



SPRING 1997
NO. 9

*Lawrence Hall of Science
University of California
at Berkeley*

Delta Education, Inc.

In this issue:

- *FOSS Has a New Home* **pg 1**
- *Why Delta Education?* **pg 1**
- *FOSS Institutes* **pg 3**
- *FOSS Calendar* **pg 3**

FULL • OPTION • SCIENCE • SYSTEM™

FOSS™

N E W S L E T T E R

FOSS Has a New Home **Delta Education Is the New Publisher of FOSS**

In 1996 the owner of Encyclopædia Britannica decided it was in EB's best interest to focus its attention on the reference book market. EB would divest itself of its core-curriculum products and reorganize. As a result, FOSS needed a new publisher.

The year-long process of seeking the best new home for FOSS ended at Delta Education's front door. With its reputation for quality and reliability in the elementary hands-on science field, Delta proved to be the best company to take FOSS to the next level of excellence. We at the Lawrence Hall of Science are delighted that we have been able to forge an alliance with

a company that understands FOSS so thoroughly.

We are also happy to announce that there will be no change in the makeup of the great staff that provides the interface between FOSS and the educators in the field. Delta has hired the entire

FOSS sales and marketing forces to continue working with the program. You will still work with your familiar regional salesperson, and you will still hear Briana's cheerful voice on the phone when you call for

Continued on page 2

Why Delta Education?

Delta is the leader in the business of elementary hands-on science curriculum. It achieved top position by acquiring knowledge of the marketplace and developing an outstanding capacity for designing, manufacturing, and

delivering kits of materials to support instruction. The ability to both build and market kits makes Delta an ideal home for FOSS.

Delta actually had a long

Continued on page 2

New Home continued

information about teacher preparation and staff development opportunities. If you need to order replacement parts, add some kits to your FOSS inventory, or purchase live organisms, the old EBEC part numbers, prices, and Live Organism Coupons will be honored and orders will be handled efficiently during this transition period.

And, of course, the FOSS developers still stand squarely behind the FOSS program and Delta. Our goal during this short time of transition is to do everything we can to see that the baton is passed to Delta as quickly and seamlessly as possible.



Delta Education continued

previous association with FOSS. Until 18 months ago, Delta was the exclusive manufacturer of FOSS kits for Encyclopædia Britannica Educational Corporation. With this experience, Delta intends to “hit the ground running” as the new publisher of FOSS and exclusive manufacturer of FOSS kits.

Delta was recently purchased by Torstar Corporation, a broadly based information and entertainment company whose operations include the Toronto Star, Canada’s largest daily newspaper; Metroland Printing; Miles Kimball Company; and Harlequin Enterprises, the world’s largest publisher of series romance fiction.

The fastest growing division of Harlequin is Children’s Supplementary Educational Publishing which acquired Delta in the fall of 1996. Other companies of this division include Frank Schaffer Publication (primary teaching aids), Tom Snyder Productions (educational software), The Judy Instructo Group of companies (manipulatives and teacher resources), and Warren/Totline (pre-K teacher resources).

Delta is now part of an impressive corporate structure that has the resources necessary to transform good ideas into exciting products. We will be able to develop new FOSS products and initiate some new services that might otherwise have been impossible.

The most important aspect of this new arrangement is the promise of renewed efficiency and responsiveness to our family of educators around the country. During the year that elapsed between the EBEC decision to discontinue core curriculum and the sale, attention to kit quality and customer service did not receive the attention they deserve. We know that from time to time kits were shipped with items missing, and improper kits were delivered. Delta has made the commitment to help resolve problems that were created during this time. If you have any problems or questions, call FOSS customer service at Delta 800.258.1302.

Ian Davis, President of Delta, said, “We are thrilled to once again be associated with the FOSS program – the pre-eminent hands-on science curriculum program for K-6. Delta has built a strong reputation for quality and customer service, and

we plan to bring that same dedication to our support of the FOSS program.”

For the latest updates on FOSS/Delta developments, contact the FOSS website: www.lhs.berkeley.edu/FOSS/FOSS.html

Calendar of Events

► FOSS Institutes

Delta Education will host several 2-day Informational Institutes this summer and fall in several locations nationally, including the two days preceding each NSTA Area Convention. These Institutes are designed for all educators—lead teachers, administrators, curriculum coordinators, university methods instructors, science committee members, and school board members—who are interested in finding out what FOSS is, who developed it, and what philosophy of education it supports. A lot of time at these institutes is spent with the program materials doing activities and engaging in inquiry.

During the summer, Delta hosts Implementation/Leadership Institutes. These meetings are designed for educators who have adopted FOSS and are into their implementation process. Some time will be spent working with the FOSS materials, but a greater proportion of time will be spent delving into issues of management, teacher preparation, and materials maintenance.

Most institutes are led by FOSS development staff. There is no charge, but participants must register in advance to attend. Times and locations are listed in the calendar. To secure your spot at the institute of your choice, call, write, or FAX.

Briana Villarrubia
Manager of Professional Relations
Delta Education, Inc.
401 N. Michigan Avenue
Suite 1200
Chicago, IL 60611

voice: 312.840.8582 or 800.374.8593
FAX: 312.755.0690

FOSS Calendar

June 16-17	FOSS Informational Workshop Tan-Tar-A Resort Osage Beach, MO
June 19-20	FOSS Leadership Institute Lawrence Hall of Science Berkeley, CA
July 31-Aug. 1	FOSS Leadership Institute Clarion Hotel Rosemont, IL
Aug. 6-7	FOSS Informational Workshop Boyne Highlands Resort Harbor Springs, MI
Oct. 28-29	FOSS Informational Workshop Location TBA Pittsburgh, PA
Nov. 18-19	FOSS Informational Workshop Location TBA Denver, CO
Dec. 2-3	FOSS Informational Workshop Location TBA Nashville, TN
April 1-2, 1998	FOSS Informational Workshop Location TBA Las Vegas, NV

Yes! I'm interested in attending a FOSS Informational Institute.

Yes! I'm interested in attending a FOSS Implementation/Leadership Institute.

Please send me registration information for the _____ institute.
(Date and Location)

Name _____

School _____

District _____

Title _____

Address _____

City _____

State _____

Zip _____

Daytime Phone _____

I did **not** receive this FOSS newsletter in the mail. Please add my name to the mailing list.

About This Newsletter . . .

The intent of the FOSS Newsletter is to help FOSS users develop a network of support across the country. Delta and LHS will work together to bring you news two times per year, including articles regarding the latest development of modules, tips about management from teachers and administrators, ways to make connections with other teachers and districts, extensions and reading materials to add to modules you are already using, and informative articles about good educational practices.

We need your help. If you have a tip that enhances the teaching of FOSS or would like to submit an article (with photos) about exciting activities or school programs, management, implementation projects, etc., please send them to FOSS Newsletter, Lawrence Hall of Science, University of California, Berkeley, CA 94720. We'll be waiting to hear from you.

Delta FOSS Sales Division

Tom Guetling
National Sales Manager
Chicago, IL
312.840.8584 or
800.374.8593

Briana Villarrubia
Manager Professional Relations
Chicago, IL
312.840.8582 or
800.374.8593

Cheryl Deese
Promotions Manager
Chicago, IL
312.840.8583 or
800.374.8593

Regional Sales Managers

Verne Isbell
Arkadelphia, AR
501.246.2949

Comer Johnson
Folsom, CA
916.983.1702

Steve Jones
Palm Beach Gardens, FL
561.546.9587

Jeff Lorton
Minneapolis, MN
612.824.6180

Tom Pence
Oswego, IL
708.951.6049

Dean Taylor
Flagstaff, AZ
520.527.8717

For information about purchasing FOSS products or for the phone number of your regional representative, call Delta Toll Free at:
800.258.1302
Or FAX at:
603.886.4632

Delta Education
5 Hudson Park Drive
Hudson, NH 03051

For information about the development of the FOSS program, contact:
Larry Malone or
Linda De Lucchi
FOSS Program
Lawrence Hall of Science
University of California
Berkeley, CA 94720
voice: 510.642.8941
FAX: 510.642.7387
Internet:
lmalone@uclink4.berkeley.edu



PRINTED ON RECYCLED PAPER

Delta Education

...because children learn by doing™

PO Box 915
Hudson, NH 03051-0915

BULK RATE
U.S. POSTAGE
PAID
DELTA
PERMIT NO. 6784
CHICAGO, IL

A very special THANK YOU . . . to all the local and national trial teachers who have helped make FOSS such a great success!