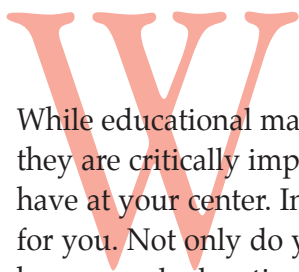


Purchasing Educational Materials

by Roger Neugebauer



While educational materials constitute a small portion of your budget, they are critically important in shaping the experiences that children have at your center. In addition, they may represent a major safety risk for you. Not only do you want to be sure that educational materials have sound educational value, you must also have assurance that they do not represent a threat to the health and safety of your children.

To help you make wise purchasing choices, we asked our Exchange Panel of 300 members to offer their advice on evaluating materials you are considering. Based on the ideas they submitted, we have identified the following questions to capture the points for you to ponder in your purchasing:

- * Does the item capture children's interest and encourage further exploration?
- * Does the item encourage the child's active engagement, not just passive observation?

- * Is the item colorful? Does it offer a variety of textures? Does it make a pleasing sound?
- * Is the item attuned to the fine motor and gross motor skill levels of the children who will be using it?
- * Does the item offer age flexibility — as a child grows, can he play with the item in different ways?
- * Is the item open-ended — can it be used by a child in many ways?

- * Does the item represent the tremendous diversity of human beings in realistic, non-stereotypical detail?
- * Is the construction of the item of sufficient durability to stand up to use by many children in a classroom setting?
- * Can the appearance and structural integrity of the item be sustained without a high level of maintenance?
- * Does the item present any threat of pinching, cutting, injury, or entrapment?
- * Does the item have any small parts that a child could choke on?
- * Does the item have any long cords that could ensnare a child?
- * Were only non-toxic paints, inks, or dyes used to produce the item?
- * Is the seller sufficiently knowledgeable about the item to satisfactorily answer all your questions and concerns?
- * Will the seller immediately replace an item that is defective at no charge?
- * Can replacement parts be obtained for the lifetime of the item?

The following directory is a partial listing of companies manufacturing or selling educational materials. Companies were included free of charge.

Inclusion does not imply endorsement by *Child Care Information Exchange*.

Request free information about these companies by circling the number for each company on the Product Inquiry Card (between pages 72 and 73).

► Buyer's Guide to Educational Materials ◀

Gene Abrams

ABC Feelings, Inc.

PO Box 2377

Coeur d'Alene, ID 83816-2377

(208) 762-3177

www.abcfeelings.com

Circle 55 on Product Inquiry Card

Lou Haller

Ampersand Press

750 Lake Street

Port Townsend, WA 98368

(800) 624-4263

www.ampersandpress.com

Circle 56 on Product Inquiry Card

Sue/Jim

Anthony Brothers Manufacturing

1945 South Rancho Santa Fe Road,

Suite A

San Marcos, CA 92069

(760) 744-4763

www.kidtrikes.com

Circle 57 on Product Inquiry Card

Luis Orozco

Arcoiris Records

PO Box 7428

Berkeley, CA 94707

(888) 354-7373

www.musicaparaninos.com

Circle 58 on Product Inquiry Card

Scott Tornek

The Baby School Company

PO Box 330341

Coconut Grove, FL 33233-0341

(305) 740-0559

www.sosmart.com

Circle 59 on Product Inquiry Card

Bala Bhagavat

The Banyan Tree

2355 Fifth Line West, Unit 46

Mississauga, Ontario L5K 2M8

(888) 468-0334

www.thebanyantree.com

Circle 60 on Product Inquiry Card

Beansprout Networks

Ten Wilson Road

Cambridge, MA 02138

(617) 520-0922

www.beansprout.net

Circle 4 on Product Inquiry Card

Kevin Fallon

Bear Blocks, Ltd.

1132 School Street

Mansfield, MA 02048

(800) 424-2327

Circle 61 on Product Inquiry Card

Joan Reed

benee's toys

1602 Airpark Drive

Farmington, MO 63640

(800) 854-1411

www.beneestoys.com

Circle 62 on Product Inquiry Card

Betty Lukens Educational Felts

711 Portal Street

Cotati, CA 94931

(800) 541-9279

www.bettylukens.com

Circle 63 on Product Inquiry Card

Bob Gibson

Biggwood

PO Box 306

Elma, NY 14059-0306

(800) 652-3760

www.biggwood.com

Circle 64 on Product Inquiry Card

Ed Lefebvre

Bluepath Industries Ltd.

15022 116th Avenue

Edmonton, Alberta T5M 3T4

(780) 454-2086

www.bluepath.com

Circle 65 on Product Inquiry Card

Isabel Baker

The Book Vine for Children

3980 Albany Street

McHenry, IL 60050-8301

(800) 772-4220

Circle 66 on Product Inquiry Card

Kartika Damon

Books Are Fun

1680 Highway 1 North

Fairfield, IA 52556

(800) 966-8301, ext. 2820

www.booksarefun.com

Circle 67 on Product Inquiry Card

Cheryl Allsbrook

Books 2 Go!

1217 14th Street

Hermosa Beach, CA 90254

(310) 374-3696

Circle 68 on Product Inquiry Card

Laura Flowers

Brown Bear, Inc.

14100 US 19 North, Unit 124

Clearwater, FL 33764

(727) 533-8099

www.brownbearinc.com

Circle 69 on Product Inquiry Card

Loretta Rawls

Califone International

21300 Superior Street

Chatsworth, CA 91311

(800) 722-0500

www.califone.com

Circle 70 on Product Inquiry Card

Pat Belby

CarePlay

190 North Main Street

Hudson, OH 44236

(330) 528-0087

www.careplay.com

Circle 71 on Product Inquiry Card

Margaret Wilson
Challenge & Fun, Inc.
PO Box 222
Ashland, MA 01721
(888) 384-6200
www.challengeandfun.com
Circle 72 on Product Inquiry Card

Debbie Rasso
Child Like Consulting Inc.
700 East Rambling Drive
Wellington, FL 33414
(800) 487-6725
Circle 48 on Product Inquiry Card

Irene LaFrenais
Children's Book Store Distribution
1400 Bayly Street, Suite 7
Pickering, Ontario L1W 3R2
(800) 668-0242
Circle 73 on Product Inquiry Card

Janet Tubbs
Children's Resource Center
PO Box 8697
Scottsdale, AZ 85252
(480) 483-9130
www.vegsource.org/parenting
Circle 74 on Product Inquiry Card

Childswork/Childsplay
The Bureau For At-Risk Youth
135 Dupont Street
PO Box 760
Plainview, NY 11803-0760
(800) 962-1141 • (800) 99-YOUTH
www.childswork.com
www.at-risk.com
Circle 75 on Product Inquiry Card

Karen Beierle
ChildWood, Inc.
8040 Day Road West
Bainbridge Island, WA 98110
(800) 362-9825
www.childwoodmagnets.com
Circle 76 on Product Inquiry Card

Customer Service Representative
Cognitive Concepts
990 Grove Street, Suite 300
Evanston, IL 60201
(888) 328-8199
www.cogcon.com
Circle 77 on Product Inquiry Card

Michael Klein
Constructive Playthings
13201 Arrington Road
Grandview, MO 64030
(816) 761-5900 • (800) 448-4115
www.ustoy.com
Circle 78 on Product Inquiry Card

Kathy O'Reilly
Cooking With Children Can Be Easy
1304 McCullough Avenue
Huntsville, AL 35801-6251
(256) 534-2155
Circle 79 on Product Inquiry Card

Carol M. Dingley
Cosco, Inc.
2525 State Street
Columbus, IN 47201
(812) 372-0141
www.coscoinc.com
Circle 80 on Product Inquiry Card

Kathleen Schram
Creative Learning Store
281 South Oregon Street
Ontario, OR 97914
(541) 889-8810
Circle 81 on Product Inquiry Card

Trisha Lee Shappie
Creative Pre-K
40485D Murrieta Hot Springs Road,
PMB #307
Murrieta, CA 92563
(888) 250-8444
www.creativeprek.com
Circle 82 on Product Inquiry Card

Darrell Whitlock
Discover Products Inc.
800 Brandi Lane
Round Rock, TX 78681
(800) 728-2330
www.discoverproducts.com
Circle 83 on Product Inquiry Card

Bill Peet
Dr. Peet's Software
4617 Saxon Drive
New Smyrna Beach, FL 32169
(800) 245-5733
Circle 84 on Product Inquiry Card

Melissa MacNeal
Early Beginnings Curriculum Program
8536 B Cedarhome Drive
Stanwood, WA 98292
(800) 387-4156
www.earlybeginnings.com
Circle 85 on Product Inquiry Card

Karl Oppen
EcoPlay Inc., dba Tree Blocks
1187 Coast Village Road, Suite 112
Santa Barbara, CA 93108
(800) 873-4960
www.treeblocks.com
Circle 50 on Product Inquiry Card

Kathy Klaus
Educo International Inc.
123 Cree Road
Sherwood Park, Alberta T8A 3X9
(780) 467-9772 • (800) 661-4142
www.educo.com
Circle 86 on Product Inquiry Card

Erez Zitelny
Edushape Ltd.
10 Lucon Drive
Deer Park, NY 11729
(631) 586-0900
www.edushape.com
Circle 87 on Product Inquiry Card

Customer Service
Ellison Educational Equipment, Inc.
25862 Commercentre Drive
Lake Forest, CA 92630
(800) 253-2238
www.ellison.com
Circle 88 on Product Inquiry Card

Environments, Inc.
PO Box 1348
Beaufort Industrial Park
Beaufort, SC 29901-1348
(800) EI-CHILD • (800) 842-4453
Circle 89 on Product Inquiry Card

Robert Miller
ETA
500 Greenview Court
Vernon Hills, IL 60061
(800) 445-5985
www.etauniverse.com
Circle 90 on Product Inquiry Card

Anney Benedict
Evan-Moor Educational Publishers
18 Lower Ragsdale Drive
Monterey, CA 93940-5746
(800) 777-4362 • (831) 649-5901
www.evan-moor.com
Circle 91 on Product Inquiry Card

Kevin Krause
FasTracKids International, Ltd.
6900 East Belleview Avenue
Englewood, CO 80111
(303) 224-0200
www.fastrackkids.com
Circle 92 on Product Inquiry Card

Mary Rossi
Food Groupie, Inc.
PO Box 907
Mt. Prospect, IL 60056
(847) 818-9690
Circle 93 on Product Inquiry Card

Rob Klassen
Friesens Learning Products
511 Industrial Drive
Altona, Manitoba R0G 0B0
(800) 613-3130
www.friesenslearning.com
Circle 94 on Product Inquiry Card

Frank Alexander
Front Row Experience
540 Discovery Bay Boulevard
Discovery Bay, CA 94514
(800) 524-9091
www.frontrowexperience.com
Circle 95 on Product Inquiry Card

Scott Liebler
FunFit
11406 West Bowles Place
Littleton, CO 80127
(800) 530-3675
www.sni.net/funfit
Circle 96 on Product Inquiry Card

Sherry Moss
Gallopade International
200 Northlake Drive
Peachtree City, GA 30269
(770) 631-4222
www.gallopade.com
Circle 97 on Product Inquiry Card

Victoria Tisch
Harcourt, Inc.
525 B Street, Suite 1900
San Diego, CA 92101
(800) 543-1918
www.harcourtbooks.com
Circle 98 on Product Inquiry Card

Kirsten Schorer
Hatch
4994-D Indiana Avenue
Winston-Salem, NC 27106
(800) 624-7968
www.hatchstuff.com
Circle 99 on Product Inquiry Card

Angie Curtis
HighReach Learning, Inc.
1337 Hundred Oaks Drive, Suite FF
Charlotte, NC 28217
(704) 357-0112, ext. 145
www.highreach.com
Circle 100 on Product Inquiry Card

Rich Brockmeier
Hunter Company/Learning Mates
473 Littlefield Avenue
South San Francisco, CA 94080
(800) 566-8686
www.learningmates.com
Circle 101 on Product Inquiry Card

Lucy Kirtland
Idaho Book-School Supply
5286 Chinden Boulevard
Boise, ID 83714
(208) 375-5250
Circle 102 on Product Inquiry Card

Jeff Lindgren
Imaginar
307 Arizona Street
Bisbee, AZ 85603
(800) 828-1376
www.imaginaronline.com
Circle 103 on Product Inquiry Card

Faith Carriere
Instructional Fair Group
3195 Wilson Drive
Grand Rapids, MI 49321
(800) 253-5469
www.instructionalfair.com
Circle 104 on Product Inquiry Card

Joanne Siefelman
J & A Handy-Crafts, Inc.
165 South Pennsylvania Avenue
Lindenhurst, NY 11757
(631) 226-2400
Circle 105 on Product Inquiry Card

David Merigold
J. L. Hammett Company
Hammett Place
PO Box 859057
Braintree, MA 02184
(781) 848-1000
www.hammett.com
Circle 52 on Product Inquiry Card

Thomas Franta
Jonti-Craft, Inc.
171 Highway 68
PO Box 30
Wabasso, MN 56293
(800) 543-4149
www.jonti-craft.com
Circle 38 on Product Inquiry Card

Cindy Dunn
Karen's Kids
PO Box 408
Fort Madison, IA 52627
(800) 527-3679
www.karenskids.com
Circle 106 on Product Inquiry Card

Leah Davies
Kelly Bear Press, Inc.
20493 Pine Vista Drive
Bend, OR 97702
(800) 755-7899
www.kellybear.com
Circle 107 on Product Inquiry Card

Leonard G. Nauman
Kidz First International, Inc.
5251 West 73rd Street, Suite A
Edina, MN 55439
(952) 841-0088
www.efunrider.com
Circle 108 on Product Inquiry Card

Al Di Buono
Kidzup Productions Inc.
180 Peel Street, Suite 360
Montreal, Quebec H3C 2G7
(514) 931-0043
www.kidzup.com
Circle 109 on Product Inquiry Card

Wendy Macksey
Kimbo Educational
10 North 3rd Avenue
PO Box 477
Long Branch, NJ 07740
(800) 631-2187
www.kimboed.com
Circle 110 on Product Inquiry Card

Andy Kaplan
Kinderworks Corporation
100 Main Street, #10
PO Box 1441
Somersworth, NH 03878
(888) 692-8697
www.kinderworks.com
Circle 111 on Product Inquiry Card

Lakeshore Learning Materials
2695 East Dominguez Street
PO Box 6261
Carson, CA 90749
(800) 421-5354
www.lakeshorelearning.com
Circle 112 on Product Inquiry Card

Ayal Latz
Latz Chance Games, Inc.
PO Box 673
Addison, TX 75001
(888) LCG-GAME
www.latzchancegames.com
Circle 113 on Product Inquiry Card

Judy Dunham
Lauri
PO Box F
Phillips-Avon, ME 04966
(800) 451-0520
Circle 114 on Product Inquiry Card

Jeff Faw
Learning How
1583 Sulphur Spring Road, Suite 101
Baltimore, MD 21227
(410) 242-7100 • (800) 675-7627
www.learninghow.com
Circle 115 on Product Inquiry Card

Bev Schumacher
Learning Props
PO Box 333
Dayton, OH 45409-0333
(877) 776-7750

www.learningprops.com
Circle 116 on Product Inquiry Card

Tammy Hallock
Learning Services
3895 East 19th Avenue
Eugene, OR 97401
(541) 744-2056
Circle 117 on Product Inquiry Card

Learning Well
111 Kane Street
Baltimore, MD 21224
(800) 838-6470
Circle 118 on Product Inquiry Card

Mike Griffith
Learning Workshop, Inc.
3000 SE 8th Street
East Wenatchee, WA 98802
(509) 884-8877
www.learningworkshop.com
Circle 119 on Product Inquiry Card

Claire Schulz
Legends & Lore, Inc.
1501 Pine Heights
PO Box 8046
Rapid City, SD 57709
(800) 888-1495
www.legend sandlore.com
Circle 120 on Product Inquiry Card

Adrienne Watts
Little Mammoth Media
750 Ralph McGill Boulevard NE
Atlanta, GA 30312
(404) 221-0236 • (800) 543-8433
www.littlemammoth.com
Circle 121 on Product Inquiry Card

Joan Marsh
MarshMedia
PO Box 8082
Shawnee Mission, KS 66208
(800) 821-3303
www.marshmedia.com
Circle 122 on Product Inquiry Card

David Quimby
Mary Meyer Toys
Route 30
Townshend, VT 05353
(800) 451-4387

www.marymeyer.com
Circle 123 on Product Inquiry Card

Tony Evans
Miller Multiplex Displays
1555 Larkin Williams Road
Fenton, MO 63026
(800) 325-3350
www.millermultiplex.com
Circle 124 on Product Inquiry Card

Thomas M. Moore
Milliken Publishing Company
1100 Research Avenue
St. Louis, MO 63132
(314) 991-4220
www.millikenpub.com
Circle 125 on Product Inquiry Card

Phil Eklof
Miss Jo Publications
6131 Royal Crest Drive
Dallas, TX 75230
(214) 692-1658
www.missjo.com
Circle 126 on Product Inquiry Card

John Haug
MT&B Corporation t/a Plushpups
7 Ilene Court, #18
Belle Mead, NJ 08502
(800) 682-1665
www.plushpups.com
Circle 127 on Product Inquiry Card

Becky Wright
Nasco
901 Janesville Avenue
Fort Atkinson, WI 53538
(800) 558-9595
www.enasco.com
Circle 128 on Product Inquiry Card

Gabriela Portillo Mazal
National Fire Protection Association
1 Batterymarch Park
Quincy, MA 02269
(617) 770-3000 • (800) 344-3555
www.nfpa.org • www.sparky.org
Circle 129 on Product Inquiry Card

Christopher J. Gintz
Optimum Resource, Inc.
18 Hunter Road
Hilton Head Island, SC 29926

(843) 689-8000
www.optimumlearning.com
Circle 130 on Product Inquiry Card

Rachel Hemphill
Parenting Press, Inc.
PO Box 75267
Seattle, WA 98125
(800) 992-6657 • (206) 364-2900
www.parentingpress.com
Circle 131 on Product Inquiry Card

Joy Huskey
Penton Overseas, Inc.
2470 Impala Drive
Carlsbad, CA 92008
(760) 431-0060
www.pentonoverseas.com
Circle 132 on Product Inquiry Card

Play With a Purpose
220 24th Avenue NW
PO Box 998
Owatonna, MN 55060
(800) 533-0446
www.play-with-a-purpose.com
Circle 36 on Product Inquiry Card

Sheila Breen
Polaroid Education Program
400 Boston Post Road
Wayland, MA 01778
(781) 386-6275
www.polaroid.com/pep
Circle 133 on Product Inquiry Card

David T. Carroll
Preventive Dental Specialties Inc.
903 Grand Avenue
Rothschild, WI 54474
(800) 352-9669
www.prevdentspec.com
Circle 134 on Product Inquiry Card

Denise Bouschor
Rainbow Dough
PO Box 354
Kalispell, MT 59903
(406) 257-1635
www.rainbowdough.com
Circle 135 on Product Inquiry Card

John Wurm
Redleaf Press

450 North Syndicate, Suite 5
St. Paul, MN 55104
(800) 423-8309
Circle 5 on Product Inquiry Card

Laura Bergin
Rhythm Band Instruments
PO Box 126
Fort Worth, TX 76101
(800) 424-4724
www.rhythmband.com
Circle 136 on Product Inquiry Card

Linda Machlis
Rich Art Color Company
202 Pegasus Avenue
Northvale, NJ 07647
(201) 767-0009
Circle 137 on Product Inquiry Card

Sam McCracken
School Art Materials
PO Box 94082
Seattle, WA 98124
(206) 526-0775
Circle 138 on Product Inquiry Card

School Specialty
PO Box 1579
Appleton, WI 54913-1579
(888) 388-3224
www.junebox.com
Circle 35 on Product Inquiry Card

Judi Rush
School-Rite
PO Box 12547
Fresno, CA 93778
(559) 224-3978
Circle 139 on Product Inquiry Card

Steven W. Canham
School-Tech, Inc.
745 State Circle
PO Box 1941
Ann Arbor, MI 48106
(800) 521-2832
www.school-tech.com
Circle 140 on Product Inquiry Card

Bob McCann
Smethport Specialty Company
#1 Magnetic Avenue

Smethport, PA 16749
(814) 887-5508
Circle 141 on Product Inquiry Card

Gary Cole
Snazaroo USA Inc.
1428 MacArthur Drive, Suite 101
Carrollton, TX 75007
(972) 245-1143
www.snazaroo.com
Circle 142 on Product Inquiry Card

Smitty Thomas
Sonoco-Stancap Division
3150 Clinton Court
Norcross, GA 30071
(770) 476-9088
www.sonoco.com
Circle 143 on Product Inquiry Card

Linda Spizzirri
Spizzirri Press, Inc.
PO Box 9397
Rapid City, SD 57709
(800) 325-9819
www.spizzirri.com
Circle 144 on Product Inquiry Card

Todd Hurst
The Step 2 Company
10010 Aurora-Hudson Road
Streetsboro, OH 44241
(800) 446-1135
www.step2childcare.com
Circle 145 on Product Inquiry Card

Sales Department
Sunfeather Natural Soap Company
1551 Highway 72
Potsdam, NY 13676
(315) 265-3648
www.sunsoap.com
Circle 146 on Product Inquiry Card

Sue Dorman
Suzuki Musical Instrument Corp.
PO Box 261030
San Diego, CA 92196-1030
(858) 566-9710
www.suzukimusic.com
Circle 147 on Product Inquiry Card

Suzanne Fox
Syndistar, Inc.
5801 River Road
New Orleans, LA 70123
(800) 841-9532
www.syndistar.com
Circle 148 on Product Inquiry Card

Christine Longmuir
Tricycle Press
PO Box 7123
Berkeley, CA 94707
(510) 559-1600
www.tenspeed.com
Circle 155 on Product Inquiry Card

David Kidwell/ Ann Twomey
T-N-T International
Toys-N-Things
3208 Greenleaf Peninsula Drive
Waco, TX 76710
(254) 776-7850
Circle 149 on Product Inquiry Card

Rudy Valenta
Valtech Magna-Tiles
6547 Cochise Drive
La Grange, IL 60525
(708) 246-7209
www.magnatiles.com
Circle 156 on Product Inquiry Card

Amy LasCola
Teacher Created Materials
6421 Industry Way
Westminster, CA 92683
(800) 662-4321
www.teachercreated.com
Circle 150 on Product Inquiry Card

Shirley Patino
Wildlife Education Ltd. (Zoo Books)
12233 Thatcher Court
Poway, CA 92064-6880
(858) 513-7600
www.zoobooks.com
Circle 157 on Product Inquiry Card

Danisha Regan
Teech-Um Company, Inc.
PO Box 12404
Overland Park, KS 66213
(800) 333-4255
Circle 151 on Product Inquiry Card

Nancy Steele/ Ashlee Frazier
Texas Educational Resources, Inc.
2114 FM 2218
Rosenburg, TX 77471
(281) 232-0724
Circle 152 on Product Inquiry Card

Susan Berns
Toddler Teepee
224 Burntside Drive
Golden Valley, MN 55422
(888) 377-4511
www.toddlerteepee.com
Circle 153 on Product Inquiry Card

Martin Wallinger
Tri-Star Manufacturing Company, Inc.
PO Box 737
Angola, IN 46703
(877) 323-7827
www.tristarmfg.com
Circle 154 on Product Inquiry Card