



December 15, 2007

George Fisher
Atlas Track & Tennis
19495 SW Teton Ave.
Tualatin, OR 97062

Dear George:

On behalf of the Association of Educational Purchasing Agencies (AEPA), representing public school districts in 21 states, I thank you for submitting a timely response to our Invitation For Bids (IFB) #008. This was our eighth cooperative bid for the association. It provides both opportunities and a unique set of circumstances in preparing the response and making the awards.

Generating a response that meets the needs of all the agencies was indeed a difficult task, and we appreciate the time and effort spent by you in providing your requested reply.

On Wednesday, November 28, 2007, in conjunction with the Association of Educational Service Agencies (AESAs) meeting in Tampa, Florida representatives from member agencies met to review the bids. Bids had been previously tabulated and summarized by representatives of the participating agencies. During the AEPA meeting, each bid was reviewed and a determination regarding the approval of a contract was made.

It is my privilege to inform you we have unanimously voted to approve your bid of Athletic Track and Court, for possible award of contract by each member, for the items as bid. You will now need to contact each of the AEPA member educational service agencies and finalize an individual contract with each. The form of the contract will be the cover page for the bid, signed by each party. It is your responsibility to contact a representative of each AEPA member agency and then send them a complete bid response. The bid response you send to the AEPA agencies must have an original signature on the cover page of the bid and wherever signatures are required in the document. The response must include all items submitted in your original submission. The agency will then take the required action on your bid, and if approved by their governing board, sign the contractual cover sheet, returning a copy to you. Only upon your receipt of the agency-signed cover page is the contract finalized.

AEPA Bid #008

Award Letter
December 15, 2007

Your contract will be effective through February 28, 2009. Prior to December 2008, AEPA will ask you if you would like to submit for a one-year extension. If you respond affirmatively, the AEPA members, as a group, will determine whether or not to extend your contract. The contract may be extended in one-year increments until February 28, 2012.

Included is a list of the participating service agencies, and an asterisk identifies the suggested contact for the award process. Each agency can provide to you lists of the individual districts within their service areas. Some AEPA member agencies may require additional paperwork.


The next few weeks will be instrumental in finalizing the contracts and initial implementation of the marketing effort. Cooperation with the service agency is essential, and dealing with twenty-three separate agencies, each with differing requirements and needs will be a challenge. I certainly wish you success.

I will monitor the overall progress of this initial cooperative procurement effort during the next four months. Tracking the problems and successes is the best way we can prepare for future solicitations, and I will be in touch with you during this time. Also, Llew Perry from Cooperative Educational Services located in Albuquerque, NM, has agreed to provide special assistance to you regarding implementation of this contract. Please do not hesitate to contact either of us if you identify any situations that you believe need immediate attention.

Finally, AEPA will be holding its annual meeting in Arlington, Virginia on April 10, 11 and 12. Information regarding your participation in this event will be forthcoming, but I do encourage you to reserve these dates on your calendar.

Sincerely yours,

Association of Educational Purchasing Agencies

A handwritten signature in blue ink, appearing to read 'Max Luft', is written over the printed name.

Max Luft
President

CC: AEPA Members

Encl: AEPA Current Members List