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COUNCIL FOR EDUCATION POLICY, RESEARCH AND IMPROVEMENT

Instructional Materials Pilot Program

INTRODUCTION

Legislative Charge

Senate Bill 122 adopted by the 2004 Florida Legislature authorizes the Department of Education to “conduct a pilot program to enable selected school districts to realize cost savings without loss of quality or availability for individual students in the purchase of used instructional materials. The bill requires the “Council for Education Policy, Research and Improvement shall submit to the President of the Senate and the Speaker of the House for consideration during the 2005 Regular Session a report of the cost savings to school districts based on results of the pilot program.” Districts identified for inclusion are Hernando, Pasco, Seminole, and Polk Counties.

Background

The 2004 General Appropriations Act provided over \$227,000,000 for the purchase of instructional materials which include textbooks, workbooks, laboratory materials, computer software, videos, and tapes. This state investment which has grown substantially over the past 10 years (\$90,947,040 in 1995-96), may be supplemented by additional district expenditures.

Given this volume of expenditures and Florida’s continuing growth, it is clear that strategies to assure that instructional materials are of high quality and reasonable cost are a priority. In an Information Brief released in April 2003, the Office of Program Policy Analysis and Government Accountability (OPPAGA) reviewed Florida’s system for acquiring and distributing textbooks and provided a series of recommendations related to cost reductions including authorizing districts to purchase used books.

For the 2003-04 school year, the Legislature authorized four districts (Hernando, Pasco, Polk, and Seminole) to conduct a pilot test of this policy and directed the Department of Education to report on the cost savings. This report was submitted in January, 2004 and reported savings ranging from \$11,722 to \$28,856 for the three districts which submitted data or expressed as a percentage from .002 to .00872%. It should be noted that because most material purchases are addressed in late Winter/early Spring for the coming Fall well before the July 1 effective date of the legislation authorizing the pilot test, the annualized savings could be significantly greater.

The Council has not previously addressed issues related to instructional materials in Florida public schools. The predecessor to CEPRI, the Postsecondary Education Planning Commission (PEPC, brought up the topic in its 1988 update to the Florida Master Plan for Postsecondary Education:

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Florida must look beyond the point of entry into the postsecondary sector. Curriculum content and, more specifically, the level at which textbooks and other materials are designed within K-12 education represents key variables affecting the capability of students upon high school graduation.... The commission is interested in assuring that the level of difficulty of textbooks and other materials is both appropriate and sufficiently challenging. (p.111)

Florida is one of 23 states which maintain a state level adoption process. State textbook adoption has its roots in the aftermath of the Civil War when most publishers were located in northern states. Today, most adoption states continue to be found in the South and West, including Texas and California, which along with Florida, account for about a third of the overall market for new instructional materials. The following table illustrates the adoption cycles of the 23 textbook adoption states, and a complete adoption schedule for each state is located in the appendix.

Table 1. State Textbook Adoption Cycles

State	Adoption Period	Comment
Illinois	One Years	
Nevada	Four Years	
Idaho	Five Years	
Mississippi	Five Years	
North Carolina	Five Years	
Utah	Five Years	
Vermont	Five Years	
Alabama	Six Years		California also has an eight (8) year adoption cycle for certain non-core subject texts Florida has some shorter periods for select subjects and/or grades
Arkansas	Six Years	
California	Six Years	
Florida	Six Years	
Georgia	Six Years	
Indiana	Six Years	
Kentucky	Six Years	
New Mexico	Six Years	
Oklahoma	Six Years	
Oregon	Six Years	
South Carolina	Six Years	
Tennessee	Six Years	
Texas	Six Years	
Virginia	Six Years	
West Virginia	Six Years	
Louisiana	Seven Years	

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In 2000, a policy update issued by the National School Boards Association critically examined the current textbook adoption process, with the association framing the issue as follows:

State authority over selecting the textbooks students use in school began at the turn of the 20th century as part of a movement to use state funds to provide free textbooks to schools and students, and to improve the quality of the instructional materials. Now, at the dawn of a new century, the very same state textbook adoption process is being increasingly criticized for being too rigid, too politicized, and, ironically enough, stifling the production of better quality textbooks. Yet defenders of the more than hundred-year-old practice say that state oversight of schoolbooks is a cost- and time-efficient service that helps to ensure all students have access to aligned, high-quality instructional materials necessary to meet state academic standards.

Through consolidation, mergers, and acquisitions, control of the annual \$4.3 billion textbook market has become concentrated in the hands of a relatively small number of multi-national publishers. A recent national study by the Thomas B. Fordham Institute estimates that over \$3 billion (70%) of new instructional materials purchases goes to four publishers: Pearson, McGraw-Hill, Reed Elsevier, and Houghton Mifflin. In Florida, Harcourt and MacDougal are also cited as having a significant share of the market in addition to the four companies identified nationally. Similar consolidation has occurred in the used textbook industry with three companies, Academic Book Services, Budgettext, and Follett, accounting for the majority of this business in Florida.

Issues to be Addressed

The basic issues addressed in this report are:

- What are the estimated full-year savings for districts participating in the pilot taking into account all related costs, such as transportation, bid procedures, handling and storage, as well as the cost of the instructional materials?
- What are the benefits and drawbacks, if any, of purchasing used materials?
- In view of changes in the industry, technology advancements, and other factors, are there other issues related to Florida's instructional materials acquisition system that should be considered (e.g., the current textbook depository system)?

Council Activities

Beginning in May, Council staff developed the outline for the study in consultation with representatives from the Department of Education, the pilot districts, publishing and used textbook concerns, the Florida School Book Depository (FSBD), the Legislature, and the Office of Program Policy Analysis and Government Accountability.

In July Council staff visited the FSBD and in November participated in the annual conference of the Florida Association of District Instructional Material Administrators (FADIMA) to discuss the study with all interested parties. In the intervening months, status

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reports were provided at council meetings. A draft report was presented at the January meeting of the council and an opportunity for public comment was provided.

Findings and Recommendations

Instructional Materials Acquisition in Florida

Florida annually adopts instructional materials for specific classes (e.g., mathematics, social studies, etc.) on a rotating basis, typically for a 6-year period. Florida Statute 1006.29(4) defines instructional materials as, *items having intellectual content that by design serves as a major tool for assisting in the instruction of a subject or course. These items may be available in bound, unbound, kit or package form and may consist of hardback or softback textbooks, consumables, learning laboratories, slides, films and filmstrips, recordings, manipulatives, computer coursework, video discs, or other such electronic media, and other commonly accepted instructional tools.* The following tables illustrate a sample adoption schedule.

Table 2. Florida Textbook Adoption Schedule

Adoption Year	Specs & Criteria Available	Publishers' Workshop	Deadline For Bids And District Samples	State Committee Member Training	State Committee Member Samples Due	Effective Date Of Contract	Length Of Contract	Subject Areas
2004-2005	June 2002		June 2004			April 1, 2005	6 yr 4 yr	Social Studies K-12, including ESE Speech/Drama/Journalism/Humanities
NEW DEADLINES EFFECTIVE ADOPTION YEAR 2005-2006								
Adoption Year	Specs & Criteria Available	Publishers' Workshop	Deadline For Bids And District Samples	State Committee Member Training	State Committee Member Samples Due	Effective Date Of Contract	Length Of Contract	Subject Areas
2005-2006	June 2003	February 11, 2005	May 2, 2005	Week of June 13, 2005	June 27, 2005	April 1, 2006	6 yr	Sciences K-12, including ESE
Adoption Year	Specs & Criteria Available	Publishers' Workshop	Deadline For Bids And District Samples	State Committee Member Training	State Committee Member Samples Due	Effective Date Of Contract	Length Of Contract	Subject Areas
2006-2007	No Later Than June 2005	TBD	May 1, 2006	TBD	TBD	April 1, 2007	6 yr **	Computer Ed/Business Tech Ed 6-12
							6 yr **	Computer Education K-5
							6 yr **	Technology Education 6-12

Prior to each subject area adoption, the Department of Education publishes content specifications for each of the subjects up for adoption. These specifications detail the courses for which materials are being sought, plus the standards the materials must meet.

During the 12 months prior to the materials adoption, the Department of Education convenes a State Instructional Materials Committee comprised of district school officials, professional and educational associations, and civic organizations. In the early spring of the adoption year, the Commissioner of Education distributes an adoption announcement to all publishing companies listed in the publisher mailing list database compiled by the state Office of Instructional Materials. Publishers may be included on the list by sending a written

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request to the instructional materials office. The publication of the announcement marks the beginning of an adoption year and the start of the publisher bidding process.

The Florida Commissioner of Education formally adopts materials recommended by the State Instructional Materials Committee, and has the prerogative to accept or accept with amendments, the recommendations on the list. At this point, new materials not previously recommended by the Committee can be added to the adoption list. The adoption process is completed in December, with adopted materials available for purchase starting on April 1 of the year following the adoption.

Instructional Materials Purchase and Distribution in Florida

F.S. 1006.37 requires the establishment of a publisher's depository for the distribution of instructional materials throughout the state. The Florida School Book Depository is a private organization maintained to serve educational publishers distributing a variety of K-12 instructional materials in the state of Florida. The Florida School Book Depository offers the titles adopted by the Florida Department of Education, and serves public and private schools/districts, as well as parents or tutors of home schooled children with Florida approved textbooks. The Depository publishes an elementary (Grades K–5) and secondary (Grades 6–12) catalog each spring, listing all of the Florida State adopted instructional materials programs and many non-adopted titles. In Florida, schools and districts are statutorily mandated to use the depository as the sole source of state-adopted instructional materials. Although to date, there is only one book depository in the state, there are no statutory limitations that would prevent the establishment of additional depositories, either public or private.

Bidders for state-adopted materials contracts must state the lowest wholesale price for which the materials must be furnished at the time of adoption, delivered f.o.b. (free on board) to the Florida School Book Depository from the publisher, manufacturer or bidder. Publishers or manufacturers must provide materials at a price inclusive of all transportation costs to the depository, that does not exceed the lowest price of adoption or sale to any state or school district in the United States. In addition, publishers and manufacturers must maintain or contract with the state depository and maintain an inventory that is sufficient to receive and fill orders. Section 1006.37, F.S., requires school district superintendents to requisition adopted instructional materials from the depository under contract with the publisher, subject to certain conditions.

Instructional materials (textbooks) are funded as a categorical appropriation in the General Appropriations Act. Section 1011.67 of the act provides that the DOE has authority to allocate and distribute to each school district, an amount prescribed annually by the Florida Legislature. The DOE distributes the funding to each according to an FTE-based formula that provides for both growth in student enrollment and maintenance of the required amount of instructional materials to meet the needs of the current enrollment. Each district's school board must then purchase instructional materials to provide each student with a textbook and/or other instructional material as a major tool of instruction in core courses such as mathematics, language arts, science, and social studies for grades K-12. Table 3 contains the chart illustrating the state's per-district allocation for instructional materials.

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Table 3. Instructional Materials Allocation

District	Allocation	District	Allocation
Alachua	\$ 2,309,978.00	Lake	\$ 3,341,013.00
Baker	\$ 398,580.00	Lee	\$ 6,328,512.00
Bay	\$ 2,244,396.00	Leon	\$ 2,704,004.00
Bradford	\$ 323,786.00	Levy	\$ 520,093.00
Brevard	\$ 6,347,093.00	Liberty	\$ 114,149.00
Broward	\$ 23,667,963.00	Madison	\$ 274,331.00
Calhoun	\$ 196,771.00	Manatee	\$ 3,564,447.00
Charlotte	\$ 1,571,392.00	Marion	\$ 3,434,506.00
Citrus	\$ 1,337,665.00	Martin	\$ 1,559,910.00
Clay	\$ 2,942,588.00	Monroe	\$ 754,510.00
Collier	\$ 3,636,546.00	Nassau	\$ 876,910.00
Columbia	\$ 626,875.00	Okaloosa	\$ 2,549,570.00
Dade	\$ 30,485,053.00	Okechobee	\$ 643,209.00
DeSoto	\$ 439,643.00	Orange	\$ 15,317,172.00
Dixie	\$ 179,592.00	Osceola	\$ 4,444,929.00
Duval	\$ 11,054,649.00	Palm Beach	\$ 15,288,555.00
Escambia	\$ 3,604,234.00	Pasco	\$ 5,284,200.00
Flagler	\$ 885,219.00	Pinellas	\$ 9,383,513.00
Franklin	\$ 108,930.00	Polk	\$ 7,352,154.00
Gadsden	\$ 547,424.00	Putnam	\$ 1,001,338.00
Gilchrist	\$ 246,919.00	St. Johns	\$ 2,194,500.00
Glades	\$ 88,153.00	St. Lucie	\$ 2,978,837.00
Gulf	\$ 176,326.00	Santa Rosa	\$ 2,163,947.00
Hamilton	\$ 168,961.00	Sarasota	\$ 3,703,199.00
Hardee	\$ 460,547.00	Seminole	\$ 5,704,349.00
Hendry	\$ 633,390.00	Sumpter	\$ 630,215.00
Hernando	\$ 1,879,801.00	Suwannee	\$ 478,007.00
Highlands	\$ 1,018,135.00	Taylor	\$ 273,896.00
Hillsborough	\$ 16,367,496.00	Union	\$ 177,850.00
Holmes	\$ 282,816.00	Volusia	\$ 5,632,890.00
Indian River	\$ 1,499,202.00	Wakulla	\$ 391,678.00
Jackson	\$ 575,604.00	Walton	\$ 581,167.00
Jefferson	\$ 128,063.00	Washington	\$ 294,626.00
Lafayette	\$ 85,564.00	TOTAL	\$ 226,461,540.00

Source: Florida Department of Education (2003-2004 Final FEFP Calculation)

Results of the Instructional Materials Pilot Program

Senate Bill 122 allowed the DOE to conduct a pilot program to allow school districts to save money through the purchase of used instructional materials. Three school districts participated in the pilot—Hernando County, Pasco County, and Polk County. Secondhand book dealers and third-party book vendors were required to certify the availability of the

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used instructional materials, provide the ISBN number for each of the materials, and certify that the materials were not samples or first printings, and that they were the most currently adopted “Florida editions,” conforming to the Sunshine State Standards. The reports from the three district cover a time period beginning December 1, 2003 through November 30, 2004.

Polk County

CEPRI Staff contacted instructional materials coordinators in the districts that participated in the pilot and solicited feedback on their experience with regards to cost savings. Polk County provided the most comprehensive response to the inquiry, 365 items of instructional materials from art, mathematics, language arts and social studies, the district reported the costs for the materials plus shipping from both the Florida School Book Depository and from a used materials vendor (See Appendix A). While there was a \$2,605.28 cost savings, in the materials themselves, the shipping costs from the used vendor was \$243.92 higher than from the depository, resulting in a net savings of \$2,361.36. An additional cost districts were required to assume when not purchasing from the depository was the personnel time for soliciting quotes from used materials vendors, internal processing of materials orders, and other administrative activities related to obtaining the materials. When these costs were backed out of the initial textbook savings, the total savings equaled \$2,190.88. Table 4 detailing the textbook cost comparisons is on the following page.

In addition, the district provided a narrative on other issues involved in participating in the pilot program including the labor intensive nature of manually reviewing purchase requisitions “to determine whether or not a particular book could/should be purchased from one of the used textbook companies rather than from the Florida School Book Depository.” This problem was overcome however, with the district contact person stating, “...Beginning in September of this year we were able to streamline our process used to compare book prices/availability. We now merge the necessary information from our electronic requisition system into an Excel file and send this file (via e-mail) to various used textbook companies. The companies submit price quotes on the books that they can provide and return the Excel file to us. This process has greatly reduced the amount of time required on our end to make all of the comparisons.” The district also provided a list of titles and the reasons they opted not to purchase the materials from used book vendors. The list is provided in Appendix E of this document

Pasco County

The Pasco County School District purchased considerably more materials from used book vendors than Polk County, with 1940 items purchased. Due to the volume of books purchased, the district was able to obtain the books at a cost that included free shipping. The cost savings of used books over those from the Florida School Book Depository—including the additional personnel costs—totaled \$31,528.87 (See Appendix B). In the district’s report to the Department of Education, they cited the additional labor involved in activities such as checking the websites of used book vendors and getting three price quotes on orders that exceed \$2,500.00.

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Hernando County

Hernando County School District, like Pasco, purchased over a thousand items from used book vendors, resulting in a cost savings of \$10,863.12 that included free shipping from the vendor (See Appendix B). The total expenditure with the used vendor was \$26,324.55, compared to the Florida School Book Depository total of \$37,170.87. Hernando also reported the requirement of price quotes for orders over \$5,000.00 and difficulty in getting used book vendors to respond in a timely manner to requests for price quotes. Table 4 summarizes the cost savings reported by all three school districts that participated in the pilot.

Table 4. Comparison of Cost Savings of Pilot Districts

District	No. of Items	FSBD Costs	Used Vendor Costs	Full Year Total Savings	State Allocation	Percentage of State Allocation
Polk	365	\$7,706.26	\$5,515.38	\$2,190.88	\$7,352,154.00*	.0002
Pasco	1940	\$79,003.19	\$52,577.97	\$26,425.40	\$5,284,200.00*	.005
Hernando	1432	\$37,170.87	\$10,863.12	\$26,307.75	\$1,879,801.00*	.01

*Based on 2003-2004 FEFP Final Calculation

Cost-Savings and Use of Used Materials

Interviews were conducted with a number of different constituent groups in an attempt to determine the appropriateness of using used instructional materials and the cost savings that could be realized. Used book vendors purport to offer on-adoption Florida-edition textbooks at savings ranging from 40-75% of publisher costs. These vendors obtain their books mainly through purchase of surplus inventory from publishers and school districts, and buy-back of books from individual schools and school districts. After undergoing a rigorous review and reconditioning process, the books are made available to schools and school districts throughout Florida.

Both used book vendors and instructional materials coordinators in a number of school districts cited the following as the “best case” scenarios for using used materials vendors:

- When there additional requirements for textbooks due to loss, damage, or increased enrollment in the latter stages of a textbook adoption cycle
- Ordering used textbooks for classroom "fill-ins" in September and December
- When there is a need to maintain and extend an earlier adoption cost-effectively
- When the titles that have been adopted are no longer available from the publisher

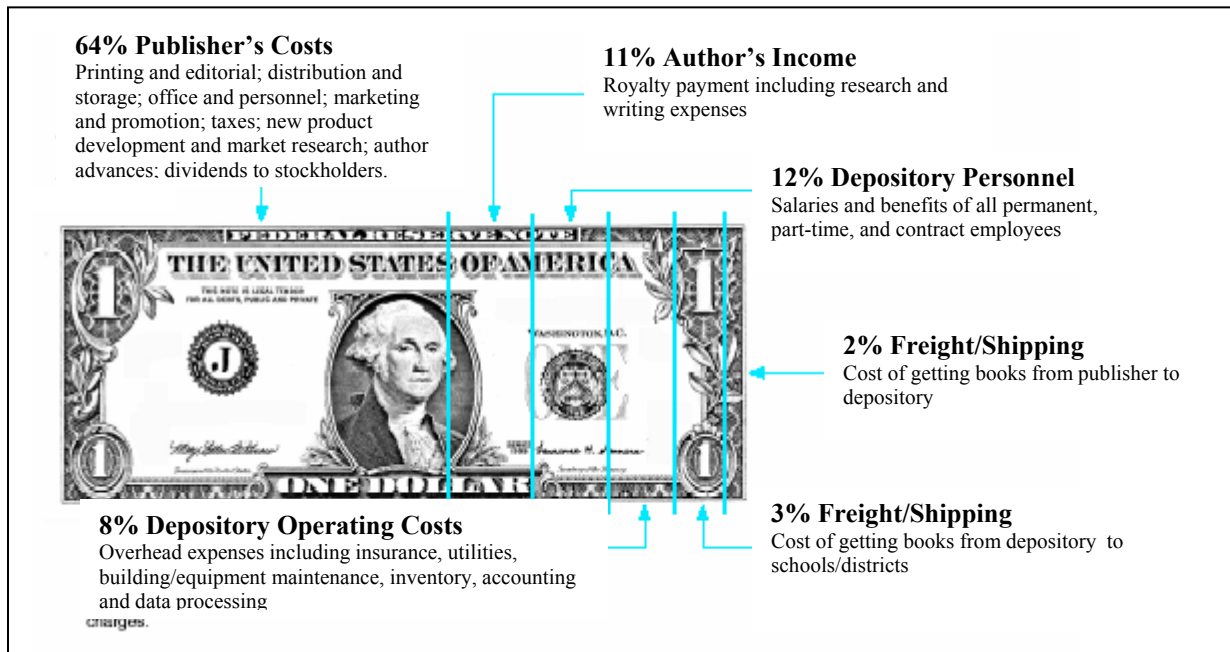
One significant drawback to using used vendors is the loss of ancillary materials currently provided at no additional charge to schools/districts that purchase materials through the textbook depository. These materials, consisting primarily of consumable texts that are an integral part of the curriculum, particularly at the early grades, are not available through used vendors and so districts desiring these materials would have to purchase them. Such purchases could erode any cost savings realized through the purchase of used materials

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Other Issues Relating to Costs of Textbook Acquisition

When examining the factors that contribute to the cost of textbooks and other instructional materials, a consistent set of percentages emerged concerning the elements of book costs/pricing. The following figure outlines the publishing industry average percentages on textbook costs:

Figure 1. Cost Percentages of Textbooks



Source: Association of American Publishers (2001)

The majority of the cost of instructional materials is beyond the direct control of either the state or the private depository, with 75% of every dollar going to publishers' costs and author fees. Personnel costs are inherent in the process whether they are incurred on the part of the depository or individual schools and school districts.

In a study compiled by North Carolina's Department of Public Instruction, seven states' textbook delivery practices were examined, looking at six aspects of delivery: size of the student population, contract agency, who has responsibility for order, purchasing and distributing textbooks and what percentage of cost goes to depositories for services. The table below summarizes these factors. Six of the seven states served student populations of half a million or more. Every state contracts directly with educational publishers, except for Virginia which allows individual schools/districts to contract with publishers. Four states (Florida, New Mexico, South Carolina, and Tennessee) use private depositories for the ordering, purchasing and distribution of textbooks from publishers. North Carolina has a state-operated depository for these functions and Texas and Virginia work through local educational agencies (LEA's). South Carolina and Tennessee reported an 8% service charge by their depositories, while the private depositories in Florida and New Mexico did not

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provide this information. The three remaining states do not maintain state level depositories and thus did not incur this charge.

Table 5. Summary of Textbook Delivery Options

Summary of Textbook Delivery Options in Seven States						
State	Student Enrollment	Who Contracts with Publisher	Who Orders Books from Publisher	Who Pays Publisher	Who Distributes Books to Local Districts	Private Depository Percentage for Services
Florida	2,500,478	State	Private Depository	Private Depository	Private Depository	Not Provided
New Mexico	320,206	State	Private Depository	Private Depository	Private Depository	Not Provided
S. Carolina	691,078	State	Private Depository	Private Depository	Private Depository	8%
Tennessee	925,030	State	Private Depository	Private Depository	Private Depository	8%
Texas	4,163,447	State	LEA's	LEA's	State	N/A
Virginia	1,163,091	LEA's	LEA's	LEA's	LEA's	N/A
N. Carolina	1,315,363	State	State	State	State	N/A

Sources: National Center for Educational Statistics (Enrollment Fall, 2001); Departments of Education in each State

Several key points were brought out in the North Carolina study that were informative to the study of the instructional materials pilot study in Florida:

- States that operate depositories (public or private) receive the books at 8% below the contract price; the publishers pay the freight to the depositories
- Private (3rd party) depositories act as agents of the publishers. They charge the schools the full contract price and keep the 8% discount to cover expenses and profit. The depositories bill the schools for the shipping costs from the depository to the school district at a rate of 1-2%. North Carolina's state-operated depository shipping costs run 0.4%.
- In states that don't have central depositories, the school districts and/or schools order directly from the publisher. In these cases, they pay the full contract price, plus shipping costs (usually 8-10%).
- The private depositories operate as "pull" facilities, i.e., they maintain an inventory and ship orders from their existing stock. These inventories are on consignment; they are not billed to the depository until they are shipped to a school/district.

The North Carolina DPI study also included a book cost comparison based on the "most favored nations" contract clause that ensures all publishers charge the states the same cost for books. In the cost comparison, the study illustrated how the actual price paid for a book can vary despite "most favored nations" due to other variables. Table 6 illustrates this comparison.

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Table 6. Same Title Book Cost Comparison

Book Cost Comparison									
ISBN	Publisher	Title	NC	SC	FL	NM	TN	TX*	VA*
22953701	McGraw-Hill	Share the Music, Gr. 4	\$43.05	\$45.99	\$45.99	\$40.17	\$40.17	\$42.57	\$45.99
Adoption Year			2002	2002	2003	2000	2000	<i>Texas used a significantly older (1995) edition of the text; Virginia's school districts order directly from the publisher.</i>	
List Price			\$45.99	\$45.99	\$45.99	\$40.17	\$40.17		
Discount @ 8%			\$3.68	\$3.68	\$3.68	\$3.21	\$3.21		
Discounted List Price			\$42.31	\$42.31	\$42.31	\$36.96	\$36.96		
Depository Charge			\$0.74	\$3.68	\$3.68	\$3.21	\$3.21		
Net Costs			\$43.05	\$45.99	\$45.99	\$40.17	\$40.17		
Shipping Costs @ 1%			Incl.	\$0.46	\$0.46	\$0.40	\$0.40		
Cost to LEA			\$43.05	\$46.45	\$46.45	\$40.57	\$40.57	\$42.57	\$45.99

Source: North Carolina Department of Public Instruction Textbook Warehouse Study

Florida, like other states with private depositories, does not have the cost advantage of the 8% publisher's discount, as this discount is absorbed into the operational costs of the private depositories.

The Future of Instructional Materials

As we enter the digital age, there are changes on the horizon that will affect the current textbook adoption/purchasing/acquisition process. Technological solutions are being sought to address problems of textbook supply, accessibility and relevance all across the country. Here are several examples of technological alternatives to the current system:

- **Texas Schools Give Laptops Instead of Textbooks.** Every fifth- and sixth-grader at Johnson Elementary will receive a \$1,350 IBM ThinkPad computer loaded with digital versions of state-approved textbooks and 2,000 works of literature. If the experiment works, the program will be expanded to other grades. Due to rising textbook costs and student enrollment, and lengthy waits for new textbooks, this elementary school in Dallas has partnered with IBM Corporation on this endeavor. (Source: <http://www.rednova.com/news/display/?id=55642>)
- **Textbooks Dumped in Favor of Laptops.** When the Vail School District's Empire High School opens its doors later this year, all of its more than 600 students will receive Apple iBook notebooks equipped with a wireless card for internet-based instruction on school grounds. Money that would normally be spent on textbooks will be used to purchase the laptops and accompanying curriculum software. Teachers will receive training throughout the year prior to the school coming on line and follow-up training throughout the year. In terms of cost savings, the laptops aren't likely to save the school money in the near term, because the cost of the computers is slightly higher than what the school would have paid for textbooks; however, in the long term, it will be much more cost-effective to invest in digital learning resources than to spend the extra money for new textbooks year in and year out. (Source: <http://www.eschoolnews.com/news/showStoryts.cfm?ArticleID=5270>)

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- **Print-a-Book: A New Supplement for Teachers.** One of the most popular features of instructional materials bundles are the consumable books provided at no cost for early learners, typically in grades Pre-K to 2. Now teachers can produce these materials themselves through the Web site, Readinga-z.com (www.readinga-z.com). Reading A-Z is an online reading program developed and founded by Learning Page. It helps children learn how to read using guided reading books, lessons and phonics resources, such as decodable books, read-aloud books, lesson plans, worksheets and flashcards. The A-Z program includes leveled reading books, guided reading lesson plans, guided reading worksheets, decodable books and alphabet worksheets. The books include short stories, low-level Spanish versions, and help books for children grieving a loved one's death.
(Source: <http://www.districtadministration.com/page.cfm?p=277>)

In a 2003 study conducted by the State Educational Technology Directors Association (SETDA) and the Software & Information Industry Association (SIIA), 28 states were surveyed on their process for funding electronic instructional materials as an alternative to traditional print materials. None of the states had a specific funding structure for electronic instructional materials and most left the issue to local school boards/districts. The study also examined issues surrounding electronic formats for instructional materials. Table 7 outlines the key finding of the study.

Table 7. Issues for Online Instructional Materials

Benefits of Online Format for Instructional Materials
<ul style="list-style-type: none">• 24/7 accessibility• Ability to deepen/expand instructional materials continually• Personalization of content• Instant elimination of errors• More sophisticated, timely and complete assessment information• Keep knowledge current• Lowered cost of order fulfillment & delivery• Additional parental involvement
Issues Faced by Adopters & Publishers fo Online Materials
<ul style="list-style-type: none">• Pricing model (access over time & most favored nation pricing)• Policies on substituting materials• Direct purchasing vs. Depository• Privacy & security• Reliability, quality, and scalability of service (order fulfillment)• Publisher's right to interrupt service• State adoption processes• System Requirements• Linking to outside systems

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Standard Practices Needed for Adopting Online Materials

- Rules for allowing updates to instructional materials during an adoption cycle
- Warranty/service standards
- Privacy and security standards
- Depository waiver or LEA choice to use depository or purchase directly
- Minimum system requirements for adopted online instructional materials
- Ensuring alternate format availability for ADA/IDEA compliance
- Guidelines for assuring continuance of service
- Encouraging online sampling of materials
- Revising bid submission forms

Source: SIIA/SETDA Forum/NECC 2003 (<http://www.learning.com>)

Electronic texts are still a thing of the future in terms of large scale implementation, yet there are increasing numbers of schools and school districts around the country opting to include online curricular content and/or fully electronic texts in the curriculum. With 98% of all schools in the country wired for internet access, decreasing costs of the technology, increasing speed and memory capacity of computers, and greater willingness on the part of educators to incorporate technology into instruction, the days of a laptop on every student desk may be closer at hand.

Recommendations

There appeared to be a general consensus among instructional material administrators that the current system of state-level textbook adoption cycles and materials purchase and distribution through a centralized state depository system is an efficient and effective method for procuring instructional materials. Despite the state mandate to purchase adopted materials only through the book depository, schools and school districts utilize used book vendors to supplement their supply of state-adopted instructional materials, as well as for the purchase of ancillary materials such as dictionaries and resource materials. The pricing structure that guarantees the lowest prices available to any district across the country and a lock-in structure for the entire 6-year adoption cycle were seen as advantageous; however, the cost savings are diminished for districts purchasing books in the latter stages of the adoption cycle (Year 4-6) who are paying the same price for books that can only be used for two or three years instead of six. At this stage of the process is where schools and districts find they can realize cost savings through use of used book vendors. Recommendations based on the information gathered in the study are as follows:

- **Expand the pilot program to 3-5 additional districts in all regions of the state.** The initial pilot was concentrated in the central part of the state, and included only one district of significant size (Polk County). There are 32 districts with smaller instructional materials allocations and six districts with larger allocations (See Table 3). Expand the pilot determine the extent to which other districts with significantly

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different levels of funding would be able to realize cost savings. In addition, expanding the pilot would allow for the inclusion of districts that due to growth in student enrollment and the subsequent opening of new schools, need large numbers books in the latter stages of an adoption cycle.

- **Revise the current pricing structure so that the price of instructional materials is lowered for the final two years of the adoption cycle.** A price reduction of 10-20% in the final two years would allow districts to realize cost savings , since they will be purchasing textbooks again when the new adoption cycle begins. These new purchases would like be at a higher price than paid during the previous adoption cycle. As illustrated in Table 6, from one adoption cycle to the next, new editions of textbooks are produced and the price of the newer edition typically is greater than that of previous editions. In the example from the North Carolina study, the sample music book increased in price from \$40.17 to \$45.99, or 11%. For schools and districts making large purchases in the latter stages of an adoption—for example in instances where new schools come on line during Year 4 or 5 of an adoption cycle—such an increase is significant, as under the current system they would pay the full price of the currently adopted text and at least 10% more for the book two years later.
- **Explore the use of online/electronic format textbooks.** As outlined earlier in this report, there are a number of issues related to use of online texts that would be of concern to educators; however, with costs being comparable to textbooks, particularly those used at the high school level, it would be worth investigating the viability of laptops replacing textbooks in a small scale study. Such a study could investigate the issues previously raised and begin finding solutions to issues that would be faced by both publishers and those involved with the instructional materials adoption process.

Summary

The current school book depository system is recognized as an efficient and effective method for the purchase and acquisition of instructional materials. Used vendors serve a critical function in providing discounted materials to supplement short supplies in order to meet increased student enrollment demands, and to lower costs of purchasing books towards the end of an adoption cycle. Though the process of textbook procurement is more time and labor intensive when done independent of the depository, savings can be realized through taking advantage of the 8% discount afforded by educational publishers. Further study is recommended through the extension of the pilot program to other districts throughout Florida to determine if greater cost savings could be obtained through the increased use of used vendors. Exploring the cost-effectiveness and efficiency of online/electronic texts is also recommended as a long-term solution to the problem of rising costs of printing, shipping and storing traditional textbooks.

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APPENDIX

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Council for Education Policy, Research, and Improvement - November 2004

District: POLK										
Contact: (name, email and phone) Scott Clanton, scott.clanton@polk-fl.net , 863-534-0572										
Purchase Period Dates: December 1, 2003 - November 30, 2004										
PO#	Book Title	ISBN#	FSBD CAT#	FSBD Cost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - FSBD cost plus shipping)	Estimated Personnel Costs (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
4.5E+09	DISCOVERING	0871922819	703150	\$ 886.80	\$ 9.23	\$ 360.00	0.00	\$ 536.03	\$ 21.31	\$ 514.72
4.5E+09	FL PRENTICE H	0131808540S	831200	\$ 727.61	\$ 11.26	\$ 545.61	\$ 54.56	\$ 138.70	\$ 21.31	\$ 117.39
4.5E+09	FL PRENTICE H	0131808540S	831200	\$ 1,511.19	\$ 47.65	\$ 1,209.60	0.00	\$ 349.24	\$ 21.31	\$ 327.93
4.5E+09	MATHEMATICS	0028147308	823510	\$ 846.51	\$ 9.23	\$ 611.10	\$ 61.11	\$ 183.53	\$ 21.31	\$ 162.22
4.5E+09	TEA AGS U S H	0785414193	987051	\$ 324.75	0.00	\$ 153.75	\$ 15.38	\$ 155.62	\$ 21.31	\$ 134.31
4.5E+09	AM HERITAGE	0618280073	210500	\$ 809.25	\$ 2.05	\$ 614.04	\$ 61.40	\$ 135.86	\$ 21.31	\$ 114.55
4.5E+09	AM HERITAGE	0618280022	510500	\$ 2,022.15	\$ 16.04	\$ 1,266.84	\$ 126.68	\$ 644.67	\$ 21.31	\$ 623.36
4.5E+09	THE ENDURING	0669397717	873900	\$ 478.71	\$ 3.82	\$ 240.75	\$ 24.08	\$ 217.70	\$ 21.31	\$ 196.39
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
										\$ -
Total				\$ 7,606.97	\$ 99.29	\$ 5,001.69	\$ 343.21	\$ 2,361.36	\$ 170.48	\$ 2,190.88

*Insert more lines as needed

1. On average what is the number of times your staff needed to contact publishers regarding Instructional Materials (per order)
 Once Twice ✓ More than two times
2. In general were you able to secure materials for a single order with a single vendor/publisher?
 Yes No ✓ If No? How many vendors did you need to complete one book order?

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Council for Education Policy Research and Improvement - September, 2004										
District: DISTRICT SCHOOL BOARD OF PASCO COUNTY										
Contact: (name, email and phone) FRAN SCHULZ, fschulz@pasco.k12.fl.us, 813-794-2451										
Purchase Period Dates: (12 months)December 1, 2003 - November 30, 2004										
PO#	Book Title	ISBN#	FSBD CAT#	FSBD Cost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - State cost plus shipping)	Personnel Costs (estimated) (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
40002160	Algebra 1 , (100)	669433594	833280	\$ 4,275.00	\$ 128.25	\$ 3,145.00	\$ -	\$ 1,258.25	\$ 14.70	\$ 1,243.55
40001012	Latin America (1	395879825	886280	\$ 133.80	\$ 4.01	\$ 103.00		\$ 34.81	\$ 7.35	\$ 27.46
40001012	Europe & Russia	134336933	886310	\$ 133.80	\$ 4.01	\$ 103.00		\$ 34.81	\$ 7.35	\$ 27.46
40007908	Americans (2)	395851823	873840	\$ 105.06	\$ 3.15	\$ 78.78		\$ 29.43	\$ 7.35	\$ 22.08
40004057	Math Advantage (	153056746	664300	\$ 2,365.80	\$ 70.97	\$ 1,764.00		\$ 672.77	\$ 14.70	\$ 658.07
40001249	American History	28223128	871220	\$ 4,032.80	\$ 120.98	\$ 2,480.00		\$ 1,673.78	\$ 14.70	\$ 1,659.08
40004057	Passport to Algeb	669440671	824620	\$ 2,584.80	\$ 77.54	\$ 1,641.00		\$ 1,021.34	\$ 14.70	\$ 1,006.64
	Biology (15)	30514339	863150	\$ 688.50	\$ 20.66	\$ 516.30		\$ 192.86	\$ 7.35	\$ 185.51
40004922	Intro to Marine L	697159892	862310	\$ 315.48	\$ 9.46	\$ 207.00		\$ 117.94	\$ 7.35	\$ 110.59
	World History, T	30949890	885681	\$ 71.85	\$ 2.16	\$ -			\$ 7.35	\$ 66.66
	World History (	30055725	885680	\$ 475.50	\$ 14.27	\$ 351.00		\$ 138.77	\$ 7.35	\$ 131.42
	Biology, Princ &	30514347	863151	\$ 61.80	\$ 1.85			\$ 63.65	\$ 7.35	\$ 56.30
	Biology, Princ &	30514339	863150	\$ 459.00	\$ 137.70	\$ 275.36		\$ 321.34	\$ 7.35	\$ 313.99
40000815	Americans (30)	395851823	873840	\$ 1,575.90	\$ 47.20	\$ 1,181.70		\$ 441.48	\$ 14.70	\$ 426.78
40000815	World History (2	30055725	885680	\$ 1,191.25	\$ 35.74	\$ 877.50		\$ 349.49	\$ 7.35	\$ 342.14
40003161	World History (2	30055725	885680	\$ 1,191.25	\$ 35.74	\$ 877.55		\$ 349.49	\$ 7.35	\$ 342.14
40003161	World History, T	30949890	885681	\$ 71.85	\$ 2.16			\$ 74.01	\$ 7.35	\$ 66.66
	Intro to Marine L	697159892	862310	\$ 788.70	\$ 23.66	\$ 446.25		\$ 366.11	\$ 7.35	\$ 358.76
40003529	World History (3	30055725	885680	\$ 2,377.50	\$ 71.33	\$ 1,755.00		\$ 693.83	\$ 7.35	\$ 686.48
40003528	American Odysse	28222598	871410	\$ 2,547.00	\$ 76.41	\$ 1,472.50		\$ 1,150.91	\$ 14.70	\$ 1,136.21
40003386	Physics Princ & P	28267214	869010	\$ 3,781.50	\$ 113.45	\$ 2,257.50		\$ 1,637.45	\$ 7.35	\$ 1,630.10
	Holt Biology, TE	30167248	863311	\$ 123.60	\$ 3.71	\$ 40.00		\$ 87.31	\$ 5.00	\$ 82.31
40002641	Americans (25)	395851823	873840	\$ 1,313.25	\$ 39.40	\$ 984.75		\$ 367.90	\$ 29.40	\$ 367.90
40002641	Americans, TE (	395851831	873841	\$ 77.29	\$ 5.00			\$ 82.29		\$ 82.29
40002641	World History (C	30055725	885680	\$ 2,853.00	\$ 85.59	\$ 2,001.00		\$ 937.59		\$ 937.59

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District: DISTRICT SCHOOL BOARD OF PASCO COUNTY										
Contact: (name, email and phone) FRAN SCHULZ, fschulz@pasco.k12.fl.us, 813-794-2451										
Purchase Period Dates: (12 months)December 1, 2003 - November 30, 2004										
PO#	Book Title	ISBN#	FSBD CAT#	FSBD Cost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - State cost plus shipping)	Personnel Costs (estimated) (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
40002641	World History, T	30949890	885681	\$ 143.70	\$ 4.31			\$ 148.01		\$ 148.01
	Economics (10)	28235568	881550	\$ 541.60	\$ 16.25	\$ 441.50		\$ 116.35		\$ 116.35
	Americans (50)	395851823	873840	\$ 2,626.50	\$ 78.80	\$ 1,969.50		\$ 735.80	\$ 7.35	\$ 728.45
40000857	Geography (70)	28232917	884960	\$ 3,267.60	\$ 98.03	\$ 2,436.00		\$ 929.63	\$ 14.70	\$ 914.93
40000857	American History	28223128	871220	\$ 3,528.70	\$ 105.86	\$ 2,600.50		\$ 1,034.06		\$ 1,034.06
40004551	AW/SF Math (30)	201690152	567270	\$ 1,125.00	\$ 33.75	\$ 630.00		\$ 528.75	\$ 7.35	\$ 521.40
40004551	AW/SF Math, TE	201690551	567271	\$ 111.66	\$ 5.00			\$ 115.01	\$ 7.35	\$ 107.66
40001728	EnEspanole (30)	39591079X	740220	\$ 1,111.20	\$ 33.34	\$ 973.50		\$ 171.04	\$ 7.35	\$ 163.69
40001727	Discovering Fren	395866618	728100	\$ 1,396.20	\$ 41.89	\$ 880.50		\$ 557.59	\$ 7.35	\$ 550.24
40004195	World History (	30055725	885680	\$ 7,132.50	\$ 213.98	\$ 5,002.50		\$ 2,343.98	\$ 14.70	\$ 2,329.28
	American History	28223128	871220	\$ 4,536.90	\$ 136.11	\$ 3,343.50		\$ 1,329.51	\$ 7.35	\$ 1,322.16
40003584	American Nation	30506743	873080	\$ 3,348.00	\$ 100.44	\$ 1,378.80		\$ 2,069.64	\$ 7.35	\$ 2,062.29
40000767	Geography (80)	28232917	884960	\$ 3,734.40	\$ 112.03	\$ 2,784.00		\$ 1,062.43	\$ 29.40	\$ 1,033.03
40000767	Geography, Vol.	28233034	884980	\$ 2,574.40	\$ 77.23	\$ 1,919.20		\$ 732.43		\$ 732.43
40000767	Geography, Vol.	28233042	888500	\$ 1,315.56	\$ 40.55	\$ 1,007.58		\$ 384.53		\$ 384.53
	Discovering Geor	1.56E+09	835550	\$ 2,212.50	\$ 66.38	\$ 1,550.00		\$ 728.88	\$ 7.35	\$ 721.53
	Environmental Sc	201321335	857900	\$ 496.28	\$ 14.29	\$ 310.95		\$ 179.62	\$ 7.35	\$ 172.27
	Fundamentals of	139056394	861030	\$ 3,460.50	\$ 103.82	\$ 2,275.00		\$ 1,289.32	\$ 7.35	\$ 1,281.97
40001233	Americans (30)	395851823	873840	\$ 1,575.90	\$ 47.28	\$ 1,181.70		\$ 441.48	\$ 7.35	\$ 434.13
40001233	Americans, TE (	395851831	873841	\$ 77.29	\$ 5.00			\$ 82.29	\$ 7.35	\$ 74.94
40001233	Understanding Ps	782033092	890001	\$ 65.49	\$ 5.00			\$ 70.49	\$ 7.35	\$ 63.14
40001233	Economics and P	28235606	881580	\$ 135.20	\$ 4.06	\$ 50.00		\$ 89.26	\$ 7.35	\$ 81.91
40001233	US Government (	28220714	876380	\$ 1,547.10	\$ 46.41	\$ 1,160.10		\$ 433.41	\$ 7.35	\$ 426.06
40001233	US Government,	28220811	876420	\$ 130.16	\$ 3.90			\$ 134.06	\$ 7.35	\$ 126.71
40002386	Americans (20)	395851823	873840	\$ 1,050.60	\$ 31.52	\$ 787.80		\$ 294.32	\$ 7.35	\$ 206.97

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40002386	Americans, TE (2	395851831	873841	\$ 154.58	\$ 4.64			\$ 159.22	\$ 7.35	151.87
40002386	World History (669405337	885900	\$ 5,253.00	\$ 157.59	\$ 3,939.00		\$ 1,471.59	\$ 7.35	1464.24
40002386	World History, T	669405345	885901	\$ 386.45	\$ 11.59			\$ 398.04	\$ 7.35	390.69
40016472	Holt Health, TE (30513928	733001	\$ 142.02	\$ 4.26	\$ 60.00		\$ 86.28	\$ 7.35	78.93
	Americans	395851823	873840	\$ 108.21	\$ 3.25	\$ 78.78		\$ 32.68	\$ 7.35	25.33
	World History (C	30055725	885680	\$ 2,853.00	\$ 85.59	\$ 1,879.20		\$ 973.80	\$ 7.35	966.45
	World History, T	30949890	885681	\$ 215.55	\$ 6.47	\$ -		\$ 222.02	\$ 7.35	214.67
	Geography (50)	28233034	884980	\$ 1,609.00	\$ 48.27	\$ 1,206.50		\$ 450.77	\$ 7.35	443.42
	Geography, TE (2	28214862	884981	\$ 191.96	\$ 5.76	\$ 80.00		\$ 117.72	\$ 7.35	110.37
TOTAL	N/A	N/A	N/A	\$ 76,571.60	\$ 2,431.59	\$ 52,095.22	N/A	\$ 32,011.62	\$ 482.75	\$ 26,307.75

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Council for Education Policy, Research, and Improvement - November 2004										
District: Hernando County										
Contact: (name, email and phone) Thomas Ferris										
Purchase Period Dates: December 1, 2003 - November 30, 2004										
PO#	Book Title	ISBN#	FSBD CAT#	FSBDCost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - State cost plus shipping)	Estimated Personnel Costs (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
4005140(37)	Reading Mastery I (10)	#0075690152	152820	\$845.18	Incl. in cost	\$625.50	Incl in cost	\$219.68	NA	\$219.68
	Reading Mastery II/SB (10)	#0075690861	252810		Incl. in cost		Incl in cost		NA	
	Reading Mast.II/Txbk. (10)	#007569087x	252820		Incl. in cost		Incl in cost		NA	
4005379(38)	SBG/Math 2 (10)	#0382370031	266230	\$216.86	Incl. in cost	\$160.50	Incl in cost	\$56.36	NA	\$56.36
4005947(40)	Florida Anthology-Traditions	#0618155392	442000	\$443.56	Incl. in cost	\$328.20	Incl in cost	\$115.36	NA	\$115.36
4006022(41)	SRA Decoding Lev.B-2(20)	#0026747863	807410	\$282.73	Incl. in cost	\$209.25	Incl in cost	\$73.48	NA	\$73.48
4005921(42)	Teen Health, 1999Lev.3(35)	#0026532050	732620	\$1,502.11	Incl. in cost	\$1,012.20	Incl in cost	\$489.91	NA	\$489.91
4006008(43)	Level E Reasoning (10)	#0026847884	972740	\$1,998.02	Incl. in cost	\$1,478.70	Incl in cost	\$519.32	NA	\$519.32
4006486(44)	America Pageant 11th.ed.(60)	#0669397288	873870	\$3,104.04	Incl. in cost	\$2,296.80	Incl in cost	\$807.24	NA	\$807.24
4006555(45)	En Espanol 1A(12)	#0395910773	740200	\$450.44	Incl. in cost	\$333.36	Incl in cost	\$117.08	NA	\$117.08
4007675(46)	Florida Anthology-Traditions	#0618155392	442000	\$437.70	Incl. in cost	\$280.00	Incl in cost	\$163.57	NA	\$163.57
4006961(47)	Houghton Mifflin-Rewards(1	#0618155376	342000	\$607.43	Incl. in cost	\$449.40	Incl in cost	\$158.00	NA	\$158.00
	Houghton Mifflin-Horizons(	#0618155384	342010		Incl. in cost		Incl in cost		NA	
4008184(49)	Grammar usage/Lang. Lit.7(6	#0618153764	204131	\$903.49	Incl. in cost	\$638.82	Incl in cost	\$264.67	NA	\$264.67
	Vocab. & Spelling bk. Lang.	#0618136681	204032		Incl. in cost		Incl in cost		NA	
4008146(50)	Pacemaker World History(10	#0822468948	987350	\$1,239.64	Incl. in cost	\$722.50	Incl in cost	\$517.14	NA	\$517.14
	Pacemaker US History(25)	#0835949001	987300		Incl. in cost		Incl in cost		NA	
4009296(52)	Mifflin Reading-4th.(36)	#0618155392	442000	\$2,262.18	Incl. in cost	\$1,495.50	Incl in cost	\$766.68	NA	\$766.68
	Fl. Expedition-HM-Reading	#0618155406	542000		Incl. in cost		Incl in cost		NA	
4009447(55)	Scholastic spelling-3rd.(15)	#0590344641	357520	\$409.00	Incl. in cost	\$295.53	Incl in cost	\$114.26	NA	\$114.26
	Scholastic spelling-4th.(9)	#059034465x	457520		Incl. in cost		Incl in cost		NA	
	Scholastic spelling-6th.(3)	#0590344676	657520		Incl. in cost		Incl in cost		NA	
	Lang. Exercise-level C (10)	#0811463079	971380		Incl. in cost		Incl in cost		NA	

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Council for Education Policy, Research, and Improvement - November 2004

District: Hernando County

Contact: (name, email and phone) Thomas Ferris

Purchase Period Dates: December 1, 2003 - November 30, 2004

PO#	Book Title	ISBN#	FSBD CAT#	FSBDCost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - State cost plus shipping)	Personnel Costs (estimated) (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
4009449(56)	Lang. Exercise-level D (5)	#0811463087	971400		Incl. in cost		Incl in cost		NA	
5000290(61)	Scholastic spelling (15)	#0590344633	257530	\$155.20	Incl. in cost	\$114.75	Incl in cost	\$40.45	NA	\$40.45
	Disc. French Bleu(20)	#0395866618	728100	\$2,444.73	Incl. in cost	\$2,052.40	Incl in cost	\$392.33	NA	\$392.33
	En Espagnol 1A(20)	#0395910773	740200		Incl. in cost		Incl in cost		NA	
	En Espagnol 1B(20)	#039591079x	740220		Incl. in cost		Incl in cost		NA	
5000752(63)	Elements of Lit./Cr.1	#0030672872	782300	\$4,596.78	Incl. in cost	\$3,192.00	Incl in cost	\$1,404.78	NA	\$1,404.78
	Elements of Lit./Intro.	#0030672864	782200		Incl. in cost		Incl in cost		NA	
	Elements of Lit./Cr. 2	#0030672880	782400		Incl. in cost		Incl in cost		NA	
500753(64)	Element of Lit./7th.	#0030672872	782300	\$1,477.54	Incl. in cost	\$1,166.40	Incl in cost	\$311.14	NA	\$311.14
	Elements of Lit./6th.	#0030672864	782200		Incl. in cost		Incl in cost		NA	
5000772(65)	Glencoe Science Voyager	#0078216753	851350	\$495.25	Incl. in cost	\$452.50	Incl in cost	\$42.75	NA	\$42.75
5001120(67)	Glencoe Science Voyager	#0078216737	851400	\$252.08	Incl. in cost	\$183.25	Incl in cost	\$68.83	NA	\$68.83
5001308(68)	Glencoe Science Voyager	#0078216737	851400	\$3,879.30	Incl. in cost	\$2,602.56	Incl in cost	\$1,276.74	NA	\$1,276.74
	Glencoe Math/Appl. & Con.	#0078601398	820300		Incl. in cost		Incl in cost		NA	
	Glencoe Math/Appl./T.E.	#0078216729	820301		Incl. in cost		Incl in cost		NA	
	Glencoe Science Voyager	#0078216710	851300		Incl. in cost		Incl in cost		NA	
	Glencoe Science Voyager	#0078216761	851351		Incl. in cost		Incl in cost		NA	
	Glencoe Science Voyager	#0078216753	851350		Incl. in cost		Incl in cost		NA	
5001508(71)	Rewards 3.1	#0618155376	342000	\$1,574.58	Incl. in cost	\$1,165.06	Incl in cost	\$409.52	NA	\$409.52
	Horizons 3.2	#0618155384	342010		Incl. in cost		Incl in cost		NA	
	Lang. McGraw Hill	#002244954x	322000		Incl. in cost		Incl in cost		NA	
	Reading Mastery 5/A	#0075691590	552810		Incl. in cost		Incl in cost		NA	
	Fl. Anth. Adv. 2.1	#061815535x	242000		Incl. in cost		Incl in cost		NA	
	Fl. Anth. Delights 2.2	#01618155368	242010		Incl. in cost		Incl in cost		NA	
5001838(72)	Anth. Reward 3.1	#0618155376	342000	\$1,380.57	Incl. in cost	\$1,022.13	Incl in cost	\$358.44	NA	\$358.44

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Council for Education Policy, Research, and Improvement - November 2004										
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Contact: (name, email and phone) Thomas Ferris										
Purchase Period Dates: December 1, 2003 - November 30, 2004										
PO#	Book Title	ISBN#	FSBD CAT#	FSBDCost	FSBD Shipping Costs	Used Book Vendor Cost	Used Vendor Shipping Costs	Text Book Savings (Vendor cost plus shipping - State cost plus shipping)	Personnel Costs (estimated) (# of hours spent on task * hourly wage)	Total Savings (Text book Savings - Personnel Costs)
	Here we go 1.1	#0618155309	142010		Incl. in cost		Incl in cost		NA	
	Let's be friends 1.2	#0618155317	142030		Incl. in cost		Incl in cost		NA	
	Surprises 1.3	#0618155325	142040		Incl. in cost		Incl in cost		NA	
	Treasure 1.4	#0618155333	142050		Incl. in cost		Incl in cost		NA	
	Wonders 1.5	#0618155341	142060		Incl. in cost		Incl in cost		NA	
	Adventures 2.1	#061815535x	242000		Incl. in cost		Incl in cost		NA	
	Delights 2.2	#0618155368	242010		Incl. in cost		Incl in cost		NA	
5001896(73	B2-Decoding	#0026747863	807410	\$2,030.85	Incl. in cost	\$1,416.00	Incl in cost	\$614.85	NA	\$614.85
	C-Decoding	#0026747936	807410		Incl. in cost		Incl in cost		NA	
5002115(74	Rewards 3.1	#0618155376	342000	\$455.57	Incl. in cost	\$337.05	Incl in cost	\$118.52	NA	\$118.52
5002108(75	Rewards 3.1	#0618155376	342000	\$637.80	Incl. in cost	\$451.50	Incl in cost	\$186.30	NA	\$186.30
5002417(76	Fl. Anthology - Traditions	#0618155392	442000	\$1,508.13	Incl. in cost	\$1,116.00	Incl in cost	\$392.13	NA	\$392.13
	Fl. Anthology -Expeditions	#0618155406	542000		Incl. in cost		Incl in cost		NA	
5002416(77	M/H/ Lang.Arts/2	#0022449531	222000	\$2,014.89	Incl. in cost	\$1,008.00	Incl in cost	\$1,006.89	NA	\$1,006.89
	M/H/ Lang.Arts/4	#0022449558	422000		Incl. in cost		Incl in cost		NA	
	M/H Lang./T.E./4	#0022450556	422001		Incl. in cost		Incl in cost		NA	
	M/H/Lang.Arts/5	#0022449566	522000		Incl. in cost		Incl in cost		NA	
5002924(78	Glencoe Lit./Cr. 5	#0078285941	781240	\$535.41	Incl. in cost	\$404.49	Incl in cost	\$141.09	NA	\$141.09
5002925(80	Glencoe Lit./Cr. 5	#0078285941	781240	\$535.41	Incl. in cost	\$428.40	Incl in cost	\$107.01	NA	\$107.01
Total	NA	NA	NA	\$37,170.87		\$26,324.55		\$10,863.12		\$10,863.12

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APPENDIX D. Association of American Publishers Adoption Schedule

STATE	CONTRACT PERIOD	BID DUE	BRAILLE REQ?	ESCALATION CLAUSE?	BID YEAR 2004	BID YEAR 2005	BID YEAR 2006	BID YEAR 2007	BID YEAR 2008	BID YEAR 2009	BID YEAR 2010
ALABAMA Karen Benefield Phone: 334/242-9718 Fax: 334/242-0482 kbenef@alsde.edu	6 years	Varies	Yes	No	6/1/05 - 5/31/11 <i>K-12: Soc Studies</i>	6/1/06 - 5/31/12 <i>K-12: Science</i>	6/1/07 - 5/31/13 <i>K-12: Arts Ed (Dance, Drama, Music & Vis Arts) For Lang</i>	6/1/08 - 5/31/14 <i>K-12: Eng Lang Arts (Eng, Handwriting, Speech, Spell, Dictionaries)</i>	6/1/09 - 5/31/15 <i>K-12: Eng. Lang. Arts (Reading & Lit.)</i>	6/1/10 - 5/31/16 <i>K-12: Career/Technical Ed./Technology Ed</i>	6/1/11-5/31/17 <i>K-12: Math, Health, and PE</i>
ARKANSAS Sue McKenzie Phone: 501/682-4593 Fax: 501/682-2980 smckenzie@arkeduk12.ar.gov	6 years	2/1	Yes	Yes, after 2nd year	7/1/05 - 6/30/11 <i>K-8: Read., Spell., H.Writing., Lang. Gram. Com., Dict. 9-12: Language, Gram., Comp., Lit., Journ., Oral Comm. Dict.</i>	7/1/06 - 6/30/12 <i>K-12: Math, Comp Sci.</i>	7/1/07-6/30/13 <i>K-12: Science, Health/Phys Ed 9-12: Medical Prof.</i>	7/1/08-6/30/14 <i>K-12: Social Stud., AR History 9-12: Driver Ed.</i>	7/1/09 - 6/30/15 <i>K-12: For. Lang., ESL, Bus. Ed., Market., Career Orient., Work Place Readiness, Gen. Coop. Education</i>	7/1/10 - 6/30/16	
CALIFORNIA Tom Adams Phone: 916/319-0881 Fax: 916/319-0172 tadams@cde.ca <i>* Follow-up adoptions will be implemented once regulations for SB 1058 are operative.</i>	6 yrs: Math, Eng. Lang, Arts, Sci., and Hist.-Soc. Sci.; 8 yrs.: For. Lang., Heal., Vis.Perf. Arts	Varies	Yes	Yes, biennially during life of adoption	1/1/05 - 6/30/13 <i>K-8: Health</i>	1/1/06 - 6/30/12 <i>K-8: History/Social Science</i>	1/1/07-6/30/13 <i>K-8: Science 1/1/07 - 6/30/14 K-8: Vis. Perf. Arts</i>	1/1/08-6/30/14 <i>K-8: Math</i>	1/1/09 - 6/30/15 <i>K-8: Read/Lang. Arts/ELD</i>	No Adoption Scheduled	No Adoption Scheduled
FLORIDA Elizabeth Carrouth Phone: 850/245-0425 Fax: 850/245-0820 Elizabeth.carrouth@fldoe.org <i>*= Comp. Ed Bus. Tech/Tech Ed - 6 year contracts with interim adoption every 3 years. +Math 9-12 (incl. ESE) contracts ending 3/31/05 to overlap 1 year. +Tech. Ed contracts ending 3/31/05 will overlap 1 year. +Comp. Ed contracts ending 3/31/05 will extend 1 year. +Health K-12 contracts ending 3/31/06 to be extended 1 year. +Drivers Ed 9-12 contracts ending 2007 will be extended 2 years.</i>	6 years unless otherwise stated.	6/1 Intent to Bid Due: April	Yes	No	4/1/05 - 3/31/11 <i>K-12: Social Studies, inc. ESE Speech/Drama/Journalism/Humanities, 4 Years</i>	4/1/06-3/31/12 <i>K-12: Science inc. ESE</i>	4/1/07-3/31/13 <i>K-12: Foreign Lang., Vis. Arts, PE, Health Ed. inc. ESE, 9-12: Industrial Ed. 6-12: Family & Cons. Science inc ESE, Health Sci. Ed., Tech Ed K-5: Computer Ed.</i>	4/1/08-3/31/14 <i>K-12: Reading, inc. ESE, Handwriting and Spell (TBD)</i>	4/1/09-3/31/15 <i>K-12: ESOL, Lang Arts inc ESE, Comp. Dict., 6-12: Music Lit., Speech/Drama/Journalism/Humanities, Agriscience & Natural Resources, Tech. Ed, Comp. Ed/Bus Tech K-5: Comp Education</i>	4/1/10-3/31/16 <i>K-12: Math inc. ESE 9-12: Market/Diversified ED 6-12: Comp Ed/Bus Tech, Tech Ed.</i>	4/1/11-3/31/17 <i>K-12: Social Studies inc. ESE</i>
GEORGIA Gerald Boyd Phone: 404-656-0476 Fax: 404-657-5992	6 years	Bid Due late April Sample s due in June	Yes	No	4/1/05 - 3/31/11 <i>K-12: Social Studies, Fine Arts</i>	4/1/06 - 3/31/12 <i>6-12: Ag Ed, Bus Marketing and Info Mgmt, Comp and Other Info Sci., Career Explore and Career Connect, Fam and Cons Sci, Intervention Prog, Tech Ed, Trade and Indust. Ed 9-12: Teacher Ed</i>	4/1/07 - 3/31/13 <i>K-12: Math</i>	4/1/08-3/31/14 <i>K-12: Health, Phys. Ed., Science</i>	4/1/09-3/31/15 <i>K-8: Eng. Lang. Arts (inc reading and spelling)</i>	4/1/10 - 3/31/16 <i>K-12: Foreign Lang., ESOL 9-12: Eng. Lang. Arts</i>	

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AAP School Division NASTA Adoption Schedule – Updated November 24, 2004

@2004 Association of American Publishers School Division

STATE	CONTRACT PERIOD	BID DUE	BRAILL E REG?	ESCALATIO N CLAUSE?	BID YEAR 2004	BID YEAR 2005	BID YEAR 2006	BID YEAR 2007	BID YEAR 2008	BID YEAR 2009	BID YEAR 2010
IDAHO Val Fenske Phone: 208/332-6974 Fax: 208/332-6967 vfenske@ade.state.id.us *For the 2 years following a main adoption Idaho accepts publisher submissions as interim 1 (first year) and interim 2 (second year).	3 years	4/1 for bid, brief, samples due 5/1	Yes	No	9/1/04 - 8/31/09 <i>K-12: Sci, Health, Handwriting, Annual: Comp. Soft., Research based reading, LEP</i>	9/1/05 - 8/31/10 <i>K-12: Lang. Arts, Part I (inc. reading & lit.), Drivers Ed., Annual: Comp. Soft., Research based reading, LEP</i>	9/1/06-8/31/11 <i>K-12: Lang. Arts, Part II (inc. Eng., spell, comp., gram., & usage), Comm. (inc. speech & journ.), Humanities (inc. interdis., For. Lang., dance, music, theatre & vis. art), Diet. & Thes., Annual: Comp. Soft.</i>	9/1/07-8/31/12 <i>K-12: Social Studies, Character Ed. Annual: Computer Software</i>	9/1/08-8/31/13 <i>K-12: Math, Prof. Tech Ed. Annual: Computer Software</i>	9/1/09 - 8/31/14 <i>K-12: Sci, Health, Handwriting, Annual: Comp. Soft.,</i>	9/1/10 - 8/31/15 <i>K-12: Lang. Arts, Part I (inc. reading & lit.), Drivers Ed., Annual: Comp. Soft.,</i>
ILLINOIS Charles Hayes Phone: 217/782-0734 Fax: 217/785-7926 chayes@ishs.net Illinois is an open territory state.	1 year	9/30	Yes	No	10/1/04 - 8/31/05 <i>K-4: All Subjects</i>	10/1/05 - 8/31/06 <i>5-8: All Subjects</i>	10/1/06 - 8/31/07 <i>9-12: All Subjects</i>	10/1/07-8/31/08 <i>K-4: All Subjects</i>	10/1/08-8/31/09 <i>5-8: All Subjects</i>	10/1/09 - 8/31/10 <i>9-12: All Subjects</i>	
INDIANA Linda Dierstein Phone: 317/232-9120 Fax: 317/232-9121 ldierste@doe.state.in.us	6 years	6/26	Yes	No	7/1/05 - 6/30/11 <i>1-12: Science, Health</i>	7/1/06 - 6/30/12 <i>1-12: Art, Music, Bus Ed, Industrial Tech., Fam/Consumer Sci</i>	7/1/07-6/30/13 <i>1-8: Reading, Handwriting</i>	7/1/08-6/30/14 <i>1-12: Lang Arts (Eng, Spell, Lit), For Lang</i>	7/1/09-6/30/15 <i>1-12: Soc. Studies</i>	7/1/10-6/30/16 <i>1-12: Math</i>	7/1/11-6/30/17 <i>1-12: Science, Health</i>
KENTUCKY Blenda Fields Phone: 502/564-7056, Ext. 4735 Fax: 502/564-6952 bfields@kde.state.ky.us <i>P=ungraded primary (K-3)</i>	6 years	6/15 beginning 2006 bids will be due 5/1	Yes	Yes, when contract extends beyond 6 years.	7/1/05 - 6/30/11 <i>P-12: Arts & Human. (Vis Art, Music, For Lang, theater, Dance, Humanities World Languages, ESL)</i>	7/1/06 - 6/30/12 <i>P-12: Lang Arts (Handwriting, Spell, Grammar, Writing, Journalism, Speech) Read Lit</i>	7/1/07 - 6/30/13 <i>K-12: Social Studies</i>	7/1/08-6/30/14 <i>P-12: Science</i>	7/1/09-6/30/15 <i>P-12: Math</i>	7/1/10-6/30/16 <i>Practical Living and Vocational Studies</i>	7/1/11-6/30/17 <i>Arts and Humanities, World Languages, ESL</i>
LOUISIANA Jackie Bobbett Phone: 225/342-2143 Fax: 225/342-0178 jackie.bobbett@la.gov *Tentative plans to add library and resource/reference mat. To either bid year 05, 06 or 07. **Definite plans to realign all lang. Arts areas for gr. K-12 into a single bid year, either 06 or 07.	7 years (ex. Comp. Lit.)	Early June May move to Ap or May	Yes	No	7/1/05 - 6/30/12 <i>K-12: Math, Computer Sci, Computer Lit</i>	7/1/06 - 6/30/13 <i>K-12: Soc. Studies*</i>	7/1/07 - 6/30/14 <i>K-12: Comp. Lit K-8: Lang. Arts ** 6-12: Literature **</i>	7/1/08-6/30/15 <i>K-8: Reading** 9-12: Lang. Arts**</i>	7/1/09-6/30/16 <i>K-8: Lang Arts 9-12: Career & Tech. Ed.</i>	7/1/10-6/30/17 <i>K-12: Science, Health & PE, Computer Ed</i>	7/1/11-6/30/18 <i>Foreign Lang., Handwrit., Music & Fine Arts, Trade & Industrial</i>
MISSISSIPPI Judy McLarty Phone: 601/354-7543 Fax: 601/354-7590 JMcLarty@mdc.k12.ms.us	5 years	8/25	Yes	No	7/1/05 - 6/30/10 <i>K-12: Soc Studies Career Education Fine Arts</i>	7/1/06 - 6/30/11 <i>7-12: Fam/Consumer Sci (voc) 9-12: Diction., Eng. Lang. Arts*, Handwrit., Spell*</i>	7/1/07-6/30/12 <i>K-12: Math, Health/Phys Ed (voc) 9-12: Agri, Coop Ed (voc), Driv. Ed., Bus. Ed & Tech., Bus. Tech (voc), Comp. Ed.</i>	7/1/08-6/30/13 <i>K-12: Sci 7-12: For Lang 9-12: Trade & Indus Ed (voc), Tech Ed (voc), Health (voc)</i>	7/1/09-6/30/14		

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AAP School Division NASTA Adoption Schedule – Updated November 24, 2004
@2004 Association of American Publishers School Division

STATE	CONTRACT PERIOD	BID DUE	BRAILL REQ?	ESCALATIO N CLAUSE?	BID YEAR 2004	BID YEAR 2005	BID YEAR 2006	BID YEAR 2007	BID YEAR 2008	BID YEAR 2009	BID YEAR 2010
NEVADA Bill Strader Phone: 775-687-9245 Fax: 775-687-9111 astrader@nms.k12.nv.us	4 years	Varies by district	No	No	2004 - 2008 <i>K-5: Elem Lang Arts/ Reading</i> <i>K-12: Soc Studies</i> <i>9-12: Elem Lang Arts</i> <i>6-12: Secondary Lang Arts</i>	2005 - 2009 <i>K-5: Elem Lang Arts/ Reading</i> <i>K-12: Soc Sci, For Lang</i>	2006-2010 <i>K-12: Science</i> <i>K-12: Soc Studies, Foreign Lang</i>	2007-2011 <i>K-12: Science</i> <i>K-12: Foreign Lang.</i> <i>K-12: Social Studies</i>	2008-2012		
NEW MEXICO Betty Kee Phone: 505/827-0315 Fax: 505/827-6411 bkeee@sde.state.nm.us <i>Note: All adoptions will have a focus on career/employability skills, comput. lit., bilingual ed., spec. ed., and early child. ed materials rather than once every 6 years.</i>	6 years	4/29	Yes	No	7/1/05 - 6/30/11 <i>PS-AB: Social Studies, Lib./ Ref., New Mexico & Native American History, Art & Culture.</i>	7/1/06 - 6/30/12 <i>PS-AB: Science, Health, Physical Ed.</i>	7/1/07 - 6/30/13 <i>PS-AB: Math, The Arts (music, theatre, dance, fine art)</i>	7/1/08-6/30/14 <i>PS-AB: Tech Ed, Adult Basic Ed, Drivers Ed.</i>	7/1/09-6/30/15 <i>PS-AB: Reading, Modern, Classical and Native Lang.</i>	7/1/10 - 6/30/16	
NORTH CAROLINA Wanda Polk Phone: 919/807-3816 Fax: 919/807-3821 wapolk@dpi.state.nc.us	5 years	Last w/kg day in Aug.	No	No	2/1/05 - 6/30/10 <i>K-12: Science</i> <i>7-12: French, Spanish</i> <i>6-12: Ag Ed.</i> <i>9-12: German</i>	2/1/06 - 6/30/11 <i>K-12: Reading, Lang Arts, Lit</i>	2/1/07 - 6/30/12 <i>K-12: Arts Ed (Dance, Theater, Visual, Music)</i> <i>6-12: Family & Cons Sci, Latin I-IV</i> <i>9-12: Latin I-IV</i>	2/1/08-6/30/13 <i>K-12: Soc Studies</i> <i>6-12: Business Ed</i> <i>9-12: Mktng Ed</i>	2/1/09-6/30/14		

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AAP School Division NASTA Adoption Schedule – Updated November 24, 2004

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STATE	CONTRACT PERIOD	BID DATE	BRAILL E REQ?	ESCALATIO N CLAUSE?	BID YEAR 2004	BID YEAR 2005	BID YEAR 2006	BID YEAR 2007	BID YEAR 2008	BID YEAR 2009	BID YEAR 2010
OKLAHOMA Paige Phillips Phone: 405/521-3456 Fax: 405/521-2971 Paige_Phillips@sdc.state.ok.us	6 years; 3 year for Comp. Ed.Instruc. Tech	First Mon. in Aug.	Yes	No	7/1/05 - 6/30/11 Language Arts (Dictionary, Journ., Speech, Remedial Read., ESOL, Sp., Handwriting, Grammar, Lang., Comp., AP Grammar, Lang., & Comp.	7/1/06 - 6/30/12 <i>K-12: Science</i> (Gen. Sci K-8 or 9-12, Earth Sci 7-12, Aeronautics, Biology, Botany, Chemistry, Electronics, Environ. Sci., Geology, Phys. Sci, Physics, Physiology, Zoology 7/1/06 - 6/30/09 <i>K-12: Computer Ed./Instructional Tech.</i>	7/1/07 - 6/30/13 <i>K-12: Soc Studies,</i> incl. Am Hist., AP U.S. Hist., Anc. & Medieval Hist., Black Hist., Career Explor., Civics, Conserva. OF Nat Resources, Current Events, Economics, Geography, Govt., AP Govt & Politics, Int'l Problems, Modern Hist., OK Hist., Prob. Of Dem., Psychology, AP Psychology, Sociology, World Hist., AP Europ. Hist. & other Soc. Stud. Arts (Fine Arts & Music) inc. Art I-IV, AP Art (Studio), Art App., AP Art Hist., AP Studio Art Draw., Arts & Crafts I-IV, Stage Crafts & Hamm., App. Music, Mus. App., Instrument. I-IV, Music Theory, AP Music Theory, Vocal I-IV, Other Mus & Dram.	7/1/08 - 6/30/14 <i>K-12: Lang. Arts</i> (Reading, Lit. AP Lit., American Lit., Engl. Lit I-III, Debate)	7/1/09 - 6/30/14 For Lang., Health, Voc. Ed. 7/1/09 - 6/30/06 Comp. Ed./Inst. Tech. (Intro. To Comput., Comp. Lit., Adv. Prog., Bus Comp. App., Comp. Prog., I-II & AP Comp Sci A or AB.	7/1/10 - 6/30/15 Math	
OREGON Sue Parton Phone: 503/378-5600, ext. 2279 Fax: 503/378-5156 Sue.parton@sds.org	6 years	July	No	No	7/1/05 - 6/30/11 <i>K-12: Soc Sci</i>	7/1/06 - 6/30/12 <i>K-12: The Arts</i>	7/1/07-6/30/13 <i>K-12: English</i>	7/1/08-6/30/14 <i>K-12: Health</i>	7/1/09-6/30/15 <i>K-12: Science</i>	7/1/10 - 6/30/16 <i>K-12: Math</i>	7/1/11-6/30/17 <i>K-12: Second Languages</i>

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STATE	CONTRACT PERIOD	BID DUE	BRALL E REQ?	ESCALATIO N CLAUSE?	BID YEAR 2004	BID YEAR 2005	BID YEAR 2006	BID YEAR 2007	BID YEAR 2008	BID YEAR 2009	BID YEAR 2010
UTAH Vali Kremer Phone: 801-538-7783 Fax: 801-538-7588 vkremer@psn.k12.ut.us	5 years	11/1 and 6/1 (Semi-annual)	Yes	No	7/1/04 - 6/30/09 Charac. Ed., Driv. Ed., Elemen. Lang. Arts, ESL/Bilingual Ed., Fine Arts, For. Lang., Healthy Lifestyles, Math, PE, Science., Secondary Lang. Arts, Social Studies, Spec. Ed. 1/1/05 - 12/31/09 Agri. Ed., Agri. Bus., Agri. Mechanics, Agri. Sci., Composite Agri., Bus. Ed., Fam. & Cons. Sci., Early Ed., Health, Sci. &Tech. Ed., Hort., Plant Sci., Nat. Resources, Mark. Ed., Trade & Tech Ed., Inform. Tech., Ed Tech. Keyboard, Tech Ed., Animal Sci., El. Lang. Arts, Math	7/1/05 - 6/30/10 Charac. Ed., Driv. Ed., Elemen. Lang. Arts, ESL/Bilingual Ed., Fine Arts, For. Lang., Healthy Lifestyles, Math, PE, Science., Secondary Lang. Arts, Social Studies, Spec. Ed. 1/1/06 - 12/31/10 Agri. Ed., Agri. Bus., Agri. Mechanics, Agri. Sci., Composite Agri., Bus. Ed., Fam. & Cons. Sci., Early Ed., Health, Sci. &Tech. Ed., Hort., Plant Sci., Nat. Resources, Mark. Ed., Trade & Tech Ed., Inform. Tech., Ed Tech. Keyboard, Tech Ed., Animal Sci., El. Lang. Arts, Math	7/1/06 - 6/30/11 Charac. Ed., Driv. Ed., Elemen. Lang. Arts, ESL/Bilingual Ed., Fine Arts, For. Lang., Healthy Lifestyles, Math, PE, Science., Secondary Lang. Arts, Social Studies, Spec. Ed. 1/1/07 - 12/31/11 Agri. Ed., Agri. Bus., Agri. Mechanics, Agri. Sci., Composite Agri., Bus. Ed., Fam. & Cons. Sci., Early Ed., Health, Sci. &Tech. Ed., Hort., Plant Sci., Nat. Resources, Mark. Ed., Trade & Tech Ed., Inform. Tech., Ed Tech. Keyboard, Tech Ed., Animal Sci., El. Lang. Arts, Math	7/1/07-6/30/12 Charac. Ed., Driv. Ed., Elemen. Lang. Arts, ESL/Bilingual Ed., Fine Arts, For. Lang., Healthy Lifestyles, Math, PE, Science., Secondary Lang. Arts, Social Studies, Spec. Ed. 1/1/08-12/31/12 Agri. Ed., Agri. Bus., Agri. Mechanics, Agri. Sci., Composite Agri., Bus. Ed., Fam. & Cons. Sci., Early Ed., Health, Sci. &Tech. Ed., Hort., Plant Sci., Nat. Resources, Mark. Ed., Trade & Tech Ed., Inform. Tech., Ed Tech. Keyboard, Tech Ed., Animal Sci., El. Lang. Arts, Math	7/1/08-6/30/13 Charac. Ed., Driv. Ed., Elemen. Lang. Arts, ESL/Bilingual Ed., Fine Arts, For. Lang., Healthy Lifestyles, Math, PE, Science., Secondary Lang. Arts, Social Studies, Spec. Ed. 1/1/09-12/31/13 Agri. Ed., Agri. Bus., Agri. Mechanics, Agri. Sci., Composite Agri., Bus. Ed., Fam. & Cons. Sci., Early Ed., Health, Sci. &Tech. Ed., Hort., Plant Sci., Nat. Resources, Mark. Ed., Trade & Tech Ed., Inform. Tech., Ed Tech. Keyboard, Tech Ed., Animal Sci., El. Lang. Arts, Math		
VIRGINIA Dr. Beverly Thurston Phone: 804/225-2893 Fax : (804) 371-2455 bthurston@psn.k12.va.us	6 years	9/15	Yes	Yes after 2 nd year	7/1/05 - 6/30/11 <i>K-12: Reading, Science</i>	7/1/06 - 6/30/12 <i>6-8: Eng./Lang. Arts, Reading</i> <i>6-12: Lit.</i> <i>K-12: English Foreign Lang Math.</i>	7/1/07-6/30/13	7/1/08-6/30/14	7/1/09-6/30/15 <i>K-12: History</i>	7/1/10-6/30/16 <i>K-12: Reading</i>	7/1/11-6/30/17
WEST VIRGINIA Dan Blackwood Phone: 304/558-6320 Fax: 304/558-3946 dblackw@psn.k12.wv.us	6 years	3 rd Friday in April	Yes	No	7/1/05 - 6/30/11 <i>K-12: Math</i>	7/1/06 - 6/30/12 <i>K-12: Sci, Health</i>	7/1/07 - 6/30/13 <i>K-12: Eng. Lang. Arts</i>	7/1/08-6/30/14 <i>K-12: Eng. Lang. Arts</i>	7/1/09-6/30/15 <i>7-8: For. Lang.</i> <i>K-8: Music, Fine Arts</i> <i>10-12: Drive. Ed.</i> <i>9-12: Voc. Ag., Fam. Consumer Science</i>		

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Appendix E. Polk County Used Textbook Analysis

Book No.	Book Title	Reason For Not Purchasing From Used TB Vendor
40045	FL PRACTICE BOOK COLLECTION K	Insufficient Quantity of Books
67600	FL ED K CHPTR PKG SF/AW MATH	No-Charge Materials from FSBD of > value than disc. price
67681	PRACTICE MASTERS/WRKBK MATH K	Minimal Savings
140091	FL PRAC BOOK VOL 1 GR 1	No savings
140093	FL PRAC BOOK VOL 2 GR 1	No savings
140102	CHALLENGING COPY MASTER 1	Minimal Savings
140104	SPELLING PRACTICE BOOK 1	Minimal Savings
140105	TEA SPELLING PRACTICE BOOK 1	Minimal Savings
140331	PHONICS PRACTICE BOOK 1	Minimal Savings/Insufficient Quantity of Books
149901	STECK VAUGHN PHONICS LEVEL A	Minimal Savings/Insufficient Quantity of Books
167600	FL STU ED 1 SF/AW MATH	No-Charge Materials from FSBD of > value than disc. price
167601	FL TEA ED PKG SF/AW MATH 1	Minimal Savings/Insufficient Quantity of Books
167622	HOMEWORK WB SF-1	Insufficient Quantity of Books
167681	PRACTICE MASTERS/WRKBK MATH 1	Minimal Savings
167682	RETEACHING MSTRS/WB SF/AW 1	Minimal Savings
167683	ENRICHMENT MASTER/WRKBK MATH 1	Minimal Savings
240000	JUST FOR YOU LEVEL 2-1 GR 2	Minimal Savings/Insufficient Quantity of Books
240010	BANNER DAYS LEVEL 2-2 GR 2	Minimal Savings/Insufficient Quantity of Books
240032	* TEA GUIDE INTERVENTION 2	Minimal Savings/Insufficient Quantity of Books
240061	FL PRACTICE BOOK 2.1	Minimal Savings/Insufficient Quantity of Books
240062	TEA FL PRACTICE BOOK 2.1	Insufficient Quantity of Books
240063	FL PRACTICE BOOK 2.2	Insufficient Quantity of Books
240064	TEA FL PRACTICE BOOK 2.2	Insufficient Quantity of Books
240073	SPELLING PRACTICE BOOK 2	Minimal Savings
240074	TEA SPELLING PRACTICE BOOK 2	Minimal Savings
240241	PHONICS PRACTICE BOOK 2	Minimal Savings/Insufficient Quantity of Books
267600	FL STU ED 2 SF/AW MATH	No-Charge Materials from FSBD of > value than disc. price
267601	FL TEA ED PKG SF/AW MATH 2	Minimal Savings/Insufficient Quantity of Books
285801	LAB MAN-BLM 2 S-F SCIENCE	Minimal Savings
285802	TEA LAB MAN 2 S-F SCIENCE	Minimal Savings
290204	ACT BK MAKE DIFF 2 3051	Minimal Savings/Insufficient Quantity of Books
340000	FL CHANGING PATTERNS 3.1	Minimal Savings
340010	FL ON YOUR MARK 3.2	Minimal Savings/Insufficient Quantity of Books
340073	SPELLING PRACTICE BOOK 3	Minimal Savings/Insufficient Quantity of Books
340074	TEA SPELLING PRACTICE BOOK 3	Minimal Savings
381000	FL CUST GLE STU ED 3 SCI DISC	No-Charge Materials from FSBD of > value than disc. price
390200	HARCOURT SS 3 COMMUNITIES 3756	No-Charge Materials from FSBD of > value than disc. price
390201	TEA COMMUNITIES 3 3802	Minimal Savings
390204	ACT BK COMMUNITIES 3 306X	Insufficient Quantity of Books
440021	MOVING AHEAD INTERVENT READER	Minimal Savings
440024	* INTERVENTION ASSESSMENT BK 4	Insufficient Quantity of Books
440025	* INTERVENTION PRACTICE BOOK 4	Insufficient Quantity of Books
440051	FLORIDA PRACTICE BOOK 4	Insufficient Quantity of Books
467600	FL STU ED 4 SF/AW MATH	No-Charge Materials from FSBD of > value than disc. price
467601	FL TEA ED PKG SF/AW MATH 4	Insufficient Quantity of Books
490201	TEA SOC STUD 4 FLA 3810	Insufficient Quantity of Books
540000	FL DISTANT VOYAGES 5	No-Charge Materials from FSBD of > value than disc. price
540021	TAKE FLGHT INTERVENT READ 5	Minimal Savings
540023	* TEA INTERVENTION PRAC BK 5	Minimal Savings
540024	* INTERVENTION ASSESSMENT BK 5	Minimal Savings
540025	* INTERVENTION PRACTICE BOOK 5	Minimal Savings

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Table 6. Polk County Used Textbook Analysis (Con't.)

Book No.	Book Title	Reason For Not Purchasing From Used TB Vendor
540051	FLORIDA PRACTICE BOOK 5	cost > FSBD
540061	SPELLING PRACTICE BOOK 5	Minimal Savings
540062	TEA SPELLING PRACTICE BOOK 5	Minimal Savings
540354	PHONICS PRAC BOOK INTERMED 3-6	Minimal Savings
567600	FL STU ED 5 SF/AW MATH	No-Charge Materials from FSBD of > value than disc. price
567601	FL TEA ED PKG SF/AW MATH 5	Insufficient Quantity of Books
585790	SCOTT FORESMAN SCIENCE 5 3088	No-Charge Materials from FSBD of > value than disc. price
585791	FL TEA SCOTT FORESMAN SCI 5	Insufficient Quantity of Books
590280	HARCOURT MAP BOOK 4368	Minimal Savings
702750	DISCOVERING ART HISTORY	No-Charge Materials from FSBD of > value than disc. price
706670	CENT 21 COMP KEYBOARDING	No-Charge Materials from FSBD of > value than disc. price
727431	SPANISH FIRST YEAR WB REV ED	Minimal Savings/Insufficient Quantity of Books
753600	MODERN CABINETMAKING	Minimal Savings
753610	WB MODERN CABINETMAKING	Minimal Savings
761950	WEBSTERS NEW WRLD DICT SCH ED	Insufficient Quantity of Books
771123	VOCABULARY FOR ENJOYMENT BK 2	Insufficient Quantity of Books
771125	VOCABULARY FOR ENJOYMENT BK 3	Insufficient Quantity of Books
817482	HM SPELL/VOCAB 7-NONCONS 2000	No-Charge Materials from FSBD of > value than disc. price
822240	FL PRENTICE HALL MATH CRSE 1	No-Charge Materials from FSBD of > value than disc. price
822300	FL PRENTICE HALL MATH CRSE 2	No-Charge Materials from FSBD of > value than disc. price
822360	FL PRENTICE HALL MATH CSRSE 3	No-Charge Materials from FSBD of > value than disc. price
823510	MATHEMATICS W/BUS APPLICATIONS	No-Charge Materials from FSBD of > value than disc. price
827800	FL PH PRE ALGEBRA 2004	No-Charge Materials from FSBD of > value than disc. price
831201	FL TEA PH ALGEBRA 1 2004	Minimal Savings
842500	MAKING MUSIC GR 6	Insufficient Quantity of Books
842540	MAKING MUSIC GR 7	No-Charge Materials from FSBD of > value than disc. price
842580	MAKING MUSIC GR 8	Insufficient Quantity of Books
870201	REVIEW TEXT IN US HISTORY	Insufficient Quantity of Books
873841	TEA THE AMERICANS 1998 ED	Insufficient Quantity of Books
983880	STUDENT WB GEOMETRY	Minimal Savings
985030	MATTER MOTIONS & MACHINES 1996	Insufficient Quantity of Books
985031	TEA MATTER MOTIONS & MACHINES	Insufficient Quantity of Books
140091	FL PRAC BOOK VOL 1 GR 1	Minimal Savings/Insufficient Quantity of Books
140093	FL PRAC BOOK VOL 2 GR 1	Minimal Savings/Insufficient Quantity of Books
140104	SPELLING PRACTICE BOOK 1	Minimal Savings
140105	TEA SPELLING PRACTICE BOOK 1	Minimal Savings
140336	READ ALOUD ANTHOLOGY 1	Minimal Savings
213180	ZB HANDWRITING 2-MANUS 99 ED	Minimal Savings/Insufficient Quantity of Books
240031	SOUND SUNSHINE INTERVENT READ	Minimal Savings/Insufficient Quantity of Books
240032	* TEA GUIDE INTERVENTION 2	Minimal Savings/Insufficient Quantity of Books
240034	* INTERVENTION PRACTICE BK 2	Minimal Savings/Insufficient Quantity of Books
240061	FL PRACTICE BOOK 2.1	Minimal Savings/Insufficient Quantity of Books
240063	FL PRACTICE BOOK 2.2	Minimal Savings/Insufficient Quantity of Books
240073	SPELLING PRACTICE BOOK 2	Minimal Savings
240074	TEA SPELLING PRACTICE BOOK 2	Minimal Savings
259031	S-V SPELLING GR 2	Minimal Savings
267600	FL STU ED 2 SF/AW MATH	Minimal Savings/Insufficient Quantity of Books
267622	HOMEWORK WB SF-2	Minimal Savings
285790	SCOTT FORESMAN SCIENCE 2	No-Charge Materials from FSBD of > value than disc. price
340031	BRIGHT SURPRISES INTRV READ 3	Minimal Savings/Insufficient Quantity of Books

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Table 6. Polk County Used Textbook Analysis (Con't.)

Book No.	Book Title	Reason For Not Purchasing From Used TB Vendor
340061	FL PRACTICE BOOK 3.1	Minimal Savings
340063	FL PRACTICE BOOK 3.2	Minimal Savings
340074	TEA SPELLING PRACTICE BOOK 3	Minimal Savings
359031	S-V SPELLING GR 3	Minimal Savings
367622	HOMEWORK WB SF-3	Minimal Savings
381000	FL CUST GLE STU ED 3 SCI DISC	Minimal Savings
390200	HARCOURT SS 3 COMMUNITIES 3756	Minimal Savings
390201	TEA COMMUNITIES 3 3802	Minimal Savings
440000	FL LEAD THE WAY 4	Minimal Savings
440061	SPELLING PRACTICE BOOK 4	Minimal Savings
440063	LANGUAGE HANDBOOK 4	Minimal Savings
459031	S-V SPELLING GR 4	Minimal Savings
459032	TEA S-V SPELLING GR 4	Minimal Savings
467600	FL STU ED 4 SF/AW MATH	Minimal Savings/Insufficient Quantity of Books
467683	ENRICHMENT MASTER/WRK BK MATH 4	Minimal Savings
467684	PROB SOLVING WB SF-4	Minimal Savings
467685	KY PRACT/ENRICHMENT MASTER 4	Minimal Savings/Insufficient Quantity of Books
490200	SOC STUDIES 4 FLORIDA 3764	Minimal Savings/Insufficient Quantity of Books
559031	S-V SPELLING GR 5	Minimal Savings
567600	FL STU ED 5 SF/AW MATH	Minimal Savings/Insufficient Quantity of Books
819192	TEA S-V SPELLING GR 7	Minimal Savings
855222	TEA HOLT SCI SPEC PHY SCI	Minimal Savings
975940	MCP MATHEMATICS LEV D	Minimal Savings/Insufficient Quantity of Books
975941	TEA MCP MATHEMATICS LEV D	Minimal Savings
975951	TEA MCP MATHEMATICS LEV E	Minimal Savings

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