other babies being cute, smart, fun, curious and sleepy just like them! This book set includes the following 5 books: Global Baby Girls, Global Baby Boys, Global Babies Playtime, Global Baby Bedtimes, Global Babies.	1	27.99	28.83	29.70
	My First Board Books!	9686K	The perfect set of first books for babies, caregivers, and families using photographs of everyday experiences. Chunky board books.	1	39.10	40.28	41.49
	Baby Faces Board Book Set	420044K	The Baby Faces Board Book Set is guaranteed to be the most popular board book set on the toddler shelf! Vibrant photographs capture the many endearing expressions kids make as they go through their daily routines. As much fun to read as it is to hear with quick and easy rhyming text.	1	21.99	22.65	23.33
	Big Mouth Animal Puppets	200999	Large 12" puppets with moveable mouths and embroidered eyes comfortably fit little or big hands. Durable fabrics are surface washable.	1	111.10	114.44	117.87
	Teacher Seat with Back Support	G750	This teacher seat provides convenient, comfortable flexible seating with strong polyester fabric and a reclining backrest that adjusts to 10 positions. Comes with convenient shoulder strap - easily portable for indoors and out.	1	50.66	52.18	53.74







**Infant Book Nook**

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	Baby Soft Book Set	494308K	Babies and toddlers alike are guaranteed to love the cloth books included in the Baby Soft Book Set! Each cloth book for babies in this set is soft, cuddly, and padded making it safe for all babies ages birth+. Each page is textured and includes bright images with fun rhyming text.	1	37.51	38.64	39.80
	Becker's Book Basket	CM1208	Perfect storage for The Little Library collection of books or your classroom book collection!	1	55.99	57.67	59.40
	Plush Photo Album	87084	Perfect first book for infants. Soft photo book with four plastic sleeves to hold 4" x 6" photos of family members, animals, colorful images and much more.	1	11.54	11.89	12.25
	See Me Picture Mat, Primary	CF322361	This mat has six clear pockets to display familiar pictures and is sized to fit in any area of your classroom to create a soft space for quiet exploration. It also has a safe and flexible mirror in the center to keep baby's attention. Great for non-mobile and mobile infants or young tots!	1	155.19	159.85	164.64





**Infant Selfcare Diapering Area**

**Indoors and Outdoors**







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	Proper Diapering Procedures Poster	LZE428000	Teach and review proper diapering procedures with this colorful and informative poster. Developed in collaboration with the National Association for the Education of Young Children (NAEYC), it shows how to properly change a diaper according to Caring for Our Children: National Health and Safety Performance Standards, 3rd addition (2011). Photos and detailed descriptions show diapering step-by-step.	1	18.66	19.22	19.79
	Infection Control Diaper Changing Pad	AEL7090	This changing pad is constructed of smooth vinyl with radio frequency vinyl welded seams that prevent fluids from seeping into it. Features	1	47.99	49.43	50.91
	Arm & Hammer™ Nursery Fresheners	10324	Deodorizing discs filled with odor-eliminating baking soda and scented with lavender. Fresheners are great for diaper bags, diaper pails, changing tables, hampers and more. The baking soda provides safe, effective and natural odor elimination.	1	7.99	8.23	8.48
	Nitrile Gloves	NITRILEGLOVES	These light latex-free, powder-free gloves are a great fit. Industrial-grade nitrile gloves offer excellent elasticity and puncture resistance. Perfect for food handling, diaper changing and janitorial use.	1	23.99	24.71	25.45
	Handwashing & Teeth Brushing Poster Set	LZE4594K	Laminated posters offer step by step visual directions for hand washing and teeth brushing. Laminated. Consider adding this item to your PPE checklist!	1	18.66	19.22	19.79
	Infant/Toddler Safety Toothbrushes, Set of 12	900902	Toothbrushes have super soft bristles and are easy for babies and adults to grip. Design protects against over-insertion into the mouth that could cause injury. Use holder and cover to meet hygiene standards.	1	41.36	42.60	43.88

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	Infant Toothbrush Rack & Brushes	41016	This unique tray holds 12 infant brushes for your youngest children ages 0-3. Each tray has a protective lid and comes with 12 infant brushes.	1	38.22	39.36	40.54
	Soft-Tip Infant Spoons	10062	Six soft-tip infant spoons with rounded, soft bowls that are gentle on baby's gums. Ergonomically-designed handle is comfortable to hold.	1	5.86	6.03	6.21
	Spill-Proof Sippy Cups	Y1300V4	Take & Toss cups, bowls, and flatware are durable enough to use over and over, and affordable enough to treat as disposables. Snap-on lids prevent leaks and help to keep food and drinks fresh. Valve-free, spill-proof cups make sipping and cleaning easy. Most lids are interchangeable with other Take & Toss products.	1	5.32	5.48	5.64
	Catch-All Bibs	MTC382	These waterproof bibs feature a gusseted crumb catcher pouch to snare crumbs and spills. Supports family style dining by providing a child-sized, easy-to-manage tool for self-serving and happy eating!	1	19.54	20.13	20.73

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	Becker's Ramp 'n Roll Set for Toddlers	BSS218140	Introducing STEM for Toddlers! This ramp set is the first introduction to science, math, and engineering! Without knowing it, your toddlers will be studying physics, speed, distance, construction and more! The ramp is designed for active exploration with 3 height adjustments.	1	96.79	99.69	102.69
	Natural Shape Viewers	YUS1082	It's like holding a window to the natural world. These viewers are simply empty frames that are a great tool for indoor and outdoor exploration. As children focus their attention on the details they see, their language and concentration skills will develop.	1	34.21	35.24	36.30
	Easy-Hold Discovery Set	9333	Discover a world of color and light with 3 colored acrylic lenses, a magnifying lens, a two-sided convex/concave mirror and a plane mirror. Use for indoor/outdoor color exploration or on a light table.	1	58.65	60.41	62.22
	Junior Gears, Set of 2	LER9220K	Introduce children to gears, cause and effect, and early STEM concepts with these barnyard animals and underwater pals gear sets. Big, chunky pieces are easy to manage.	1	54.25	55.88	57.56
	Better Builder® Grippies®, 20 Pieces	G8311	Looking for STEM toys for tots? Look no further than the Better Builders Grippies building toy system. This magnetic construction set combines tactile, engineering, and science discovery in one. Soft textured rods and pieces are toddler-friendly and are an introduction to the basic principles of engineering and geometry. This set features 4 soft matte textures in exciting bright colors.	1	53.77	55.38	57.04
	Baby Loves Science Board Book Set	898362K	The Baby Loves Science Board Book Set introduces STEM topics in developmentally appropriate ways. The content is accurate enough to satisfy an expert, yet simple enough for infants and toddlers. Beautiful, visually stimulating illustrations complement the age-appropriate (and clever) text to encourage baby's sense of wonder. Educators, parents, and caregivers may learn a thing or two, as well.	1	34.21	35.24	36.30






**Toddler Science STEM Kit**

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	Stack & Roll Balance Set	KF0007	<p>These colorful elephant blocks are created in 3 sizes and weights for STEM learning and creative opportunities. Two blocks of the same size can be combined into a circle for rolling games, and stackable blocks and planks provide unlimited possibilities for balance and stacking activities.</p>	1	166.21	171.20	176.34
	Start Up Circuits	68521	<p>Did you say circuits?! Watch older toddlers connect, click, and flip the switch for some WOW results! They can create either a spinning fan, a glowing light, or a whistling siren. All pieces are interchangeable for fun experimenting. Children will develop an understanding of circuitry and build a strong foundation for future STEM success.</p>	1	29.32	30.20	31.11
	Translucent KinderMag Building Sets	575010T	<p>Explore the magic of magnetics and light play! These sets introduce children to concepts related to polarity, shape and space with magnetic pieces that easily clip together. Chunky, lightweight pieces are perfect for little hands.</p>	1	143.43	147.73	152.17






**Toddler Sensory Kit**

**Indoors and Outdoors**

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	Sensory Sound Eggs	YUS1087	The Sensory Sound Eggs offer a stimulating way for children to explore auditory discrimination skills. This set of six eggs features three pairs with matching sounds, encouraging children to listen carefully and match the sounds correctly. With a realistic appearance and lightweight design, these eggs are perfect for little hands to hold and play with. Watch as children delight in the challenge of finding the matching pairs and enjoy the satisfaction of getting it right.	1	27.19	28.01	28.85
	Reflective Sensory Balls, Color Burst	72221	Explore light, reflection and color with shiny and enticing Silver and Color-Burst Ball Sets. Hollow and lightweight for easy use with babies and toddlers. Indoor/outdoor. ITERS-3: Math/number 3.1 - Some appropriate math/number play materials that show size, shape, or number are accessible (Ex: grasping toys or rattles with shapes or numbers; shape puzzles; toy telephones).	1	35.19	36.25	37.34
	Pete the Cat My Groovy Shoes Sensory Path	EP77542	Whether a student needs to calm down or energize, refocus during a transition, or self-soothe after a stressful challenge, The Pete the Cat My Groovy Shoes Sensory Path is a fun and engaging way for children to take a "brain break" and work through some of their wiggles. Children can spin, tiptoe, leap, crawl, hop, squat, stretch or dance their way from one point to another. The smooth, durable surface of each piece is easy to wipe down or spray with disinfectant to help prevent the spread of germs.	1	35.19	36.25	37.34
	Lidzy	FA3211	Lidzy is loaded with sensory experiences. Unscrew each lid to reveal, a texture, a sound, a mirror and a surprise! Builds fine motor and eye-hand coordination skills. ITERS-3: Fine motor 3.1 - At least 5 different choices of complete, functional, and appropriate fine motor materials accessible.	1	17.74	18.27	18.82
	Klickity	FA1491	his is a unique sensory lap toy featuring fun clicking sounds, movements, and textures. Great for sensory exploration, cause-effect learning, and fine motor skills .Each ball is filled with rattling beads and spins for visual stimulation.	1	33.74	34.75	35.79

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	Spinny Pins	FA248	This open-ended, sensory toy uses a wobbly bowl with holes for sorting textured, wobbly pins! This type of activity encourages fine motor skills, sensory exploration and early experimentation. The textured pins fit into bowl either upside down or right side up and the bowl makes a chime sound when wobbling.	1	31.06	32.00	32.96
	Whirly Squigz	FA2101	Whirly Squigz are big, bright and tactile spinners that stick to flat surfaces and easily spin around with a light finger touch. Encourages fine motor skills, sensory exploration, and cause-effect learning. Safe for teething too!	1	22.18	22.84	23.53
	Mini Spinny	FA134	Place the sequentially sized discs on the corkscrew rod and watch as they spin, twirl and whirl to the bottom!	1	14.18	14.60	15.04
	Twirly Whirly Rainmaker	MP225	The popular and colorful rainmaker in a great new size. Spinning parts inside the chamber create a flourish of motion as the beads cascade through. Easy to hold 8" size is great for smaller hands. FCCERS-R: Music and movement 3.1 - Some appropriate music materials, toys, or instruments accessible for free play daily (Ex. rattles and other musical toys, simple instruments, CD player or computer with recorded music).	1	14.39	14.82	15.27
	Artful Goods® Toddler-Friendly Dough	AG2946K	Squish and play! Artful Goods® Toddler-Friendly Dough is super soft and made from food-grade ingredients so teachers won't have to worry about a little "taste testing." It's the perfect dough to introduce toddlers to the wonders of arts and crafts time. ITERS-3: Art 3.1 - At least 1 drawing material accessible to children at least 24 months of age.	1	15.99	16.47	16.97








**Toddler Sensory Kit**

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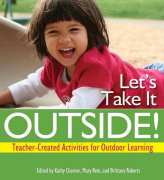
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	Emotions Dough Rollers	YUS1186	A real hands-on way to explore feelings! Roll a body design and stamp on a face with any of the 6 expressions. These rollers will help children recognize and talk about the emotions they may be experiencing – happy, excited, sad, worried, calm, and angry. Roll into dough, clay or sand, to make a body and add a face to complete the emotion.	1	17.59	18.12	18.66
	Suction Kupz	FA1831	Each of these vibrant, squishy silicone cups features a suction cup bottom plus a suctioning rim at the top. Stack them up tall or flip them on their sides and send them rolling. Stick them to walls, flat surfaces or even each other and then pull them apart to hear them POP. Great for water play, also.	1	19.51	20.10	20.70
	Water Basters	E0207K	Fill with water and watch the colored beads inside dance about. Then squeeze the bulb for a cool water spout! Great for group play. Helps children learn about vacuums, pressure, and suction.	1	22.20	22.87	23.55
	Translucent Color Funnels	73113	These easy-to-hold colorful funnels are the perfect size for children to use in explorative play with sand and water. ECERS-3: Nature/science 3.1 - At least 5 developmentally appropriate nature/science materials from at least 2 categories are accessible for at least 25 minutes during the observation.	1	22.22	22.88	23.57

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	Pop-Up Sensory Tunnel	POPTUN	Made from safe and durable materials, this tunnel features kid-friendly construction with its round corners, durable stitching, and thick fabric with breathable mesh walls. Five color-coded holes at the top are designed for dropping objects through or for a child to move items in and out. Features All ages 20"W x 76"L x 20"H	1	31.28	32.21	33.18
	Rhino-Skin Ball Sets	RS65SET	Rhino Skin Ball Sets are designed for dodgeball matches and other games in gym class or on the playground. These versatile foam balls are made with a tear-resistant exterior layer, meaning they can be used in a variety of ways on many different playing surfaces including gym floors, and sports fields. The lightweight design makes it easy for players of all ages to throw and catch.	1	42.04	43.30	44.60
	Mini Bilibos, Set of 6	K0050	Just like their big sibling, the colorful Mini Bilibos are durable and wonderfully versatile play objects that will accompany kids from their first year onwards. The Minis can be stacked and nested, they act as floating ducks, sand shovels, candy bowls, spinning tops, racing cars or scoops for snowballs. The only limit is your imagination	1	19.35	19.93	20.53
	Poly Spot Marker Set	MSPSET	Durable poly-vinyl markers for indoor/outdoor play. They can be used for a variety of drills and games, and are tear resistant for long lasting use. ECERS-3: Gross motor equipment 5.1 - There is enough equipment (stationary and portable) to interest all of the children and keep them active and involved.	1	15.14	15.60	16.07
	Parachutes	NP12	Kids love playing with parachutes! These multi-colored nylon, double-stitched parachutes with handles will make a great addition to the classroom. ECERS-3: Gross motor equipment 5.1 - There is enough equipment (stationary and portable) to interest all of the children and keep them active and involved.	1	38.71	39.87	41.07


**Gross Motor**

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	Bean Bags	MBB5	Our Bean Bags are ideal for throwing, catching, and learning. Perfect for tossing games and for developing motor skills, these soft vinyl bags are rugged and hand conforming. We offer a variety of styles with letters, numbers, shapes, colors, or simply plain for everyday fun. SACERS: Furnishings for Gross Motor Activites -  ECERS-3: Gross motor equipment 7.1 - Use of ample and varied equipment is observed, indoors or outdoors (Ex: no waiting to use popular equipment; climbers not crowded; enough balls; different skills encouraged by equipment).	1	32.74	33.73	34.74
	Giant Linking Shapes	EA68	These giant shapes interlock together with ease and can be used for indoor and outdoor play. Ideal for younger children learning their first shapes - the chunky pieces are perfect for small hands. Can also be used for pattern and shape sequencing activities. Each piece features the name of the shape in Braille. Assorted triangles, squares, circles, and rectangle building blocks for toddlers help with learning shape recognition. Made by Polydron, these shape links can help enhance youngsters' creativity, logic, and STEM and STEAM skills in the early classroom, childcare center, or home.  Features Ages 2+  16 interlocking giant shapes in 4 bright colors, containing 4 squares, 4 rectangles, 4 circles, and 4 triangles	1	73.91	76.13	78.41
	Maxx Bubbles Bubble Refill Solution	320319K	Maxx Bubbles are perfect for creating ultra fun bubbles anytime and anywhere. Each bottle also includes a specially designed bubble wand, perfect for blowing the biggest and best bubbles.  Features Ages 3+	1	9.67	9.96	10.26
	Bubble Wands	638002	Everybody loves bubbles! Bubble Wands include two 5½" trays and twelve 8" wands. Bubble solution sold separately.  Features Ages 3+  Bubble wand set includes bubble wands in heart, star, flower, circle, square and triangle shapes	1	12.31	12.68	13.06
	Let's Take It Outside	GH10037	Children love outdoor play. Now teachers can combine the magic and excitement of the outdoors with activities that encourage and support learning! With more than 100 new teacher-created, classroom-tested outdoor activities, Let's Take It Outside! engages children's minds and bodies as they explore the limitless bounds of the outdoors while also building key skills in areas like math, literacy and language, science, art, and music. The activities in Let's Take It Outside! take kids on an outdoor adventure as they make mud-dough letters, go on a rainbow scavenger hunt, and play animal charades. Let's Take It Outside! is the result of a nationwide contest among teachers. The best of the best activities are selected and organized by theme for easy use. Counting, Alphabet, Colors, Shapes, Art, Touch, Sound and Sight, Plants and Gardening, Bubbles and Air, Light and Shadow, Animals and Insect, Dramatic Play, Large Motor Skills.	1	19.35	19.93	20.53



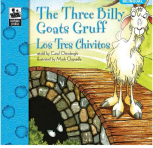



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	Becker's Global Music & Movement Kit	BSS271313	Combine colors, sounds, and dance to experience music and joy in any culture! Set includes 8" rhythm sticks, tropical tambourines, maracas, a rainmaker, Kids World Party CD, scarves and a handcrafted set of Zebra Baskets for storage.	1	159.99	164.79	169.74
	Becker's First Music Classroom Kit	BSS613311	We've done the research, the shopping, and the packaging so that you could have all the essentials of an Infant Toddler Music Program at your fingertips. Contents: Silky Scarves (12), Shape Shakers (12), Tambourines (12), Baby Maracas (6), African Dreamland CD, American Playground CD, Sign & Sing Alongs (board book set). All musical instruments and props should be used with adult supervision.	1	128.79	132.66	136.64
	Wooden Instrument Set	PT6404K	Are you looking for toddler musical instruments to add to your child care center? This set of early childhood wooden instruments include beautifully-crafted wood xylophone, tympanic drum, and concertina. Children develop music appreciation, coordination, and rhythm as they play these instruments. The drum includes drumstick with rubber head to soften sound.	1	70.39	72.50	74.68
	Toddler Yoga Book Set	640769K	Wiggle, jiggle, and giggle like a beetle is just the beginning of yoga fun for little ones! These books about yoga for toddlers teaches body awareness with calming and soothing movements. Features All ages Set of 3 board books 6" x 6"	1	26.39	27.18	28.00
	Putumayo Kids, World Music CD Set	PUT269K	Putumayo Kids is committed to providing culturally authentic music for children with an upbeat, melodic sound. Each CD includes a booklet with child-friendly facts and insights relevant to the music. These CDs will add something fresh, captivating, and enriching to your musical collection. Complete set of 7 CDs includes: Kids World Party, World Playground, American Playground, Latin Playground, African Playground, Asian Playground, and Animal Playground.	1	82.39	84.86	87.41
	Raffi Favorites! CD Set	CDR8077K	A collection of Raffi's best songs for young children. These timeless classics will stay in the minds and hearts of children and their teachers for a lifetime! Features All ages Set of 4 CDs Features: All-time classic - Baby Beluga & All-time favorite - Down by the Bay	1	32.79	33.78	34.79

	<p>Boom Box with Bluetooth Receiver CD/FM Media Player</p>	<p>HB100BT2</p>	<p>Take your classroom technology up a notch with the boombox that lets you stream music from your Bluetooth® enabled device in addition to playing CDs or FM Radio. This school-tested and teacher-approved boombox gives you unrivaled control of your listening experience!</p> <p>Specifications:</p>	<p>1</p>	<p>103.99</p>	<p>107.11</p>	<p>110.33</p>
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**Toddler Literacy Kit**



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	Seek-A-Boo Game & Word Cards Set	62076WK	Build vocabulary, cognitive skills and object recognition with Seek-A-Boo! The laminated word cards teaches 80 first words using sturdy flaps and colorful photographs to invite responses about objects found outdoors, on the farm, at school and around the house.	1	32.79	33.78	34.79
	Fairy Tale Wooden Character Set Billy Goats Gruff	YUS0111	This high-quality, tactile set of Billy Goats Gruff wooden characters will encourage children to retell the popular fairy tale in their own words. The figures also encourage children to create their own versions of the story, which builds vocabulary and supports language development. Suitable for block play and story time.	1	17.59	18.12	18.66
	The Three Billy Goats Gruff, Bilingual	0769658644	In this beloved tale, the three goats must outwit the evil troll lurking under the bridge! Children will eagerly continue reading to see if the goats make it across so they can eat their dinner.	1	3.19	3.29	3.39
	Fairy Tale Wooden Characters & Stories Set	BSS620319	Combine Goldilocks, Jack and the Beanstalk, Little Red Riding Hood and The Three Little Pigs for all kinds of folk and fairy tale fun! Set includes free-standing wood figures and props for each story and the matching story book. Books are bilingual-Spanish. Figures range from 2" - 12" tall. Props are safe for ages 18 months+. These story versions are best for ages 3+.	1	93.32	96.12	99.00
	Fairy Tale Seek & Find Playsilk	013535	Add interest and intrigue to your dramatic play area with seek & find characters on durable, pure silk that inspire creative storytelling. Wooden characters sold separately. Features All ages	1	17.77	18.30	18.85
	Indestructibles Classroom Book Set	92424K	You can never have too many indestructible books on hand! This collection is perfect for Infant and Toddler Classrooms. Indestructibles are made from material that looks and feels like paper but won't rip or tear like paper! These books are ready to be chewed, grabbed, bent and read over and over again. Images show diversity in people, places, and animals! Topics include baby animals, neighborhoods, farm, city, nursery rhymes and much more.	1	132.79	136.78	140.88









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	Alphabet Building Blocks	LER7718	<p>Learn ABCs the playful way with letters that stack like blocks. The open backs allow them to be used as letter molds with dough or other sensory materials.</p> <p>Features</p> <ul style="list-style-type: none"> <li>Ages 18 months+</li> <li>36 pieces</li> <li>Blocks are 2"L x 2"H</li> <li>Set includes 26 letters and two sets of vowels</li> <li>Storage bag included</li> </ul>	1	20.79	21.42	22.06
	ABC Puppets	MTC56	<p>When you combine cute puppets and letters with matching animal names, you have a winning combination. Circle time or anytime, these will become classroom favorites!</p>	1	133.59	137.60	141.73

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	Building Baby's Brain Collection, Set 3	FA3411K	Continue the exploration of textures and shapes with this set of sensory toys. Set includes Plugzy, Lidzy, and Oombee Cube.	1	71.10	73.24	75.43
	Arctic Animals Puzzle Set	360347K	Wooden puzzles featuring friendly arctic animals. Each puzzle has four chunky pieces sized just right for small hands.	1	32.79	33.78	34.79
	Becker's Toddler Exploration Kit	BSS220110	Becker's Toddler Exploration Kit will engage curious toddlers as they play alongside their peers and develop language, imaginative and motor skills.FREE Resources: CLASS Strategies for Infants, Toddlers & Twos	1	284.43	292.96	301.75
	Dinosaur Footprints	YUS1186	A real hands-on way to explore feelings! Roll a body design and stamp on a face with any of the 6 expressions. These rollers will help children recognize and talk about the emotions they may be experiencing – happy, excited, sad, worried, calm, and angry. Roll into dough, clay or sand, to make a body and add a face to complete the emotion.	1	17.59	18.12	18.66
	Artful Goods® Toddler-Friendly Dough	AG2946K	Squish and play! Artful Goods® Toddler-Friendly Dough is super soft and made from food-grade ingredients so teachers won't have to worry about a little "taste testing." It's the perfect dough to introduce toddlers to the wonders of arts and crafts time. ITERS-3: Art 3.1 - At least 1 drawing material accessible to children at least 24 months of age.  Features Ages 2+ Assorted colors	1	15.99	16.47	16.97
	Farm Yard Footprint Stones	YUS1065	Learn the unique characteristics of each animal starting with their footprint! These stones have animal prints on one side with the matching animal on the reverse. Use for rubbings, dough imprints or exploring outdoors.	1	27.19	28.01	28.85



**Indoors and Outdoors**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Becker's "I'm A Vet" Dramatic Play Kit	BSS922000	Our vet specializes in sick and injured stuffed animals, and this set has everything you need to set up a vet's office.	1	87.99	90.63	93.35
	Sprouts™ Shopping Baskets	LER9724	Grab a stack of freshly-designed shopping baskets sized especially for little hands. Perfect for pretend shopping and dramatic play. ECERS-3: Dramatic play 3.1 - Some dramatic play materials and furniture accessible for at least 25 minutes during the observation so children can act out family roles themselves (Ex: dress-up clothes; housekeeping props; dolls).	1	28.79	29.66	30.55
	Fruit & Vegetable Sensory Play Stones Set	YUS1135	These durable fruit and vegetable stones offer the perfect ingredients for inspired role play and creativity in the mud kitchen!	1	53.56	55.17	56.82
	Sensory Play Stones, Pizza Toppings	YUS1153	Budding chefs will love to create the pizzas of their choice! Crafted from a unique stone mix, these stones are designed for use in mud, sand, dough and water both indoors and outside. Set of 15 includes three each of green pepper, mozzarella, mushroom, tomato and yellow pepper.	1	27.19	28.01	28.85
	Sensory Play Stones, Foods of the World	YUS1151	Bring foods from around the globe to the mud kitchen! These multicultural food stones are an ideal resource to help children learn more about different cultures and their culinary heritage. Created from a durable stone mix, they are ideal for use indoors and outside.	1	27.19	28.01	28.85
	Career Puppet Set	MTC319	Meet the professionals! These character puppets do important jobs throughout the community, and they're ready and willing to answer all your burning questions. Their detailed attire and moving mouths will help engage children in interesting conversation—perfect for dramatic and cooperative play!	1	115.54	119.01	122.58
	My Cell Phone	OTC59370K	These realistic cell phone toys will provide young callers with hours of imaginative play. The play cell phones have a built-in ringing sound when the green button is pushed. All buttons can be pressed for pretend calling!	1	28.79	29.66	30.55



### Toddler Dramatic Play Center

#### Indoors and Outdoors


Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Toddler Career Dress-Ups	1CGCK	Toddlers are ready to hit the job market with these high-style career outfits. Includes firefighter, doctors, police, veterinarian and astronaut. Velcro in the front for easy on/off.	1	95.99	98.87	101.84







Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Noise-Canceling Earmuffs	406310	Use these adjustable earmuffs to protect hearing and reduce noise distractions in a noisy environment. The sound level is considerably reduced to promote sustained attention and concentration. Sound reduction of 27dB. Features Ages 3+ Foam is removable for easy cleaning	1	31.99	32.95	33.94
	Sensory Value Pack	705199	There's something for everyone in this combo pack of sensory balls. Includes a wide variety of shapes and sizes ranging from the 2½" Peanut Ball to the 7" Sensory See-Me Balls. Features Ages 6 months+ Set of 9	1	53.32	54.92	56.57
	Reflective Sensory Balls	9322	Reflective mirror balls provide a stretched version of reality that is distorted like a fish-eye lens. Made from hard-wearing stainless steel, these smooth tactile balls are robustly constructed without being too heavy and can be handled by young children with ease. They can also be used indoors or out! ITERS-3: Math/number 3.1 - Some appropriate math/number play materials that show size, shape, or number are accessible (Ex: grasping toys or rattles with shapes or numbers; shape puzzles; toy telephones).	1	31.10	32.04	33.00
	Puffaboo Elephant	FA371	This plush elephant squeaks and blows a puff of air to help calm and soothe Crinkly ears add another sensory element. Features Ages 3 months+ 6"H	1	12.40	12.77	13.16
	Baby Mirror	MTC142	Easy for small hands to grab onto and hold, this baby mirror offers a lot of play value! ITERS-3: Fine motor 5.1 - At least 10 different choices of appropriate fine motor materials accessible throughout the observation.	1	12.79	13.18	13.57
	First Feelings Book Set	287502K	This set features non-gendered characters and avoids stereotypical associations of color and emotion. Each book focuses on a single emotion and coping strategies are discussed where necessary. ITERS-3: Encouraging children's use of books 3.1 - More than 5 books accessible to children during the observation	1	37.32	38.44	39.59


















Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Feelings Family Puppets	LER95417	These relatable hand puppets help children learn how to foster relationships and engage with their feelings. Features Ages 18 months+ Set of 5 8"H Machine washable	1	23.99	24.71	25.45
	Body Poetry Animal Action Cards	R62010	Use these innovative card sets to jump-start an exercise program. Select from the Yoga Cards that show easy-to-follow postures or the Animal Action Cards that feature gentle, yet invigorating stretches and actions based on animal movements. The card sets are split into three levels: easy, intermediate and challenging. One side of each card shows the movement, the back gives directions and/or extension activities.	1	26.66	27.46	28.28
	Body Poetry Yoga Cards	R62011	Use these innovative card sets to jump-start an exercise program. Select from the Yoga Cards that show easy-to-follow postures or the Animal Action Cards (R62010) that feature gentle, yet invigorating stretches and actions based on animal movements. The card sets are split into three levels: easy, intermediate and challenging. One side of each card shows the movement, the back gives directions and/or extension activities.	1	26.66	27.46	28.28
	Jumbo Sand Timers, Set of 4	16504K	Virtually indestructible 1, 3, 5 and 10 Minute Sand Timers with molded end caps and thick wall surrounds. For easy identification timer is color-coded. These plastic hourglass timers are perfect for use in games, accurate event timing and experiments. Interior casings are made of glass. Use with adult supervision only.	1	52.79	54.38	56.01

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Garden Insect Figures	GRK886	Introduce young children to common garden insects with this collection of five vibrant and soft garden bug toys. These friendly crawlies aim to show toddlers that insects are not scary at all. The set includes a butterfly, bee or wasp, caterpillar, ladybug, and dragonfly.	1	35.54	36.61	37.71
	Wedgie Families and friends Set	G1124K	The Wedgie Families & Friends Set comprises wooden figures that depict families from various ethnicities, such as Caucasian, Asian, Latino, and African American families. It also includes active children with special needs, designed to encourage positive awareness in the block area. These	1	70.22	72.32	74.49
	Rainbow Bricks	73380	These giant, visually stunning building bricks are made from rubberwood with colorful transparent acrylic inserts. Set includes 36 pieces with rounded corners and colorful inserts. Also great for color mixing and on a light panel.	1	186.39	191.98	197.74
	Building Dinosaur Habitats	FF433	This colorful wooden play set shows dinosaurs in their environments. Birch plywood pieces easily slot together with pre-cut grooves that connect in a variety of ways.  Includes mountains, a rock formation, volcano, grass-covered hills, trees and 10 different dinosaurs	1	79.99	82.39	84.86
	Happy Architect Raceway	FF435	This set is loaded with play and learning value. Connect the pieces to build garages, match with the colored cars and start your engines! Cars featured easy-to-grip handles that are perfect for toddlers. Children can practice writing and recognizing numbers, letters or shapes when they draw designs on the blackboard circles on both the cars and the walls.	1	71.99	74.15	76.38
	Small World Play Set	BSS212128	Introduce small world play with Little Lands figures and props that inspire child-directed storytelling and social interactions. Created from a durable stone mix, each piece has just enough detail to engage the imagination. tough enough for outdoor play in any weather; versatile enough for indoor block or sensory table play.	1	103.99	107.11	110.33
	New Wave Auto Set	PT5449K	Line these water-filled cars up next to each other and see what colors you can create! These super-cool racers incorporate light, color and liquid play.  ITERS-3: Blocks 3.2 - At least 5 accessories for blocks accessible for children 24 months and older.	1	50.39	51.90	53.46
	My Family Builders Friends Set	MFB007	Build all kinds of friends with this interactive set. Just choose a head, body and legs to make up a character with these wood-crafted magnetic blocks.	1	32.79	33.78	34.79






**Infant Environment**

**Ages 6 Weeks-12 months (4 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Foundations® SafetyCraft® Crib, Clearview Fixed Side	1632040	All cribs offered by Becker's are fully compliant with the new Federal standards. SafetyCraft® -High quality ensuring safety for the cost-conscious customer.SafetyCraft® Compact, Fixed-Side Crib, Natural with 2 clear end panels, comes standard with a 3" Infapure mattress and twin wheel commercial casters (two locking). General Certificate of Compliance (GCC) included with every crib that Becker's sells. Full 5 Year No-Hassle Warranty. Mortise and tenon construction for the headboards which ensures superior strength. A lower profile allowing easier access for the caregiver and reducing the risk of back strain. Adjustable floor board. Exclusive Safe Support solid steel box frame (patent pending) included on all cribs provides heavy duty support. Heavy-duty slats. Smooth plastic teething rails protect the child and crib and are easy to sanitize. Easily converted to evacuation cribs by adding Evacuation Frame.	4	312.88	322.26	331.93
	SafeFit™ Elastic Fitted Crib Sheets	FSNFMTK	SafeFit elastic fitted sheets use an extra heavy-duty elastic. "Shower cap" design to ensure retention to mattress and durability throughout heavy laundering.	2	13.68	14.09	14.51
	Cozy Woodland Sit Me Up, Sage & Almond	CF349053	The Cozy Woodland Sit Me Up is perfect for mastering the all important sitting. Soft support for special time, sturdy to help strengthen the spine.	1	117.03	120.54	124.16
	Cozy Woodland Brook Overpass	CF710151K	This soft tunnel set allows children to play and develop gross motor skills in a safe environment. Simple shapes encourage never ending play possibilities. Climb and crawl, crawl or climb—it's great exercise!	1	782.21	805.68	829.85
	Patchwork Crawly Mat, Woodland Colors	CF705391	Exercise and have fun with this nature-toned mat! Great for interactive activity.	1	211.19	217.53	224.05





**Infant Environment**

**Ages 6 Weeks-12 months (4 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Infant Play Gym	PT5270	Give your baby a workout with this activity gym that includes two hanging toys to stimulate curiosity and encourages movement in their limbs as they reach for them. The structure is designed with four legs to prevent rocking and to optimize child safety.	2	70.39	72.50	74.68
	Becker's Infant Exploration Kit	BSS291100	kit features classic and specialty toys for infants as they begin to explore and interact with their brand-new	1	284.43	292.96	301.75
	Becker's Infant & Toddler Posters: Let's Talk!	BSS231161	So much to talk about; so much to notice! Insects, backyard wildlife, seasons, friends, family, activities, kindness and much more. Notice colors, find things to count and make connections!	1	31.99	32.95	33.94
	Easy-Fit Highchair	1927570	This convenient, compact highchair folds easily when not in use. It has three recline positions, a full-size tray, a footrest for support, and a 3- and 5- point harness for safety. A large mesh basket provides additional storage space.	1	136.88	140.98	145.21
	Happy Safari Bouncer	11508	This bouncer will have little ones smiling in no time! The seat features an adjustable 3-point harness to keep babies secure. Toy bar removes with one hand for easy access.	1	28.15	29.00	29.87




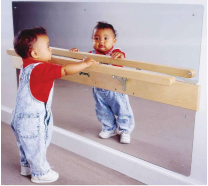

**Infant Environment**

**Ages 6 Weeks-12 months (4 children)**







Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Cuddle-U® Infant Lounger	877CP	The Cuddle-U® is a soft lounger in a u-shaped design with an adjustable seat wrap. Babies can recline on their backs while playing and use it as a support when they are ready to sit-up. The Cuddle-U is for use on the floor only. The lounger comes with a 100% cotton removeable cover for easy machine washing. Additional cover sold separately.	1	37.83	38.97	40.14
	Simple Sway Swing	GR1852650	The Simple Sway swing is fully featured to help soothe and comfort baby. This swing features 6 speeds, 15 songs and sounds, a cozy head support and soothing two speed vibration to keep little ones content. The 5 point harness keeps the child secure.	1	195.35	201.21	207.25
	Gaggle® Odyssey™ Quad Stroller, Navy/Gray	9908703	The Gaggle Odyssey 4-Passenger Quad Stroller has all the essentials for childcare centers: safe, durable, and fits through standard doorways. The two reclining padded bench seats feature four adjustable 5-point safety harnesses. Folds quickly and easily.	1	586.66	604.26	622.39
	Becker's Toddler Low Book Display	W1499	This beautifully crafted 4-shelf unit is sized just right for toddlers to help themselves to their favorite books!	1	202.39	208.46	214.72



**Ages 6 Weeks-12 months (4 children)**




Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Oh Baby! Poster Set	LZE4153	Who can resist the wonder and joy found in the faces of children? The photos and descriptive words highlight the joy and challenges of babies. Each poster shows a broad array of beautiful family images that will make anyone and everyone feel welcome in your classroom. Be sure to hang them at a child's eye level and engage children in rich conversations about families near and far.	1	18.66	19.22	19.79
	Becker's Toddler Clearview Toy Bin	W185	Toddlers love to pick their favorite toys from this clear-sided divided toy bin. Each section has plenty of room to allow sorting and storage of toys. Children learn to keep their play environment orderly with the large open top design. A must in each toddler room!	1	283.35	291.85	300.61
	Foundations® SafeRocker SS™ Glider Rocker, Swivel	4303046	The SafeRocker SS™ features a durable, fully enclosed steel gliding mechanism that sets a new standard in child care gliders. Extra wide seating surface with thick, high-density foam cushions provides generous space for caregiver and child. Arm rests are ergonomically designed for the maximum arm support during feeding. Side panels with pockets keep necessities within arm's reach. The high-quality fabric enables seat cover and side panels to be removed for laundering.	1	537.67	553.80	570.42
	Infant Coordination Mirror	0619JC	This wall-mounted, acrylic mirror will excite babies as they learn to pull up on the maple rail. KYDZTuff® clear or natural finish.	1	279.64	288.03	296.67
	Becker's Infant & Toddler Mini Tray Storage	W1710	This petite infant furniture unit works well in small spaces and suits some children who get easily overwhelmed by seeing too many toy choices at once. This smaller version of the Infant & Toddler Tray Storage includes two large trays allowing the teacher to carefully select play materials and easily rotate them to provide variety.	1	283.35	291.85	300.61

**Ages 6 Weeks-12 months (4 children)**






Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Becker's Infant & Toddler Tray Storage	W1692	Becker's has your childcare infant furniture needs covered! This versatile furniture unit is great for storing manipulatives, building toys, block sets or other play materials in the infant and toddler room. Toddlers can access play materials from both sides. Young tots can grab on to top rail and pull up, and the top of the unit can also be used as a play surface.	1	390.71	402.43	414.51
	Becker's 10 Cubbie Wall Storage Unit	W6450	This unit is perfect for any classroom or playroom. Crafted with safety and practicality in mind, the corners are rounded and cubbies provide ample storage space.	1	518.19	533.73	549.75
	Becker's Infant Triangle Activity Mirror	W0719	Mirrors help foster a young child's sense of self, curiosity and cognitive development. This oversized triangular unit creates a unique and safe play space for non-mobile infants, crawlers or newly walking toddlers. It provides opportunities for gross-motor play and an exciting way to navigate through their environment. Birch plywood construction with five safe , shatterproof acrylic mirrors. All edges are rounded over and sanded smooth for safety.	1	488.39	503.04	518.13
	Designer Series Short Diaper Pail	9610057	Airtight lid seals and locks odors away! Designed to work with standard trash bags so there's no need for expensive refill cartridges.	1	70.39	72.50	74.68
	Becker's Premium Changing Table and Diaper Organizer Set	W8111K	This premium changing table features a molded plastic top that is easy to clean and maintain. Includes changing pad, adjustable safety strap and one roll of paper. Storage cabinet has locking doors. To complete your changing station, the wall mounted diaper organizer with 8 cubbies and 4 storage compartments keep diapers and supplies within easy reach. Both the changing table and organizer are made of birch plywood.	1	1662.21	1712.08	1763.44
	Infection Control Diaper Changing Pad	AEL7090	This changing pad is constructed of smooth vinyl with radio frequency vinyl welded seams that prevent fluids from seeping into it.	1	52.79	54.37	56.01

**Infant Environment**

**Ages 6 Weeks-12 months (4 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Blossom Table	5774JC	This adjustable height table will "grow" with your children as they blossom. The unique design gives each child their own space and helps them keep their feet to themselves. E-Z to clean Maple laminate top with super strong birch base. Table adjusts in two-inch increments from 15" to 19" high. 36" diameter.	1	427.54	440.37	453.58
	High Chairries	6823JC	High Chairries are redesigned with wide and deep seats for better ergonomics and stability. Chairries are available with and without the E-Z to clean tray and 3-point seat belts, both of which are detachable for easy cleaning. KYDZStrong construction. KYDZSafe edges. KYDZTuff finish.	2	283.35	291.85	300.61
	High Chairries	6803JC	High Chairries are redesigned with wide and deep seats for better ergonomics and stability. Chairries are available with and without the E-Z to clean tray and 3-point seat belts, both of which are detachable for easy cleaning. KYDZStrong construction. KYDZSafe edges. KYDZTuff finish.	2	136.39	140.48	144.70






**Ages 6 Weeks-12 months (4 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
			See parts below. Parts are as pictured. Can be modified to fit your space.				
	Nature View Room Divider Gate	WB0261	Sturdy, stable, and scenic toddler protection! This ADA-compliant gate features a pleasant nature scene printed on the safe, shatterproof clear acrylic panel that brightens and defines any room environment while providing maximum child safety, visibility and supervision. Other important safety features include solid and sturdy construction, corners and edges that are rounded over and finished smooth, durable hardware with no sharp edges and a security latch that's inaccessible to little hands.	1	507.36	522.58	538.25
	Nature View Curved Divider Panel	WB0517	Create a unique nature-inspired toddler area! This room divider is a gracefully curved clear acrylic panel that softens corners and features an inviting nature scene that brightens and defines any room environment while providing maximum child visibility and supervision. Use the connector panel accessory [included] to connect the panel to other pieces in the Nature View Room Divider Collection [each sold separately] and create a flexible divided area layout in the warmth of wood and nature without unsightly plastic connectors. All corners and edges are rounded over and finished smooth for safety.	1	413.59	426.00	438.78
	Nature View Room Divider Panels	WB0260	Create a unique nature-inspired toddler area! These room divider panels feature a safe, shatterproof clear acrylic panel imprinted with an inviting nature scene that brightens and defines any room environment while providing maximum child visibility and supervision. All corners and edges are rounded over and finished smooth for safety. Use the connector panel accessory to connect the panel to other pieces in the Nature View Room Divider Collection and create a flexible divided area.	2	266.63	274.63	282.87
	Nature View Acrylic Back Storage Cabinet	WB0247	Create a unique, nature-inspired area! This cabinet features a safe, shatterproof clear acrylic back panel imprinted with an inviting nature scene that brightens and defines any room environment while providing maximum child supervision. Birch plywood construction with all corners and edges rounded over and finished smooth for safety.	1	405.48	417.64	430.17
	KIDSoft™ Nature's Friends Toddler Classroom Rug	CFK22726	Add a natural feel to your classroom with the Nature's Friends Toddler Classroom Rug! This classroom rug features all of your favorite nature friends including a fox, owl, squirrel, deer, and more, making it the perfect addition for any classroom or playroom. The new plush yarns create a warm and cozy area for little ones to snuggle up and play. These soft fibers are gentle to the touch and will enhance any classroom.	1	273.67	281.88	290.34








## Young Toddler Environment

**Ages 12-24 months (6 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Becker's Toddler Clearview Toy Bin	W185	Toddlers love to pick their favorite toys from this clear-sided divided toy bin. Each section has plenty of room to allow sorting and storage of toys. Children learn to keep their play environment orderly with the large open top design. A must in each toddler room!	1	283.35	291.85	300.61
	Play Table with Mirror Top	WB9960	Add wonder to everyday play and discovery! This mirrored table top aids in the development of a young child's hand-eye coordination as they play atop the table surface.	1	410.07	422.37	435.04
	Becker's Infant & Toddler Mini Tray Storage	W1710	This petite infant furniture unit works well in small spaces and suits some children who get easily overwhelmed by seeing too many toy choices at once. This smaller version of the Infant & Toddler Tray Storage includes two large trays allowing the teacher to carefully select play materials and easily rotate them to provide variety.	1	283.35	291.85	300.61
	Becker's Infant & Toddler Tray Storage	W1692	Becker's has your childcare infant furniture needs covered! This versatile furniture unit is great for storing manipulatives, building toys, block sets or other play materials in the infant and toddler room. Toddlers can access play materials from both sides. Young tots can grab onto top rail and pull up, and the top of the unit can also be used as a play surface.	1	390.71	402.43	414.51
	Designer Series Short Diaper Pail	9610057	Airtight lid seals and locks odors away! Designed to work with standard trash bags so there's no need for expensive refill cartridges.	1	70.39	72.50	74.68
	Becker's Premium Changing Table and Diaper Organizer Set	W8111K	This premium changing table features a molded plastic top that is easy to clean and maintain. Includes changing pad, adjustable safety strap and one roll of paper. Storage cabinet has locking doors. To complete your changing station, the wall mounted diaper organizer with 8 cubbies and 4 storage compartments keep diapers and supplies within easy reach. Both the changing table and organizer are made of birch plywood.	1	1662.21	1712.08	1763.44

**Ages 12-24 months (6 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Patchwork Crawly Mat & Block Set, Woodland Colors	CF705390	Learn organization and colors with this set of soft, nature-toned blocks and a mat. Children will spontaneously match colors, create patterns and build towers!	1	351.99	362.55	373.43
	Cozy Woodland Brook Overpass	CF710151K	This soft tunnel set allows children to play and develop gross motor skills in a safe environment. Simple shapes encourage never ending play possibilities. Climb and crawl, crawl or climb—it's great exercise!	1	782.21	805.68	829.85
	Library Trio-Woodland Colors, Set of 3	CF705556K	It's comfortable, budget-friendly and oh-so stylish! This library seating set with durable vinyl and a warm color palette works well in classrooms for toddlers and preschoolers.	1	332.44	342.41	352.68
	Pixel Perfect™ Calming Colors Arch Seating Rug	CFK64616	This calming carpet features a spot for everyone including the teacher! Available with alphabet on seats for letter recognition.	1	273.67	281.88	290.34
	Becker's Tweed Round Rug	CM2348	The combination of chenille and nylon fibers makes this rug soft to the touch and hearty enough for the classroom. Reversible.	1	123.19	126.89	130.69
	Crocodile Activity Panels	50346	Children will be fascinated by the colorful, tactile manipulatives on this engaging crocodile that features 11 different puzzles and effects! Helps develop motor, collaborative play, communication, language and early math skills. Since the five easy-to-mount wall panels don't occupy floor space, it makes them an ideal classroom learning resource!		214.71	221.15	227.79
	Blossom Table	5774JC	This adjustable height table will "grow" with your children as they blossom. The unique design gives each child their own space and helps them keep their feet to themselves. E-Z to clean Maple laminate top with super strong birch base. Table adjusts in two-inch increments from 15" to 19" high. 36" diameter.	2	427.28	440.09	453.30

**Young Toddler Environment**

**Ages 12-24 months (6 children)**





Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Teacher Seat with Back Support	G750	This teacher seat provides convenient, comfortable flexible seating with strong polyester fabric and a reclining backrest that adjusts to 10 positions. Comes with convenient shoulder strap - easily portable for indoors and out.	2	55.72	57.39	59.12
	High Chairries	6802JC	High Chairries are redesigned with wide and deep seats for better ergonomics and stability. Chairries are available with and without the E-Z to clean tray and 3-point seat belts, both of which are detachable for easy cleaning. KYDZStrong construction. KYDZSafe edges. KYDZTuff finish.	6	131.01	134.94	138.99
	Becker's Toddler Low Book Display	W1499	This beautifully crafted 4-shelf unit is sized just right for toddlers to help themselves to their favorite books!	1	202.39	208.46	214.72
	Toddler Nature View Reading Retreat	WB0504	A nature-inspired retreat for toddlers! The unique curved roof of this play house features a safe, shatterproof clear acrylic panel imprinted with the realistic image of a spreading tree canopy that beckons children inside for a peaceful break yet provides important visibility for adult supervision. The inviting interior includes an over-sized tunnel opening on the front and two side panels that provide easy access and maximum visibility of toddlers inside. Bring nature indoors and create a delightful quiet space that children will love! Satisfies every state requirement for 'quiet space' in Early Learning classrooms.	1	466.39	480.38	494.79
	Becker's 10 Cubbie Wall Storage Unit	W6450	This unit is perfect for any classroom or playroom. Crafted with safety and practicality in mind,the corners are rounded and cubbies provide ample storage space.	2	518.19	533.73	549.75







Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Becker's Toddler Puzzle & Play Shelf	W1695	Every classroom needs a standard toddler storage shelf. This unit is designed to keep materials organized and orderly. With 5 sectioned areas, toys can stand freely or be placed in baskets ( Sold seperately) The ½" lip at the top of the unit protects toys from falling off, and the top can be used to display items or as a play surface.	1	404.79	416.93	429.44
	Becker's Infant & Toddler Look-and-See Double-Sided Shelf	W1717	This innovative double-sided storage unit solves the problem of where to safely display photos and pictures so that children can easily view them. The large surface area on the top of the unit can be filled with pictures that are protected by a clear acrylic panel. A teacher can remove the panel and replace the pictures any time. The acrylic panel covers the top of the unit and has a finger-hole for easy removal.	1	488.39	503.04	518.13
	Becker's Infant & Toddler Look-and-See Discovery Storage Table	W1711	When asked "why" we say "why not?" Why not add some interest to a storage unit by including a mirror backing and clear acrylic panel? Use this unit for discovery materials and observe children make unexpected discoveries about reflections, mirror images and more as they interact with new materials. The removable acrylic panel covers the top surface of the unit and allows the teacher to display images that compliment the seasons and helps young children build their science and nature vocabularies.	1	449.67	463.16	477.06
	Designer Series Short Diaper Pail	9610057	Airtight lid seals and locks odors away! Designed to work with standard trash bags so there's no need for expensive refill cartridges.	1	70.39	72.50	74.68
	Becker's Premium Changing Table and Diaper Organizer Set	W8111K	This premium changing table features a molded plastic top that is easy to clean and maintain. Includes changing pad, adjustable safety strap and one roll of paper. Storage cabinet has locking doors. To complete your changing station, the wall mounted diaper organizer with 8 cubbies and 4 storage compartments keep diapers and supplies within easy reach. Both the changing table and organizer are made of birch plywood.	1	1662.21	1712.08	1763.44
	Becker's Toddler Light Table	W0741	Toddlers will delight in exploring color and shapes on a lighted surface sized just right for them! LED lighting is safe, economical and produces little heat.	1	527.99	543.83	560.15





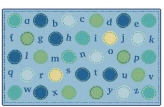








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	Becker's 10 Cubbie Wall Storage Unit	W6450	This unit is perfect for any classroom or playroom. Crafted with safety and practicality in mind, the corners are rounded and cubbies provide ample storage space.	2	518.19	533.73	549.75
	Library Trio-Woodland Colors, Set of 3	CF705556K	It's comfortable, budget-friendly and oh-so stylish! This library seating set with durable vinyl and a warm color palette works well in classrooms for toddlers and preschoolers.	1	332.44	342.41	352.68
	KIDSoft™ Alphabet Dots Rug, Contemporary Colors	CFK46758	The KIDSoft Alphabet Dots Rug keeps it simple and sweet with a dots craft design. Calming contemporary colors provide mindful calm to any classroom while also introducing the alphabet. The new plush yarns create a warm and cozy area for little ones to snuggle up and play.	1	413.59	426.00	438.78
	Becker's Tweed Round Rug	CM2348	The combination of chenille and nylon fibers makes this rug soft to the touch and hearty enough for the classroom. Reversible.	1	123.19	126.89	130.69
	Becker's Toddler Dress-Up Storage	W170	A toddler's dream come true! There's a place for favorite shoes, hats, purses and more. Includes full-length mirror and 4 double coat hooks—all within easy reach.	1	469.03	483.10	497.60
	Becker's Toddler Combo Kitchen	W1228	Designed for the modern toddler, this unit offers easy access to storage, stove and sink for quick meal making. The mirrored backsplash adds an element of interest for all!	1	459.35	473.13	487.33







Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Caterpillar Activity Wall Panel	44557	The Caterpillar Activity Wall Panel features activities to develop fine motor skills, hand-eye coordination, language and spatial reasoning skills. The panel includes textured surfaces, a color-mixing wheel, spinning patterns, rotational pieces, a bead maze, a bead wheel, interlocking cogs and a twistable nose. Since the five easy-to-mount wall panels don't occupy floor space, it makes them an ideal classroom learning resource!	1	273.67	281.88	290.34
	Angeles® BaseLine® Chairs	ANGB7909-NW	Angeles BaseLine® Chairs offer support and stability for children just learning to sit at a table. The colors complement the table bands and the leg boots give them a finished look and help to prevent noise. They stack for easy storage.	12	60.61	62.43	64.31
	Angeles® BaseLine® Tables	B746RWGNW-1	BaseLine® Tables with available matching chairs will give your room a polished look and all the functionality you need. These tables are built to take anything your little ones can dish out! They're sturdy yet lightweight and easy to move. Laminate surfaces makes them easy-to-clean. Durable design especially for young kids. Additional features of these classroom tables are their safe, soft and rounded edges, waterproof edge trim, leg boots that help to reduce noise and prevent rust, and no exposed metal fasteners.	2	503.54	518.65	534.21
	Kydz Ladderback Chairs, Set of 2	5910JC2	Encourage good posture with these solid Ladderback chairs. Rails are properly spaced for child safety. Durable plastic glides won't rust or snag carpets.	2	201.41	207.46	213.68
	Multi-Purpose Adjustable Tables	6260JCPK	These attractive, hardwood tables and chairs are great for art, learning, play and more! The adjustable table legs and leveler glides make them just the right height for any early learning age. Maple laminate tops with maple 1dge® create a seamless, natural look while providing durability.	1	0.00	0.00	0.00
	Becker's Toddler Low Book Display	W1499	This beautifully crafted 4-shelf unit is sized just right for toddlers to help themselves to their favorite books!	1	202.39	208.46	214.72

**2 Year old Environment**

**Ages 24-36 months (11 children)**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	<p>Toddler Nature View Reading Retreat</p>	<p>WB0504</p>	<p>A nature-inspired retreat for toddlers! The unique curved roof of this play house features a safe, shatterproof clear acrylic panel imprinted with the realistic image of a spreading tree canopy that beckons children inside for a peaceful break yet provides important visibility for adult supervision. The inviting interior includes an over-sized tunnel opening on the front and two side panels that provide easy access and maximum visibility of toddlers inside. Bring nature indoors and create a delightful quiet space that children will love! Satisfies every state requirement for 'quiet space' in Early Learning classrooms.</p>	<p>1</p>	<p>466.39</p>	<p>480.38</p>	<p>494.79</p>



**Goods Category 2**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Branch Blocks	G6770	Natural and unscripted play patterns emerge when Branch Blocks are provided for building and dramatic play inspiration. The textured bark on each building piece adds sensory exploration mirroring the organic benefits of outdoor play. Use these blocks to practice stacking, sorting and STEM activities. Looking for loose parts? These blocks suit that purpose as well.	1	48.88	50.35	51.86
	Jumbo Jungle Animals	LER0693	These animals are designed for little hands and big imaginations! Their size and durability make them ideal for toddlers and the detailing and variety will capture the interest of the older children. Add them to the block area, the science center, or any interest area where imaginative play is promoted.	1	34.39	35.42	36.49
	Under The Sea Creatures, 90 Pcs	IN5837	Give kids a firsthand look at a variety of fascinating sea creatures. They'll love to create their own underwater adventures with these realistic animal toys. Styles include jellyfish, walrus, fish, shark, octopus, whale, seahorse, eel, crab, clam, turtle, snail, seal, starfish, penguin and more.	1	17.32	17.84	18.37
	Butterfly Garden	IL1010	Witness the wonder of the butterfly life cycle with this amazing educational experience. See the caterpillars' transition over 3 weeks and emerge as Painted Lady butterflies! They're absolutely safe to release into the environment. Includes colorful pop-up habitat suitable for hanging or free-standing on a tabletop, a certificate for five butterfly larvae* with special food, feeding kit, and complete instructions. *Minimal additional charge incurred when sending a certificate for live specimens.	1	24.88	25.63	26.40
	Weather Basics Book Set	670821K	Rain or shine, one thing never changes—kids are curious about the weather! The Weather Basics Book Set introduces emergent readers to weather basics and captivates them with cool facts and awesome photos! This book set includes the following 6 books: Clouds, Lightning, Sunlight, Rain, Snow, and Wind.	1	38.39	39.54	40.73
	Double Mite Sensory Activity Table	S8618-S	Great for indoor/outdoor use! This sensory table includes two 4" deep Mega-Trays that lift out for easy emptying. Also included are two snap-on caddies and a white plastic lid.	1	266.39	274.38	282.62






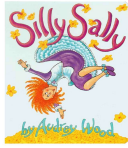



**iSpy Materials for Science and Nature Learning**

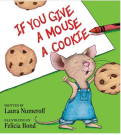

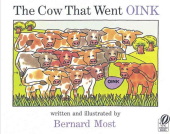
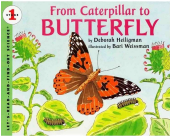
**Goods Category 2**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to June 30th,2025 Price	July 1st 2025 to June 30th, 2025 Price	July 1st,2026 to June 30th, 2027 Price
	Water Play Tool Set	CT7007	This water play tool set is packed with a great selection of water tools that allow young children to expand and experience more water activities. Designed for small hands, they are extremely easy to use. Features	1	67.19	69.21	71.28
	Garden Critter Counters	LER3381	Go buggy over reinforcing counting, sorting, patterning and other early math skills. These counters also make great rewards!	1	21.77	22.42	23.09
<b>Total:</b>					<b>519.22</b>	<b>534.79</b>	<b>550.84</b>

**Goods Category 3**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to	July 1st 2025 to	July 1st,2026 to
					June 30th,2025	June 30th, 2025	June 30th, 2027
					Price	Price	Price
	Becker's Transition Pack	BSS413	Becker's Transition Packs are designed to be sent home with children over the summer to build and reinforce school readiness skills. Transition Packs create excitement and ease anxiety about their upcoming transition from Pre-K to Kindergarten or from Kindergarten to First Grade. Transition Packs create excitement and ease anxiety about their upcoming transition from Pre-K to Kindergarten or from Kindergarten to First Grade. Contains: Getting Ready for Kindergarten Activity Book, Alphabet Puzzle Card, Storybook Journal, Set of Jumbo Crayons, Safety Scissors, Pencil with Eraser, Pencil Sharpener, Glue Stick, Clear Backpack.	1	35.54	36.61	37.71
	Read Along Books with CD's set 2	HM85284K	This read-along book set is sure to build reading skills as children listen and read along with stories about their favorite characters. Read-along book set includes Sheep in a Jeep, Miss Nelson Is Missing, Curious George Takes a Job, George and Martha, Curious George Goes Camping, and Five Little Monkeys Sitting in a Tree.	1	39.99	41.19	42.43
	Audio Caddie	6748JC	Take your music on the go with the portable listening center holds audio player, 8 headphones with partitions for books, CDs or cassette tapes. Birch and maple construction. Accessories not included.	1	135.99	140.07	144.27
	Bamboo Early Learning Station	ELS2SK	This eco-friendly Bamboo Early Learning Station is perfect for multiple classroom activities. It has two magnetic dry-erase boards—one with lines to practice early writing skills. Features include two large open tubs, 3" locking casters, multiple positioning book ledge, roll-up felt, and snap-on chart hooks. Frame folds for easy storage.	1	343.99	354.31	364.94
	Delicious Big Book Set	325817K	The Delicious Big Book Set offers a fun way to teach children about the food available in the market and garden. Warning: you might be hungry after you read these books, so you may want to pair them with a snack! This big book set includes: Planting a Rainbow; If You Give a Mouse a Cookie; The Little Red Hen and Eating the Alphabet.	1	95.99	98.87	101.84
	Silly Sally	0152019901	Dance a jig with a silly pig. Play leapfrog with a silly dog. And that's just the beginning of all the fun! Come along and join Silly Sally and her outrageous friends as they parade into town in a most unusual way.	1	7.19	7.41	7.63
	Dinosaur Book Set	777158K	Dinosaurs live on in our imaginations! Set consists of 3 titles: Bones, Bones, Dinosaur Bones, ABC Dinosaurs and Here We Go Digging for Dinosaur Bones.	1	40.79	42.02	43.28

**Goods Category 3**

Image	Item Name	Item #	Description/Descripción	Qty	July 1st,2024 to	July 1st 2025 to	July 1st,2026 to
					June 30th,2025	June 30th, 2025	June 30th, 2027
					Price	Price	Price
	If You Give a Mouse a Cookie	245867	Giving a mouse a cookie might seem like a nice thing to do, but in this book, it is only the first in a series of interconnected and ever-increasing requests from the mouse. For example, giving a mouse a cookie will lead him to ask for a glass of milk, which will then cause him to request a straw, and so on. Young readers will be amazed to see how giving a tiny mouse a small snack can actually result in having the mouse give himself a haircut, sweep and mop the house, and draw himself a picture. Brightly colored illustrations accompany the text.	1	17.77	18.30	18.85
	Mouse Paint	0152001182	The humor and beautifully simple design of this educational book will appeal to children who know the joy of splashing about in paint--and to their parents, who will appreciate the lighthearted presentation of a lesson in color.	1	7.99	8.23	8.48
	The Cow That Went Oink	9780152047634	Bernard Most's hilarious bestseller is finally available in paperback! This mixed-up barnyard tale of tolerance and friendship teaches kids (and creatures) that it's okay to be different . . . and sometimes even more fun!	1	7.19	7.41	7.63
	From Caterpillar to Butterfly	0064451291	A caterpillar comes to school in a jar and the class watches the caterpillar each day as it grows and changes. Soon, it disappears into a hard shell called a chrysalis. Where did it go? This is a perfect beginner's guide to the mystery of metamorphosis.	1	5.59	5.76	5.93
<b>Total:</b>					738.04	760.18	782.99



# New to Storytime: Using Puppets

by Lindsey Krabbenhoft

July 16, 2019

Welcome back to my New to Storytime series where I cover the basics of starting out as a storytime leader. Don't miss the other posts!

- [Choosing Songs and Rhymes](#)
- [Choosing Storytime Books](#)
- [How to Read Books to a Group](#)
- [Using Felt Stories](#)



Today we're talking puppets. Feared by many new storytime leaders, puppets are actually an easy way to connect with kids and provide a visually stimulating storytime. This post will cover how to use puppets in different ways without having to become a voice actor. If you're looking for ideas on how to make puppets, please read [Miss Mary Liberry's post](#) which has



fantastic suggestions for how to make a variety of cheap puppets. Seriously. Read her post, folks. She's amazing.

## Benefits of Using Puppets

Using puppets with children has myriad benefits. I've found during a rowdy storytime bringing out a puppet is the only way to recenter the group and regain their attention. Most kids have stuffed animals at home and have positive feelings about said stuffies, so breaking out a puppet is a familiar yet exciting thing for them to experience. Kids who are hesitant to talk to you as the adult sometimes come out of their shell when they see a puppet as it appears more friendly and less intimidating. Puppets also encourage kids to use their imagination and infuse a sense of play into storytime. If you're using puppets to tell stories they can act as a wonderful way to build language skills too. This short video from the New Hanover County Public Library does a great job of summarizing the benefits.

### Early Literacy: Storytime Component - Puppets



## Tips and Tricks

### Practice Beforehand

Just like practicing **reading aloud your storytime books**, you also want to practice with your puppets. Here are some questions to consider once you decide to use a puppet:

- Does it fit your hand comfortably? A too big or too small puppet may not work.
- Do you have to put fingers in certain places for it to fit (I have an octopus puppet that can be a bit tricky!)?
- Can you move the mouth open and shut allowing you to make the puppet speak? Or will this puppet mostly move around?
- Will the puppet have a particular voice and if so what will it sound like? Is it comfortable pitch for you to sustain?
- Where will you store the puppet during storytime when it's not in use? Does it have a special home like a basket or box? Will the kids be able to reach it?

There are no right or wrong answers to these questions, but the answers will influence how you use the puppet and how well you are prepared.



Sometimes you will end up dressed exactly like your puppet and that's okay.

## Introducing the Puppet

Think about how you want to introduce the puppet to the group. This will largely depend on how you plan to use the puppet. If the puppet is a mascot who comes out every week and has a name and personality, then you can make their appearance a special moment.

Sometimes I'll pretend that I hear something and it ends up being whatever the mascot was doing before I brought it out such as baking a pizza, playing basketball, etc. It's really fun for the kids to get to say a special hello.

Most of the time, and especially when I was just starting though, I used puppets in a less formal way during songs and rhymes. For this purpose the puppets didn't talk; they acted as a visual cue for kids to help them understand what we were singing about. I fill a large bag with puppets and then dramatically pull them out one by one as we sing each verse.

Sometimes I'll pause and we'll talk about the colour, texture, and shape of the puppet to model the early literacy practice of talking.

## Manipulating the Puppet

Even if you don't have the puppet speak, the eyes and mouth are important features. Slightly bend the puppet downward so that kids can see the puppet's eyes. If you do have a puppet speak, even just to sing a song, open its mouth on the accented syllable. If it's talking, look at the puppet as if it were alive. Kids will follow your gaze and watch the puppet too. Similarly, when you speak have the puppet face you. Even if I'm using puppets in an informal way during songs and rhymes I still try to treat it tenderly so that kids know they are special. This also preserves the illusionary aspect of a puppet if you use it as a character.



I love grabbing a bunch of farm animals and then throwing in a random dragon, octopus, or other unusual creature to sing classics like Old MacDonald Had a Farm.

## Storytime Examples

Here's some examples of how to use puppets in storytime in a simple way.

### Songs and Rhymes

My **Toddler Storytime: Using Puppets** blog post is chock full of easy examples of using puppets in a non-intimidating way. Have a favourite storytime song that includes animals? Try adding a puppet to help you sing a verse. I created a **Puppet Songs and Rhymes playlist** on YouTube as well with tons of ideas. If you've got a random assortment of puppets, try something like "Old MacDonald Had a Farm" or "When Cows Get Up in the Morning" as you

can customize the verses based on what you have available. And trust me, the weirder the animals the better! If you have a small storytime group you could pass out a puppet to each child and have them “lead” the verse by coming up to the front.

### **Reciting Poems or Jokes**

I love bringing out a puppet to share a poem or a joke. That way I don't have to memorize anything because the puppet reads it for me! If it's a big poetry book I will prop it up on my easel and then have the puppet read it aloud. This is a great way to introduce a concept or theme of the day. If you've given your puppet a personality then having them tell a joke at the beginning or end of a storytime is fun. It doesn't have to last long – they make an appearance, read the poem or joke, we thank them, and then they go away. This can be a great way to interact with families as they are gathering or leaving too. I've had many kids offer their own jokes to the puppet (but not to me!).

### **Mascot or Host Puppet**

I don't do this one myself, but I know many storytimes that use a puppet as their host or mascot. Usually they come out at the beginning of storytime to say hello, introduce a concept or theme, or lead a song. If you are really creative you can make clothes for the puppet that change with the seasons. You could also come up with a catchphrase or song the puppet always says. These things anthropomorphize the puppet and contribute to kids making a bond with the puppet. I've also heard caregivers talk about how kids will go home and use their stuffed animals in a similar way, showing how they mimic and learn from our storytime activities. The following video gives a great example of a host puppet including an early literacy tip for caregivers.

## Further Learning

If you are ready to go above and beyond the basics of puppetry, you can learn how to tell puppet stories and put on puppet shows. The ALSC Blog has a great post on **Puppet Shows at Storytime** which gives an example of how a library used a series of puppet shows to address common childhood concerns.

There is also a 5-week online course offered through ALSC called **Storytelling With Puppets** that dives deeper. This course is taught by the same person who does the **Storytelling with Puppets YouTube channel** which is full of videos demonstrating how to tell picture book stories with puppets.

Lastly, if you are able I highly recommend shadowing someone else's storytime who uses puppets or sharing ideas at a staff meeting. I've gotten so many ideas from seeing others in action!

What are your tips and tricks for new storytime leaders when it comes to using puppets? Or if you're new, what questions do you have? I'd love to hear in the comments!

# TIPS FOR USING PUPPETS TO TEACH & PLAY



## Create a “Teacher Puppet”

A teacher puppet, or class puppet, is a special puppet that becomes like a co-teacher or class mascot for the classroom. This puppet is only for the teacher to use, however the children are invited to interact with the puppet and even confide fears, problems or frustrations with him. Create a special box or ‘home’ for your teacher puppet and let the children know that this is a safe place for the puppet to live when he’s not engaging with the class. Use this puppet to teach classroom rules and procedures and reinforce behavior expectations.

## Learn about Emotions

Develop simple stories or scenarios where puppets experience different emotions. This helps children understand and identify emotions through familiar experiences. Children develop empathy for the puppets while making connections to their own experiences.



## Practice Problem Solving

Use puppets to facilitate conflict resolution between children. Have puppets act out scenarios and then let children discuss and decide how they would respond. The MVP Kids, like Keon and Gabby (pictured here), are great puppets to use for this purpose.



## Enhance Thematic Studies

Incorporate puppets connected to thematic studies to further understanding of key concepts. When learning about community helpers, have the police officer puppet visit circle time to talk about different ways the police help people. This strategy can also provide a safe space for children to address fears around doctor or dentist visits and more.



## Puppets as Guest Readers



Invite a variety of different puppets to be guest readers during circle time and other read aloud times. Use different voices and play with a variety of phonological concepts. Have a puppet read a well known book, but ‘make a mistake’ of mixing up a repeated sound. For instance, “Brown Bear, Brown Bear...” might become “Frown Fare, Frown Fare...” Let the children help the puppet correct his mistakes.

Bring the fun of the farm right into your setting with Farmyard Footprint stones, and you'll have plenty of opportunities for children to explore through sight and touch, and develop their fine motor skills.

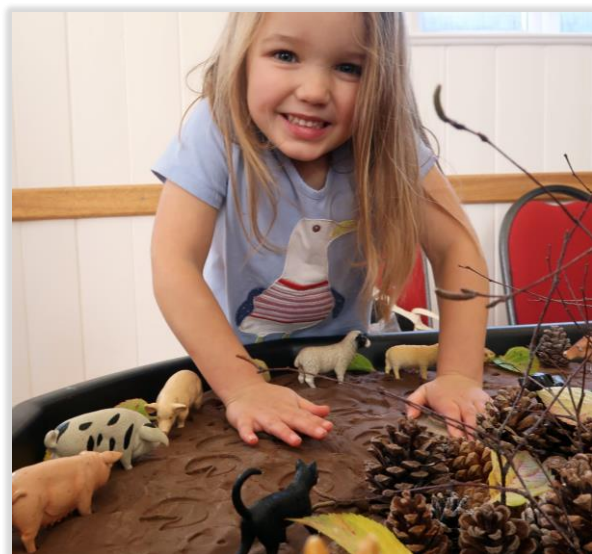
### Footprint detectives

Down on the farm, you might need to follow a footprint trail to find where the animals are hiding! One day, children could arrive to discover a mysterious set of animal prints in playdough or damp sand. Where do they lead? What might have made them? Perhaps the trail goes to a pile of leaves or sticks... and underneath is a special stone with an animal print on one side, and the animal that makes it on the other!

- Did the children guess the animal correctly?
- What do the stones feel like?
- How do the footprint shapes vary?
- Have the children seen animals like these in real life before?



Now it's the children's turn to have a go at making their own farmyard footprints in playdough or damp sand. As they learn how to make a realistic footprint for themselves, they develop the sense of applying different amounts of pressure. These gross and fine motor movements will help develop essential pre-writing skills.



Why not take the farmyard fun outside? Children might find some perfect farmyard mud to make more animal footprints in.

### Farmyard in a tray

Make your own muddy farmyard in a large tray for children to enjoy:

- Cover the floor of a tray with either mud or brown playdough – if your playdough is homemade, add equal amounts of yellow, blue and red paint until you have muddy brown
- Add found objects such as pine cones, sticks and leaves, as well as farmyard animals, tractors or fences
- Have fun making lots of footprints with the stones

#### Get talking – useful words

*Hoof, claw, horseshoe, webbed, squelch, scratch, paddle, trot, gallop*



# Stone rubbings

Making rubbings of the footprints is a great way for children to practise holding and using a crayon or chalk, and applying pressure evenly. Show them how to make a rubbing themselves and then:

- Match the rubbings to pictures of animal footprints or of the animals themselves
- Get practising with scissors as they cut the rubbings out and stick them onto paper to create a farmyard scene.



## Sort it out



There's so much to discuss as you sort the stones into groups. Children could sort them by:

- Two legs/four legs
- Wings/no wings
- Hooves/no hooves
- Smallest to largest animal.

What sound might the pig's foot make in its muddy pen? How about the horse going down the lane? Or the hen scratching the ground for bugs or seeds?

By looking carefully at the footprint shapes children will develop important visual discrimination skills. Encourage them to describe what they see.

- The duck and the chicken both have three toes – but what's different about the duck's foot? Why does it have webbed feet?
- On the dog's footprint, what might make the dots above the toes? Do any other animals have claws?
- What is the rim around the edge of the horse's footprint? Maybe you can get hold of a real horseshoe to show the children.

## Old MacDonald's farmyard friends

When you sing this old favourite, you could pass round a bag containing the eight animal footprint stones. Whoever has the bag when you sing, '*And on that farm he had a...*' pulls out a stone and calls out the name of the animal on it.

Children love the opportunity to visit a real farm and see the animals for themselves – can they spot any real animal footprints in the mud? What do they notice about the animals' feet?



### Books about farm animals

*What the Ladybird Heard* by Julia Donaldson  
*Farmer Duck* by Martin Waddell  
*Usborne Farmyard Tales* series by Heather Amery  
*Duck in the Truck* by Jez Alborough  
*Russell the Sheep* series by Rob Scotton

Strong emotions can be difficult for young children to deal with – especially if they find it hard putting their feelings into words. Let's Roll Emotions offers a gentle, child-centred and sensory way to explore emotions. As children stamp different facial expressions in dough and talk about them, you can build their emotional vocabulary, helping them to identify how they and others feel. Using the rollers will also help develop vital fine motor skills.

### Emotional roller

Introduce the rollers showing children how to roll the character's body then use the stamp to add the face. The rollers show the following emotions: happy, excited, sad, worried, calm and angry.



Children will enjoy having a go themselves:

- The easiest way to use a roller is to roll it away from you, before adding the face stamp. Talk about how hard the child has to press down to make the picture come out well. What happens when they press harder or more gently?
- What does the picture feel like when they run their finger over it?
- Explore using the rollers with different substrates, such as clay, kinetic sand, sand dough or cloud dough. This will encourage children to adapt their rolling technique, pressing harder when necessary and developing their motor skills.
- Provide the rollers and dough for children to explore independently. They might enjoy combining different rollers and face stamps.
- Offer dough in different colours. Which colour suits each emotion? For example, children might choose red for angry, orange for excited, yellow for happy, green for calm, blue for sad and purple for worried.

- Make the dough multisensory by adding scent to it using spices, herbs or oils. You could even link these loosely to the colour and the emotion it suggests, such as paprika in red dough (angry), cinnamon in orange dough (excited), vanilla extract in yellow dough (happy), rosemary in green dough (calm), chamomile in blue dough (sad) and lavender in purple dough (worried).



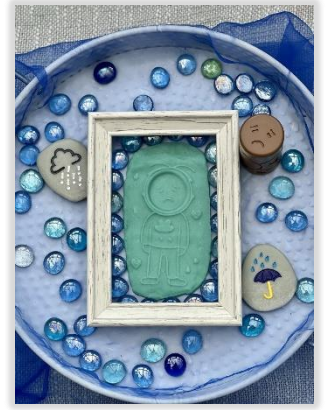
### It's good to talk



It's easier to cope with strong emotions when you can talk about them. Build children's emotional vocabulary in various ways:

- How do you feel today? Select a roller, then roll and stamp with it to see what emotion it shows – such as worried. Do you feel worried? If not, try a different roller and see if you can find one that matches how you feel.
- Can you make the same facial expression as a character on one of the rollers? What do you need to do with your eyes, eyebrows, mouth etc.?
- Just roll a body without stamping the face. What emotion could this be? Are there any clues in what the body is doing or the shapes around it and on the T-shirt? Stamp the face to see if you were right.

- Talk about how things around us affect how we feel. Some of the rollers show different types of weather. Do you feel different on a sunny day to a cold and wet day? You could use Weather Stones to support this. You might like to introduce audio clips of different types of weather or other natural sounds, such as rain, thunder or birdsong.



- Talk about how things that happen affect our feelings. You might like to describe a scenario, such as losing a favourite toy, and together find the roller that would show how you might feel in that situation.
- Use the rollers as a starting point for thinking about body language. For example, what is the child on the 'angry' roller doing? Can the children act it out? Do they ever feel like stamping their feet? To turn this into a game, children could use the roller, then copy the action for others to guess the emotion.
- Talk about how we can help ourselves to cope with strong emotions using self-calming techniques such as deep breathing or finding something from nature. You could show how it's better to take a step away from a situation for a moment, than to do something that will make someone else feel angry, sad etc.
- Use the rollers as part of a sensory table that children can access independently or when they need some special time out to focus on something calming and sensory. You might like to put each roller on a different tray with dough and other sensory resources of the same colour, such as fabrics, glass beads, textured materials and Kindness Hearts.

## Tell it with feeling

Many books and stories are full of feelings, and offer an ideal way for children to develop empathy with a character:

- Use two rollers to create two characters, such as 'happy' and 'worried'. Why is one of them worried? What might have happened? How could the happy character help them to feel less worried? What might they say to each other?
- Roll the 'sad' character (or another emotion) and explain why they're feeling sad. What could we do to help them feel happier? Let's see if it's worked – use the 'happy' stamp to change the emotion.
- Use the rollers alongside a favourite book. When the main character is feeling a particular way, roll the appropriate roller in some dough to emphasise this. If the character's emotions change in the story, stamp a new face onto the dough.
- Share a book all about emotions, such as *Conker the Chameleon* or *The Colour Monster*, and each time an emotion is mentioned, roll the corresponding roller in some dough.



### Get talking – useful words

**Angry:** cross, frown/frowning, stamp/stamping, tight/clenched hands, hot, steam, thunder, lightning

**Excited:** smile/smiling, open eyes, jump/jumping, joy, celebrate/celebrating, stars, spirals, party blower, fireworks

**Happy:** smile/smiling, open eyes, dancing, singing, joy, sunshine, sunny, flowers, stars

**Calm:** smile/smiling, closed eyes, lie/lying down, relaxing, floating, rainbow, cloud, bird

**Worried:** wrinkled brow, nervous, fear, frown/frowning, tremble/trembling, shake/shaking, quiver/quivering, jelly, wobbly

**Sad:** cry/crying, mouth turned down, droopy eyes, tears/rain, dark clouds, broken heart

**Rolling action:** roll, push, stamp, away, towards, roll gently, press harder

## Books about emotions

*Conker the Chameleon* by Hannah Peckham  
*The Colour Monster* by Anna Llenas

*Tough Guys (Have Feelings Too)* by Keith Negley  
*Mr Big* by Ed Vere



# Certificate of Diverse Ownership

It is hereby certified that

## Kids For Culture

Has been found to be a diverse owned enterprise for the following categories

- Minority Owned**
- Small Business**
- Small Disadvantaged Business**
- Woman Owned**

Certification No.:	SG09224852271981	Valid From:	16 September 2023
Primary NAICS:	459120	Valid Till:	15 September 2026
Applicability:	United States	Initial Certification:	2023

This certification was conducted in accordance with the SupplierGATEWAY diversity certification procedure and is subject to post-certification audits.

