Daylene Long ([00:00](https://www.rev.com/transcript-editor/shared/UFJaqC1l69hbCHv9-oU5XHqiFtkIxZ4cm-2g7cchlYr2hZnPagayNQJ2-nUeytAN3v1J2HL4qADWbdw7Txyqth_QTuU?loadFrom=DocumentDeeplink&ts=0.36)):

Oh, okay. So Ms. Kimberly, what do we know about Manuel

Kimberly Herder ([00:08](https://www.rev.com/transcript-editor/shared/fhejZALmKoc1jGifYMFzw462U93ec6BbbPMTwWYH4-xjoXxu-Kv93Yh1Kdu4PxSem3fnvEaJTRNFYzORHJcLIZyeBFg?loadFrom=DocumentDeeplink&ts=8.46)):

That he is? Well, first off, he's a science department chair at St. John Paul, the second academy in Boca Raton, Florida. Private School geared for, well, 99% of their kiddos graduated last week, a hundred percent went on to higher education.

Daylene Long ([00:33](https://www.rev.com/transcript-editor/shared/UAFZrRAoiKr5zZco5BbiZpECmTUUVSs_DLraGYh79tn_qkezViLCtvy7rbzXEhAsGgIQs6P9RjYlPbkZrQFWrZZXE_s?loadFrom=DocumentDeeplink&ts=33)):

Wow.

Kimberly Herder ([00:33](https://www.rev.com/transcript-editor/shared/Sle_EppRhfqnOmgnW0AFbGKULZb0lBT_GTeZN5vaAL8jymKzQ-4AnxC2VmFg-zzkY3zIh6aOUEOyizOiKBzuXSGIyo8?loadFrom=DocumentDeeplink&ts=33.96)):

Yeah, that's

Daylene Long ([00:34](https://www.rev.com/transcript-editor/shared/B_7n0-hVYSp5kYs6bLAJz-PufP3cBLLl5pZXylOF9lKOw41nT1oklQJV2npD81z3www9IoqYXRusSfv9ysnCtATrijw?loadFrom=DocumentDeeplink&ts=34.57)):

A stats right there.

Kimberly Herder ([00:36](https://www.rev.com/transcript-editor/shared/lJJvAVLcee5lNUAJFTjMgd1eak4dGVv2iBoNjH5Vz5ABIoAQUqhEuQebTAqzEPOMBgD4yQ3aJyLtWrG1-NY_1TN0-cM?loadFrom=DocumentDeeplink&ts=36.87)):

It is both a Carolina and Flynn user, but when most reliable or in the pre-think thought Carolina was the most reliable. So we'll see how that plays out.

Daylene Long ([00:51](https://www.rev.com/transcript-editor/shared/pWIySwiVPuR-CLKIu401YKwLWBnDzy9STIf-Iilr6D7B7XuyOEvxXYjnqdgRfoFYeJAYldbyYTVzKSJrRtGYKqNQsoA?loadFrom=DocumentDeeplink&ts=51.63)):

Meaning that they listed Carolina first in top of brand.

Kimberly Herder ([00:56](https://www.rev.com/transcript-editor/shared/qImHnpYMOt-TfGjKUn15VPEMu4ZHMXymtGnZ5LPpjNTHFH6bLSrrItp1RWdURMT2g4GpEeJJjLRLr1Nt-7KP8Jd3Dpo?loadFrom=DocumentDeeplink&ts=56.64)):

Top of mind.

Daylene Long ([00:57](https://www.rev.com/transcript-editor/shared/yJLirVtRAv-zeE16Gt4AKMvz0aRdX8-20QZNpKAVwMQnZqQWWY66g3HoZwA9PuWLZ32w6Rw_RDrW62lno1XCgAy9S94?loadFrom=DocumentDeeplink&ts=57.63)):

Top of mind. Brand awareness.

Kimberly Herder ([01:02](https://www.rev.com/transcript-editor/shared/_rqkPriCtoKYp6Y0bQnwWp2e1udLZ3SR-o9yTSL9EoJXC3Sl5fWdap_cBTOwTg8iDhrlnxz_S_STwBmGZs0nrcwRQQc?loadFrom=DocumentDeeplink&ts=62.16)):

Yes. Science department chair. It's Ian Catholic School, so very service orientated and community service.

Daylene Long ([01:18](https://www.rev.com/transcript-editor/shared/_Oi8_FPSFNd8mJ1lFBmmqYUOL-yTGxjoFvDGAW04B6dayi80AV3-TbgF-4djbjBuVeqlsU8_WW69Gspzk_p-2nvrhrU?loadFrom=DocumentDeeplink&ts=78.9)):

What's the difference between a Lasallian school and a Jesuit school?

Kimberly Herder ([01:25](https://www.rev.com/transcript-editor/shared/Cf37wubnpc-ydYgggHeaJbH4Tp2vh4K_qkXErQ4390mIX9HvLrh4VT_ab_zg7Kp6O_dMYJHwACHvNDJXhj0BQg_OCeg?loadFrom=DocumentDeeplink&ts=85.47)):

It's who they were founded on, and the Jesuits are academic, but I don't, don't know. I'm not Catholic, but I just know it from, all right.

Daylene Long ([01:38](https://www.rev.com/transcript-editor/shared/nkG4EugexAUb5C2sFuQvkktkngW0foTqeEMprlrkh-LqxSSxzTTTdTwECmdYWXnIIKMTs-zDWX3I8JD85mAGuKuoMIk?loadFrom=DocumentDeeplink&ts=98.94)):

He is here and it's coming up as David Bergos, so let's clarify that a little bit

Kimberly Herder ([01:46](https://www.rev.com/transcript-editor/shared/at9vKldXQQKAjFY7OBCqH487HBvpBXLoDab2uNo3TPpuaU6LSEx4RbI8XgArL49vhobL_r9W63KYiuI8fr_atszegIs?loadFrom=DocumentDeeplink&ts=106.32)):

Too. Okay.

Manuel Burgos ([02:02](https://www.rev.com/transcript-editor/shared/y1NU5CWKZb-6kZoCjZsadlnqS3totvFIfFJSK-J0uB7aXrz1ZxEXyJay6Benu2l2Cz7kAskgqHsvz4jvOr19NyB7cB4?loadFrom=DocumentDeeplink&ts=122.52)):

Hello?

Daylene Long ([02:03](https://www.rev.com/transcript-editor/shared/fBNYE4Tm3t3dfYoiHQwh2OCpGTzNg-Vf0HUBvk1r0qfeI3QBtjm2fmoXksAXr9WPcHW2WSWoxOM1tM7MFLmigsv7LF4?loadFrom=DocumentDeeplink&ts=123.75)):

Hello.

Kimberly Herder ([02:05](https://www.rev.com/transcript-editor/shared/F1bv83fNoijBhSeptcYveLt7y2LLMHd2HVXIwRqD_dc8yxF2utGCQkF3LIEibtYM_BHQAIfBKVgZBFzSLObns5X96bw?loadFrom=DocumentDeeplink&ts=125.07)):

Okay.

Daylene Long ([02:05](https://www.rev.com/transcript-editor/shared/qqRZU86ZSnev3w8c5T0deF3Ot6SPimvd4xMfvOPETDrjFY-PUtdUMEo9ufm13aRNHJt6zOpAC8PEL4vrfpZtjraCQXo?loadFrom=DocumentDeeplink&ts=125.4)):

Can you hear us okay?

Manuel Burgos ([02:07](https://www.rev.com/transcript-editor/shared/LbkRfnTIGIJiaodh0rBssXS39h0LSl_UNsA7CpGblMVXUeh5NEqTth_QL0Vj3-ROX2yDO_LaTblWhB0Sulh-qYWrQFI?loadFrom=DocumentDeeplink&ts=127.14)):

Yes, I can hear you fine. Let me just modify the name on here. Hold on a second.

Daylene Long ([02:13](https://www.rev.com/transcript-editor/shared/U-d9fKbaCao5zJiXFfKUnlI4k4ORwHw_3BVqQykCUMI3P0A9S9VGP72Nd0GkTwjN6qBTcrhRq8QLPWIjRbiL23X2CiE?loadFrom=DocumentDeeplink&ts=133.23)):

That was one of the things we were going to ask about. Or do you go by Manuel or?

Manuel Burgos ([02:20](https://www.rev.com/transcript-editor/shared/mlc2SuHqFmjA0lP1ok6-z0DpiPhT80P1atfh63SKC9zM7TEKdO2vmDBhUIW8vPTBevipAsF2fuvMNZ2AAAaV-StF0fw?loadFrom=DocumentDeeplink&ts=140.79)):

I go by Manuel. That's actually, my son used my tablet yesterday for a meeting. He was doing piano, so he used my tablet for his piano class and now I don't know how to change it. Hold on a second.

Kimberly Herder ([02:37](https://www.rev.com/transcript-editor/shared/KmoEImBMFaegJ7Wbh8GHOWGjZAaLY5Kmj8BTBcAlLxNavwqDJX2MtqAL2wjqYSaOF_ej2IxOf0o-hntiyJKhm3qr2po?loadFrom=DocumentDeeplink&ts=157.86)):

Oh, that's okay. We can,

Daylene Long ([02:40](https://www.rev.com/transcript-editor/shared/X1PydmhMg0kwyQbmBzO7_H2kGVSXWPY1NRQ2WsOxe1MPQSViGnBeVcl7UE0OHoqqelUQZicGAtW2DhgvZ7-lRBmbZd0?loadFrom=DocumentDeeplink&ts=160.49)):

We

Kimberly Herder ([02:40](https://www.rev.com/transcript-editor/shared/0ItyM31at9joYpLFZDz53kvDQ2EbNFuICEznxolASk81SUcDCuO58-Q2ciIXoTRND9sDfBx9pqub7b4K9i5Ln18n9Jc?loadFrom=DocumentDeeplink&ts=160.57)):

Got to figure out of it.

Daylene Long ([02:42](https://www.rev.com/transcript-editor/shared/2vl7uDjT8sqTy2J0O7d5NiKU3k8KAj-3SEtVMO-jfuXTxhRiMbZlXcw7_3oCMNWe9qWVuAZ4s-6iZP1fNtrlxhgcvcQ?loadFrom=DocumentDeeplink&ts=162.09)):

We just wanted to make sure we knew

Manuel Burgos ([02:44](https://www.rev.com/transcript-editor/shared/ejEtV_MJfl8Tx-AtPCjt2MnirtG70AhRN6b6hcvrG8mcbaa-fxesj4FQndd1LInvBh6Zj6gCvuU604psqArKudW3xHQ?loadFrom=DocumentDeeplink&ts=164.4)):

That's me,

Daylene Long ([02:45](https://www.rev.com/transcript-editor/shared/6mUDBxfkhxiOOudvAoe2whaUkxV7-3lbUX9L8iCkji-rbPl7xOqZ0J_M550f2_fxZSGPjHoGbAg2DCIhKCjo1VgY8zU?loadFrom=DocumentDeeplink&ts=165.39)):

What you go by and that kind of stuff. It reminds me of that, what was it? It was somewhere during the pandemic where a student had changed his parents' ID and it was some little, maybe like a little dog head or something, and he didn't know how to get it off the screen, so he goes to this big meeting. That was a good one.

Kimberly Herder ([03:10](https://www.rev.com/transcript-editor/shared/IQ0tGXwLS1D5C6mVdmLarafs3mKkHGUAZHXhShbVR_wsBwjo97G34wMRkRo2-rpyQ6wxNR_teW51uRu9SpVfXMSk1yU?loadFrom=DocumentDeeplink&ts=190.6)):

Yeah,

Manuel Burgos ([03:11](https://www.rev.com/transcript-editor/shared/P3HZFV48vwB4ng_S7VJGmDX9OkEnxDw8nRWTjVdY3SxPMbd1cozhQAC8irtNi2pdEOpoKn2dC_8T-nRa5kv1NwJRpWY?loadFrom=DocumentDeeplink&ts=191.56)):

You can

Kimberly Herder ([03:11](https://www.rev.com/transcript-editor/shared/KvaQL3halUKT3HI1qd9cK4s7cF3zewxcJARTr6Tnf4oEDpOa5L2IlvHusKcA2PYPEnHJMsNcHympOI91E2k9UcZpOpk?loadFrom=DocumentDeeplink&ts=191.71)):

See. And we can even see you too. I know.

Manuel Burgos ([03:14](https://www.rev.com/transcript-editor/shared/g0nIJ02gzhBek9XI83mPWeSuoc10lzaTIpCyi5LkoxoSBIMZ_3gP87BoDzaao2RxBj183Y10pp_c-bUi7WxT-vxR9zc?loadFrom=DocumentDeeplink&ts=194.83)):

It's great, isn't it? It's wonderful.

Kimberly Herder ([03:17](https://www.rev.com/transcript-editor/shared/ESN2zjHMxQ85_FWduh2Ybgqv0wp-aAj_x5DiKN14dqACxPgvhDJEWH8ljDYWXjj9HqgN_5MArb95598D0u0YoDpyEPY?loadFrom=DocumentDeeplink&ts=197.38)):

Well, your son should get highly proficient in technology for yesterday. Well, thank you very much for being here, agreeing to be part of the survey, the interview. I'm Kim Herder, and Daylene is the senior research founder of Catapult, and we've been contracted to do research, gather information on life sciences curriculum. So I'm hoping you can take a minute and just kind of tell a little bit more of your background, how you, because your're department chair and how long have you been at St. John Paul II Academy?

Manuel Burgos ([04:06](https://www.rev.com/transcript-editor/shared/4cnJkc-0uQAVyXubPJe93Iox-reRux3bF0wmU8dnT-cNT3K-1yzzO96vC6vrCoKjQES7a5CtR1eqS8YXz6m0qYzqLl4?loadFrom=DocumentDeeplink&ts=246.55)):

I've been here two years. I am the science department chair. I teach anatomy and physiology and also AP biology. I am a 17 year plus ICU nurse, so I bring it into the classroom. A lot of the stuff that I deal with at the hospital, I bring it into class. So I still, on weekends, I work at the hospital still. Let's see, now, I've been doing that for 17 years. Before that, I was a computer engineer for Pepsi and before all of that I used to be in the Navy. I was in the Navy for as a weapons officer for 10 years.

Daylene Long ([04:51](https://www.rev.com/transcript-editor/shared/vnh8diyl6-yOzwnsEB8Qs5nRsRwCtImbnvHF5Y5oeV5L6R0nAO5mAyLEBCShmEbj9JwTkYLwnEIE7LpNEREUQIGT4pM?loadFrom=DocumentDeeplink&ts=291.76)):

That's the background you have. That's amazing.

Manuel Burgos ([04:55](https://www.rev.com/transcript-editor/shared/ofcB6UdMr873xSqlWtOeviCC1UnoaSx_b8uaJRlwsDUmn9Y1rU7nVf5BjU7uVwq3p1LeqtMAnRq4BJOSkOFMQKfD7Ao?loadFrom=DocumentDeeplink&ts=295.33)):

So yes, and a lot of the students are like, their first question is, how old are you?

Kimberly Herder ([05:03](https://www.rev.com/transcript-editor/shared/WPn14W0GYMDtj40C2tCfx3xePYMgd5jhZb6W7OBXXgDOf89YnaXFiO0AiPPSVg04dRtLQr8fnFZMLsX3zgzx9QZGyTU?loadFrom=DocumentDeeplink&ts=303.77)):

You're

Manuel Burgos ([05:04](https://www.rev.com/transcript-editor/shared/tBMXQD-08UFBOD8FTHgoANTOcRcnMOc-uR28FF0Iatv22tmr8KeQcyjUhJRsodG_FlzVudLxFdSm2igx_5P_X8lEJ64?loadFrom=DocumentDeeplink&ts=304.51)):

Just like, what?

Kimberly Herder ([05:06](https://www.rev.com/transcript-editor/shared/QXX9Jtv9qxExP8CQDAbLyW-nOu60xsyd5xiv2wZ33tmIDxQIOKZrYuW0ZyxBxROTsswLShgdVjQq9ThjS9k-_d68Pyc?loadFrom=DocumentDeeplink&ts=306.79)):

Yes.

Manuel Burgos ([05:08](https://www.rev.com/transcript-editor/shared/_aD52yVr50qoqXf8Xlpz9qvLtPwZbAR67ehXUyt217jtugT545xzzMQ818mgdbsARGn_PfKkBu8eB0ZJrEEjRvKf8ds?loadFrom=DocumentDeeplink&ts=308.56)):

But it makes it for a very interesting dynamic in the class because I can talk to just about every aspect of what they're looking for, especially for college with some experience in the military. Some of them want to ask about that or classroom with regards to computer science. And of course with the medical field, I can talk to it very well with regards to nursing or what other fields in the medicine or programs that can be involved in. So that's kind of where we're at. Right.

Kimberly Herder ([05:44](https://www.rev.com/transcript-editor/shared/1bvvMXHv3hGWLR9aN-z9xyhJRSfpGTeVoE8gOy8XKLAYbefXLako6Jt80lPbJ00qp16QEbtLm6FfYrPdQ43eqY088VQ?loadFrom=DocumentDeeplink&ts=344.56)):

Here's fantastic. I'm a step off screen, but I will be here to handle technical difficulties and pop back on if there's something that I think we need to go a little more deeper or something like that. So not

Manuel Burgos ([05:56](https://www.rev.com/transcript-editor/shared/W3_m2B9pGM2dlXlM8RMDRZHju_LA2FWsyBdyZwFznOetfVEtIyvVxcD-A4C8sbcaSQN50OG1ftjSBieTiwi7pNLOo24?loadFrom=DocumentDeeplink&ts=356.8)):

A problem with you. Okay. Okay.

Daylene Long ([05:59](https://www.rev.com/transcript-editor/shared/U8czDlGSFea4TdD1pTO6p_MNzvy-bUMn1BMYmgH-MSr0PEluKLWb0KnwmOfiTAhJbB8fJbHAA_idczKtyO9WbJWrAdw?loadFrom=DocumentDeeplink&ts=359.75)):

So Emmanuel, I wanted to let you know too that we definitely want to talk about curricular resources, but we also want to talk about the materials that you use in the classroom, whether it's for labs or hands-on experiments and that kind of stuff. So we're really going to take kind of a broad approach to life science materials, and our objective really is to understand better what you value in the vendors that you use, what makes your job easier as an educator, what makes different things better for students and that type of thing. So we're kind of going with a broad range here.

Daylene Long ([06:47](https://www.rev.com/transcript-editor/shared/3X1lolBn-9LivI_-v6CgeUXomVxGglQ2q2DpCizm1TQTbhGwoB3rtuu-PFqSvF2slXFpROxf-AE9k1bTJD1w8Ksb9Ro?loadFrom=DocumentDeeplink&ts=407.6)):

We are recording, but I promise you won't end up on YouTube. It's just for our notes so I don't have to remember everything. So I just wanted to let you be aware of that. And let me see. You're going to see that we ask a lot of what and why questions, and we're really just trying to understand the whole experience that you have around the materials that you get for your AP bio class and for your anatomy and physiology class. There aren't any right or wrong answers. And the best way to think of it is if Kim and I are coming in and we're filming a documentary, so we we're kind of watching the whole process of how you make choices for your classroom. So that's kind of a good way to think of it as we start to ask questions and really understand where you're coming from. Sound good?

Manuel Burgos ([07:45](https://www.rev.com/transcript-editor/shared/7kDDhQtmUKYpKIOtKfkDWPrJmbkjdrKn71J2dNIBs2AyTO8dminMRQJ4dnJrKAS1DoECtMtwHhE8QQlHxMeRiQRQ8iI?loadFrom=DocumentDeeplink&ts=465.8)):

Sure. Sounds great. Can you see me okay?

Daylene Long ([07:48](https://www.rev.com/transcript-editor/shared/SC0J91g6hhmWtjlvp7jSMYFTSMxcS7mWuG-dVg02DLmxzN22zFjU2ZIRtbDmi74jFhWvJyCyznhicNKV1i3Tk9dSQ2w?loadFrom=DocumentDeeplink&ts=468.74)):

I can. Can you see me okay?

Manuel Burgos ([07:50](https://www.rev.com/transcript-editor/shared/alYxH_V8LHutHbV_NVi4SZDBidOAHb-I8KjAewiG4Yemg0ZxdjVNdUJO4bjd1CWEQ3jvmMPixQ93HdbHQziEp6J9u3E?loadFrom=DocumentDeeplink&ts=470.72)):

Yes.

Daylene Long ([07:51](https://www.rev.com/transcript-editor/shared/_wX_bSVN3EtgqEJ57Va6qPHEJ6vDXTJTIU1-N1nJRryiUHEOhpu6RYLy3dQH96EPrP4km6puoRcOg_MgmtMWW3CnjHE?loadFrom=DocumentDeeplink&ts=471.65)):

Okay. Occasionally my cat's tail will go through.

Manuel Burgos ([07:55](https://www.rev.com/transcript-editor/shared/Mp2pA0nIYlbBThtDNarQYAe_7Pu_2qJzofiuBrEU_3rxoa6Pc6dHF9KCYV8QNmpeYvaiSqLWzSDCI7jReiaWrpQ8_LA?loadFrom=DocumentDeeplink&ts=475.28)):

Oh yes.

Daylene Long ([07:55](https://www.rev.com/transcript-editor/shared/Y9mjOJLQp4DgWxldUC5dPqEHpWj9bG4px7qHmN5_Bq6tmbM_zjU3Q7_vQF9i_78DJfUJmWov2hZslfvI2K_heOrqhA4?loadFrom=DocumentDeeplink&ts=475.94)):

I asked her to please not report to work today, but she insists, so it's hard to argue with a cat. Okay. So let's see. You mentioned in your surveys that you had last purchased recently within the last year for life sciences. Tell me what you bought and who you bought it from, and just kind of walk me through that experience.

Manuel Burgos ([08:25](https://www.rev.com/transcript-editor/shared/8AOhMgCLli5gFsTrbCkrTss2viYiCWrDqHIOE_2Zgc6VJXj64BSCja-lV-3KpsBWpKCva0ACL2iEHi5DqZ8ra1kMhWs?loadFrom=DocumentDeeplink&ts=505.73)):

For life sciences. We bought sea urchins.

Daylene Long ([08:30](https://www.rev.com/transcript-editor/shared/MBKmTijVhoOHTYQdCfg0r-jjgUylZmynccopkhyj8pnrm2rNHndVXddhKKWwRrgDhR-TIs7a-tz1LzbyNUy9uHNaFv4?loadFrom=DocumentDeeplink&ts=510.74)):

Sea urchins, okay.

Manuel Burgos ([08:32](https://www.rev.com/transcript-editor/shared/Xzr4DfHv50IGoe9_VIkKQQGeQyopSMBm7bhbiqTsvRan6OPUxPyrklaKtlRxmOBNMbSY26BftL6o1WzdzYFlGjzdmAs?loadFrom=DocumentDeeplink&ts=512.78)):

That was an embryology class that we were doing. We've also purchased organs for dissection.

Manuel Burgos ([08:42](https://www.rev.com/transcript-editor/shared/0cMxIeBDAOVo9h-VJuxESPo8j6K8kPZA1oKdlln6WJJk5WBTeZYBVb5gOaPdnhb6NBDe3Ec3sdTfJ9JxuQgdSjhycjc?loadFrom=DocumentDeeplink&ts=522.17)):

We just got a whole bunch of sheep, organs, eyeballs, brain, kidney and heart. And also for my, I guess to see marine environmental sciences section. We just bought rocks. Don't ask me boxes, like rocks. They wanted to set rocks with a nail and they were going to do some magnifying glasses or something to that effect for chemistry. We ordered beakers and some glassware, and we also ordered some chemicals as well too that we needed for one of our labs as well too, for one of our demos. Let's see, now I'm trying to see, for my physics group, I ordered a robotics kit because they have to start from scratch, and also we ordered solid rocket engines from them. They have to do a lab with regards to trying to shoot an egg up into the sky and bring it back down and see how high they can go up. It's like a long-term project for them. It's kind of like something funny, fun for them. So instead

Daylene Long ([10:12](https://www.rev.com/transcript-editor/shared/IFeb4rVaGgutfaNURb7o0HY473FzEzUGeyiI_6u0gv_C_vC_zietdAdAbh_Z_74cqN5UxTzU6GqGdT0iwxhmsoz9XMg?loadFrom=DocumentDeeplink&ts=612.99)):

Dropping it, they're actually shooting it up into the sky

Manuel Burgos ([10:16](https://www.rev.com/transcript-editor/shared/JN3SyfzRevGW_EimkLebW13dm9RD3EivQ5sngS6CBNJOoM0lkvSBlQgItAApQ9z6gORQuTQeH4k7WhH865qR1XXxRAI?loadFrom=DocumentDeeplink&ts=616.71)):

And they're trying to go for as much height as possible. And it has to do with, they're talking about force equals m mass times acceleration, and they're talking about Newtons and they're talking about aerodynamics and a bunch of other things as well too.

Daylene Long ([10:35](https://www.rev.com/transcript-editor/shared/hLk5ayLxgiryZF_0za06sBuEOpo3aydHcTK2agv0o955N32W9kw3vkdEAFCN82Z0-VZjIrm3qcE6AkgSJn0eBKyCBCA?loadFrom=DocumentDeeplink&ts=635.52)):

Wow. Go ahead. You were going to, I interrupted. What were you going to say?

Manuel Burgos ([10:43](https://www.rev.com/transcript-editor/shared/5ZLRATE_kwLwcGzyKD1J_tF_NvJU7BX1RkmoiEHlozR7NmjqJZvP6lfOwW_zH8Qk4AzejtC3LgXcksw2_JuB7HWTeME?loadFrom=DocumentDeeplink&ts=643.2)):

Let's see, now I'm trying to think of, oh, and we also, for our life sciences, we only get our microscopes refurbished as well too. Just trying to go through each department and make sure that I got everything covered for them and for my chemistry. We also ordered some new burners and some new hot plates as well too. Yeah, that's

Daylene Long ([11:20](https://www.rev.com/transcript-editor/shared/DduL6yWTaPPEAXeQdpPp4UHrBF55Z0eIx_w9WnPbuH3SIinPNd2XMzs4Xo5G79kwkFnjyudblsMtP4uodLa8upLlNVg?loadFrom=DocumentDeeplink&ts=680.16)):

Go ahead.

Manuel Burgos ([11:21](https://www.rev.com/transcript-editor/shared/cGJkupQ6F3CkaxiNOQ7kgr50QxGhxe9Hd_e9aThqU1bhS8oXl3wZCAinG936cmlo8l0Nh0gCxz_F3Aa9VhgtYcsijw0?loadFrom=DocumentDeeplink&ts=681.54)):

No, go ahead.

Daylene Long ([11:22](https://www.rev.com/transcript-editor/shared/YJArRqfXJzaqZB7hg1mSlwF3HMdsMIYZ7dX6Eeh-SugEVXF-1p_6PGhm8uuXkYBiWP_Kg-b9HrMJY4YGAEIZsUFnruo?loadFrom=DocumentDeeplink&ts=682.71)):

How do you compile this list? How do you determine what it is that you're going to get for your department and when do you determine that?

Manuel Burgos ([11:31](https://www.rev.com/transcript-editor/shared/5cY7wSvRuWGJnYe-TUi74uFIZAJpU-fBOaLE6Cg6eMN4YHTCUmsVqWLb17Jdmtrzo0cvtqA9m5q21lH35hi5rvKsICI?loadFrom=DocumentDeeplink&ts=691.41)):

I normally talk to the teachers and I try to figure out what is it that they need, and I also try to see what we're missing from previous years, what we used up and what has. Over the summer, I went through all the labs and I kind of did a quick inventory to see what we were missing and glassware was missing and was cracked, and some of it was broken, stuff like that. And we had to order new dissection kits, so we needed to get new scalpels and forceps and probes and stuff like that, because I wanted to do the dissection lab, but I wanted to have, you can't dissect if you don't have the tools.

Manuel Burgos ([12:22](https://www.rev.com/transcript-editor/shared/YUz3Ip88fpH739dxC2NCCFU-RO8s7kbm6ylogTrMgoU_gGwoUSJgfD_8cLi03NKb1yTzIdIw3q15sRE7iPwpAKbzTIM?loadFrom=DocumentDeeplink&ts=742.12)):

And a lot of it came up as, I would say, probably a month prior to the lab or the specific activity, they would come to me and say, I have to sign off on all their purchase orders. So they would bring 'em to me and say, I need this because I want to do this lab in a month and a half, but I don't have X, Y, or Z and I'm missing this. So they would come to me and say, okay. And we would just go through the different vendors and find out which one was the cheapest,

Manuel Burgos ([12:52](https://www.rev.com/transcript-editor/shared/38jZaBjsHafnPhfgxdBRdTclPSb5fJ3tkUcLVQephew_LNi3EFCmbTVrxPtVmvSCLPwgBC5HVPX4ti1O_XVNxHUu6f8?loadFrom=DocumentDeeplink&ts=772.9)):

Cheapest and the quickest that we could actually more reliable. And I say the best win for us with regards to supplying it. I had one, for example, for my sea urchins. We were going to go with a small company here in Florida, but they wanted, and I wanted just a small half dozen batch of sea urchins because I figured Florida warm weather, how hard it could be. It's just up the street from us. We can just, how cheap can they possibly just deliver it to us? And it seemed okay. The price wise was $88 for the sea urchins. I was like, great, that's perfectly fine. But then shipping was another 300 bucks. They wanted to tack on that, and I was going, how come it's so expensive? I mean, literally you are at best two hours away by car. I mean, literally I could just drive over and pick it up and come back and they're like, well, we don't do things that way. We have to send them overnight with FedEx or with UPS and stuff like that. And they charge us 300 bucks and we're just passing all the cost to you. So I went back to Carolina. Carolina will give me a dozen sea urchins for 180 bucks.

Daylene Long ([14:27](https://www.rev.com/transcript-editor/shared/2jNSkeorI09_mhGGepJk106zAMwIZx8CxXqvuHD00moIFHv3uhhjNJVv_q0MeUfdT0Irg34xWHvoBt3-wbOye73f0z4?loadFrom=DocumentDeeplink&ts=867.76)):

That's good. And

Manuel Burgos ([14:28](https://www.rev.com/transcript-editor/shared/lfstLGUwSW0ulZ4mWr5IiBuMEMqiwce-E3vZyc4LUyKQR6F-26kEvC_sVVkMkCt-sUOLjL1JJ5zA0OKSQGv6pgBzYTw?loadFrom=DocumentDeeplink&ts=868.87)):

Then that's including shipping and everything already in there. That's just one price deal right there.

Daylene Long ([14:35](https://www.rev.com/transcript-editor/shared/dFIGZ8O35_7t4OBNgiajneyvKfFI3YC4dqn5wnyA1az3LuvHiAN0I9yB7Zqr7KlOjLrmfP1qDlWTrNXb-h9Gz1mOq9E?loadFrom=DocumentDeeplink&ts=875.92)):

So it was one package deal with the shipping built into it, and it was less expensive than the local supplier?

Manuel Burgos ([14:45](https://www.rev.com/transcript-editor/shared/cOPJNQS6IuaoD9Mj_-CZw0p00BxoWA-xoM1zVHFqQWBD5VsJ8J8ZRFoKW4xPDxhcQ0EhP8K-1PXY3bS3UT0TgieDfLc?loadFrom=DocumentDeeplink&ts=885.52)):

Correct. And they come from North Carolina toll figure.

Daylene Long ([14:50](https://www.rev.com/transcript-editor/shared/Xb7KWu42NyBCwIFFnijv3ubQObw86TVIxcYl5_nRLuxafQOD5MAGSt1hbFaVg2TK2RQK4kvFBUzkCjmuisniXCaV9Ec?loadFrom=DocumentDeeplink&ts=890.76)):

Yeah. And are those s, are they live specimens or are they dead specimens that you're

Manuel Burgos ([15:02](https://www.rev.com/transcript-editor/shared/pb58BC130mTYMe9fIWI_J9I-ueQE9wbg7GDuN21AMEGT5-YjVN0jJrGEbnKxGHg8oxzvBDLSzLbYe_6f9AQHXyQLTjM?loadFrom=DocumentDeeplink&ts=902.55)):

They're live.

Daylene Long ([15:03](https://www.rev.com/transcript-editor/shared/p7ISnLJIjFD9HyJ5lEYZ6G58SyNqcP8XjOt7Arg2FeDtTMht8qsH0xM-tWtHsOZYHKAwFL2x_bzuiBjMEYflJWC2YOM?loadFrom=DocumentDeeplink&ts=903.48)):

They're live. Okay.

Manuel Burgos ([15:05](https://www.rev.com/transcript-editor/shared/eFX8c_r6WVW-IrEx8bsRXymxrGx3P_Ve3d6BPKguD1z1vQ-iH_86L6SAcYmBuBRO47xL_OWWB0NQ5baMDvmdjqE-3HU?loadFrom=DocumentDeeplink&ts=905.42)):

They ship 'em to us next day and it shows up here at the front office and we just get him, they give us a little voucher. We call up and say, I need him for this date. They'll make sure that they have specific requirements for the shipping has to be a Monday, Tuesday, or Wednesday. That's the delivery date that you pick.

Daylene Long ([15:26](https://www.rev.com/transcript-editor/shared/JNY6zqZgorvIQWbaxQWJVTxSbiK2fbANSMrF3wgFsbS3rj2reVb-okFmR2mmg8KmKqXg4OgBMLEy4R_2YzaA3K51Qpc?loadFrom=DocumentDeeplink&ts=926)):

That's interesting. So they don't end up there over the weekend or something like that.

Manuel Burgos ([15:30](https://www.rev.com/transcript-editor/shared/4UgcuYXy9jeMSi_ys2dLvqHZCzCcx00fO9_yTE7o3T2XlfcVtjMOU4a7O7dWnrT_CoAZu7bQuUVTFhtPtXPcS4jbxbA?loadFrom=DocumentDeeplink&ts=930.5)):

Exactly. So no one's there to take care of them and stuff like that. So they show up here and each of the sea urchins is individually wrapped in a bag with seawater and they're able to survive for a while.

Daylene Long ([15:44](https://www.rev.com/transcript-editor/shared/jRqqxyuAb3ix8pRJqFxJbW5kzpGwpsEyDz7San0MPGcfEStIzFIzX4iLK4xYbo6E3wCn_noVg0HsAoXNbAp4iG2d0_U?loadFrom=DocumentDeeplink&ts=944.42)):

And then you've talked about reliability being something that was important to you, and you had mentioned that you wanted the best overall win, that it wasn't just about the price. What makes a vendor reliable for you?

Manuel Burgos ([16:02](https://www.rev.com/transcript-editor/shared/YZH19uOrXR5EtQAVzAZT7nTRkchhgpnaQcwU-3NOl0IQws9K7zxQ0giqM_d4k5Q_Rud2NXRxH9lCiSo60EXe5cIlVkw?loadFrom=DocumentDeeplink&ts=962.78)):

Being able to someone pick up the phone for customer service, and for my guy that wanted the rocks, he called him up this morning and asked him what specific rocks on them. He goes, someone actually picked up the phone and answered it. I was like, great. I was like that kind of, and the ability to basically say we can have it to you guys in three days, four days, and it's not

Daylene Long ([16:34](https://www.rev.com/transcript-editor/shared/Ef-3ORO8g_l4URE_THLpL9ZMAY_oZEaCkjjNbOsGOmsmQ2VUWEoDJWxf7U_LqIKZlPIsnmNn0wYaMVtf_NgvgrPFEeI?loadFrom=DocumentDeeplink&ts=994.25)):

So personal service and getting it to you in time that your teachers can do the experiment?

Manuel Burgos ([16:42](https://www.rev.com/transcript-editor/shared/7vGIIAFVNOA4f_zXHz8istDSuHEe30i_VA9PqubZQDNspvxp0aIVFfF6CTj4Wfjq8d4dsY-ljPUSgFOFnmUdM_-n6p8?loadFrom=DocumentDeeplink&ts=1002.89)):

Correct.

Daylene Long ([16:44](https://www.rev.com/transcript-editor/shared/JRpnFEFBkSfBoMrPoftjL71QavnWvugDxrpspYXZWV145D31aAM_qo5p4LXe7znygmSdBdGngX8snYs7WfQ_3OkyJHU?loadFrom=DocumentDeeplink&ts=1004.15)):

Okay. And do you remember who it was that you were talking to with the rocks?

Manuel Burgos ([16:49](https://www.rev.com/transcript-editor/shared/dxRrFJTBLEz0chO_VSaL5xTD8samwrJdvF02onYn1ZDuGJ6C4d6PD9cC69g7zDxiE7lST0m_l6xJTQ7dXuBprncSkGg?loadFrom=DocumentDeeplink&ts=1009.4)):

The rocks was nassco.

Daylene Long ([16:53](https://www.rev.com/transcript-editor/shared/_87699nVOhuu1PTPG7-_FH-NTgEtUWXOzeVRYXbM4wZSO7grJK0660JfXAQ8C22dss7aQu-jo8hQDh8hbqsDzgcvn80?loadFrom=DocumentDeeplink&ts=1013.21)):

Okay,

Manuel Burgos ([16:54](https://www.rev.com/transcript-editor/shared/VGTWYU4XGgADaSOCHHTyMn59jaB-6rHw66AESTXBTWkgx1xRl3B5UEDHYDl2u9ovlALh-d-cskN6Il6d1KdMx0OAF-8?loadFrom=DocumentDeeplink&ts=1014.5)):

Okay. The Carolina was for the sea urchins and some of the other lab like chemistry and stuff like that. We go through Flint. Flint gives us the best price for dry chemicals and stuff.

Daylene Long ([17:12](https://www.rev.com/transcript-editor/shared/1o6Zvo44IhRd8cBpudTWeE9y6kKofjvFuX0EysR04_ndhljiuexjUuM7XyQbc_ueSyz7sXZc0Oy4UPRjmnzB5eznqzQ?loadFrom=DocumentDeeplink&ts=1032.53)):

Flint is the best for dry chemicals

Manuel Burgos ([17:15](https://www.rev.com/transcript-editor/shared/W2J5ytjWTNu877-ZDTCBDYvrHBInnlTU_7Y-w6pK41Uw8x4t-dS5G9q-usRoYYww2AOTQpIkI1FcOEkdE26U9SOKt_o?loadFrom=DocumentDeeplink&ts=1035.71)):

And the best for prices for the beakers and the hot plates. I have it somewhere around here, but it's another company as well too. If you give me a second, I can pull up the invoice,

Daylene Long ([17:28](https://www.rev.com/transcript-editor/shared/JYeFCCWBkvJCmM-uD9SGi9C5uVx9i43SHtTp2xJkoQabtHQwS8CPaZQaUoDjQFyDVxmOB3vymGUkMUDbQ63xT4jBkcw?loadFrom=DocumentDeeplink&ts=1048.13)):

That'd be great. Sure.

Manuel Burgos ([17:53](https://www.rev.com/transcript-editor/shared/lyk-Zvdib_wAwBdIdMQ0EV5_qmPYMxBaupEc8gxaQUvJKf-7vuur8iAy3EGoUfuGMO6AnMWWBLWgTuU2_AYwehZgB6E?loadFrom=DocumentDeeplink&ts=1073.13)):

Hold on. I actually have it here, but yeah, but that's kind of like here for a second.

Daylene Long ([18:11](https://www.rev.com/transcript-editor/shared/1zViLukL4D_5hWOa0X1R1PvueFeOAHEFoT-0lHSh7zNJxqXmN63fhrunadO3uNa18pYF5fsbIfBndsJw5w9Ks-kJwgo?loadFrom=DocumentDeeplink&ts=1091.13)):

No worries. I'm not in a hurry.

Manuel Burgos ([18:55](https://www.rev.com/transcript-editor/shared/ICehvR00y0QZkl8DrgFYZ0fhDz0PE-v5GtHAWSr3U7WVdlx0_SmnK4tFcSmBgnDVsQoXu5fUSiriH52goi96SSBPEbo?loadFrom=DocumentDeeplink&ts=1135.05)):

Fisher Science.

Daylene Long ([18:57](https://www.rev.com/transcript-editor/shared/w9SsKZSg_M9HuORe1XGkeW4vIOPxoMuP1wnvkMMGvgtakxBexmN-zAeYA2QRESh-cIiTHd3E7vkybTXoVATIZUim52U?loadFrom=DocumentDeeplink&ts=1137.6)):

Okay. And that was, you said the beakers that you ordered from Fisher?

Manuel Burgos ([19:01](https://www.rev.com/transcript-editor/shared/6lGbfjVDRdbrKvlf_nXft8yvDetOOc25HPeTMySZ7ZdtFDXMofBM_ySSjQ-TEQeEyqdbSXiRPgymZFsOq8vwybYGv8k?loadFrom=DocumentDeeplink&ts=1141.23)):

Yes, that was the fisheries that we got from, and we bought $382 and 30 cents, but because we were on their purchasing services, we ended up getting it for 3 37.

Daylene Long ([19:18](https://www.rev.com/transcript-editor/shared/8qNvlNZdBqyTgwJGQMxjUtF4poOSN_bKgUG5r41JFyQQTX-iJinbx53UMZGl9M8TyHUd1Q9AABZDmTSShqhfVA2DN3A?loadFrom=DocumentDeeplink&ts=1158.84)):

Okay.

Manuel Burgos ([19:19](https://www.rev.com/transcript-editor/shared/Ul2AYrp8VCSpSpujiCG88xIrIwzbx1B_lrvsEgKXnD8aGrgKHVOX6cVNYXdbehi8DPtQ3Fs4782RR2ACWhHbblgQKSY?loadFrom=DocumentDeeplink&ts=1159.38)):

So we saved about 150 bucks total.

Daylene Long ([19:22](https://www.rev.com/transcript-editor/shared/f60YeWu7pIKsKcQUTmqe1B08YBh8nGwI-wbGfM4AEaYXnSwd6xZRr2AzONiGZRdyVCyMZTiQJlbwLLVyiyBPD3yCiVw?loadFrom=DocumentDeeplink&ts=1162.92)):

Okay. And is that a district contract that's been negotiated or with your school? Oh, let's see. You're a private school, so was it negotiated then for your school?

Manuel Burgos ([19:33](https://www.rev.com/transcript-editor/shared/XeK75KZkToR37kv4kP5xaEiEwi4cAYp1jSqoREo82dRP3BJTlQtj9VLN0lbDdm90cEPablBKB5wWOLK9A09aDeEfDz0?loadFrom=DocumentDeeplink&ts=1173.03)):

For our school, actually, we actually had a discount. It was set up through the district, actually.

Daylene Long ([19:40](https://www.rev.com/transcript-editor/shared/0G0_ncRRm7K1v0zDkX0NTPqCs7wkoeBFMsw3Soq8bM0_5jwhDgXqxcZRpr3sh2Mf85KFCumP0fbOZLJSW_U2p6BY3RI?loadFrom=DocumentDeeplink&ts=1180.74)):

Okay. And then do any of your other suppliers routinely give you discounts where you've got it set up as part of the contract?

Manuel Burgos ([19:51](https://www.rev.com/transcript-editor/shared/mCRnp3oqvV5NrA86d4YATaX88bNmXvADPnp4SSQ_f-obeICwekfp4JXl-MhllZAIiYCJv2nz4XLVxpAZagXB0hEAkcQ?loadFrom=DocumentDeeplink&ts=1191.51)):

Most of our suppliers, they will give us no tax on our supplies because we have the tax exemption form, but that's really the closest thing that we can get to a break on it. Okay.

Daylene Long ([20:09](https://www.rev.com/transcript-editor/shared/3sgZTXHgubM7wjFoLpaK4d6EwINKvG03KpXb5ok_m7-pdl7hcq3iqTP5fmMfuse5X-Q811ZOTeOmPsMlcPB-nNXh7_Y?loadFrom=DocumentDeeplink&ts=1209.18)):

That makes sense. You held up the Nassco catalog. I was wondering if you could do that again, because I wanted to question, I have a question for you about that. So you've got sticky notes on that, right? So tell me, is that part of your process or tell me how you use the sticky notes with your catalogs?

Manuel Burgos ([20:36](https://www.rev.com/transcript-editor/shared/rlgtJ0Bo_fHPss51nPoERPueMTAc-V7pszdJpphJ3nUfCaPL5GZFX_c0yV1RvSuSd4cRX7TV806Qcl-bjhoU__TyRY4?loadFrom=DocumentDeeplink&ts=1236.09)):

Well, actually the sticky notes here in the catalog is because it was the rock signs. Originally, my environmental teacher was looking at Amazon

Manuel Burgos ([20:50](https://www.rev.com/transcript-editor/shared/uIkri4OMO0D3NjfjLGUNHScImR_B0H_xlbGUuY_SrhWmuuI82W5JKhCOl4ku_mWUtWMzwIvvMW9PrLB4dsx_U4mbWBI?loadFrom=DocumentDeeplink&ts=1250.53)):

To purchase the kit from, and I looked at the kit and it was $88 for one set, and he needed three sets to complete the lab for his students, and I got this catalog. I just got the sheep organs behind me. So I was flipping through here and I said, do you need, how many do you need? He was like, well, I need 12 rocks and I have to have this and I need to have a nail so that I could scrape through. And I was like, okay, fine. So I started flipping through this catalog and it has a really neatly broken down by colors, different sections and stuff like that. So I sticky noted and gave it to him and said, here, check it out. You can actually get for the same price that we're getting three, we can actually get 10 for your class if you need that many so you don't have to kind of cut corners and you can have more of a more diverse setup for your lab. He came back to me this afternoon, he says, actually, this will work really great. It'll be cheaper and we can get six. So he goes, I want six instead of three with the other group. So I was like, okay. Okay.

Daylene Long ([22:06](https://www.rev.com/transcript-editor/shared/TljP3vKn9W2R8p4HWE8eEZgRC2OXjfdJKMzd1qDqKX5C2vRKqPrx7bFUKcFTKE8dx_KXRmVoob9U6TvqLYq8qYCvThw?loadFrom=DocumentDeeplink&ts=1326.19)):

And you mentioned the sheep organs. Did you get the sheep organs from Nassco and that's where the catalog came in or, yes. Okay. All right. That sounds good. So it sounds like you guys put a lot of thought into your financial responsibilities to the school and getting what you called earlier, the overall win for the school.

Manuel Burgos ([22:30](https://www.rev.com/transcript-editor/shared/nt1M5IgajeQQvwewEXDA30ONwRL7gWcNVt8RKWTykU00zcg_aQesebb2EE3JsvJZ83K175HeE4DjUoYmZkdBxy28PSg?loadFrom=DocumentDeeplink&ts=1350.37)):

And a lot of times I went to a conference this year for A SPI, which is the AP college board class. So I got some coupons as a result of going to that class. And I do, every now and then I'll go to some of these professional development classes, and one of the things from vendors is that they give you these coupons to buy supplies. So I end up using those for the benefit of my department. I say, I have these coupons for these components and stuff like that, but I'm not going to use them because it's not germane to what I'm teaching in class, but you can use it environmental, and I'll give it to physics and I'll say, okay, chemistry, you guys can go ahead and use it and here's the voucher and you can actually go ahead and make the purchase.

Daylene Long ([23:22](https://www.rev.com/transcript-editor/shared/MiKuCMFC3Zc4PvTmy_LxBdCeePAJuwlzslu2aTJ21HtH-BBl4j9LmYyoo0ACmei26iflwz9ubl1kceEo7XsPf5214Cs?loadFrom=DocumentDeeplink&ts=1402.81)):

Great. Do you remember which vendors you got those coupons from? At the A SPI

Manuel Burgos ([23:30](https://www.rev.com/transcript-editor/shared/651naBYhkMsQF9cKipktb_X92iCWm9mWkP9foOE7j-QG3auuMYxCzpPMB-yBzfP5gyQ0koGpmjOLtzPbdtdvKKtkrVM?loadFrom=DocumentDeeplink&ts=1410.7)):

Actually, I can actually tell you. Give me a second. Sorry. It's in my email. Everything's in your email these days?

Daylene Long ([23:41](https://www.rev.com/transcript-editor/shared/MXzPgM-At-1jZuGWCFAVk7JtMKKwAxY4CEdYEc81xfJ1ZCJhg6mSHuR25PJZICbuHawqB3XuOht2arzG0aHUvV9GNbU?loadFrom=DocumentDeeplink&ts=1421.17)):

I know.

Manuel Burgos ([23:45](https://www.rev.com/transcript-editor/shared/SjV0M1NZYMX6e0yskh56DDBKedMJr4lRNt59JbmOJ1vl_ffpTrPnX8aU2yOEI-qz32Y5TCmE_spYcsPYzkt-Jv_Q2ZM?loadFrom=DocumentDeeplink&ts=1425.14)):

Let's see. Now actually, we got the coupon for I guess called the mini one.

Daylene Long ([24:20](https://www.rev.com/transcript-editor/shared/k0u9E7V8S5oFpV0nCOEnQqCo2HxKBN028tXapmsE0DNT4feafEv7Xnfq0Ky_JfZ1IsOrUKhV00CyH0VlzY-fYueR6bs?loadFrom=DocumentDeeplink&ts=1460.36)):

Mini one, okay.

Manuel Burgos ([24:21](https://www.rev.com/transcript-editor/shared/EIPcH0IJvj9aYaYde8fvYPAqoJVrMfiYkzgBbGSes6ULHdp9P7j5bnMicEyDcuDyJgMN67c6i6df0fvormBACpH45ak?loadFrom=DocumentDeeplink&ts=1461.78)):

Okay. We got one also for biology magnets as well too. And let's see, well, and okay. And we also got a prep kit on company called the Algae Guys.

Daylene Long ([25:22](https://www.rev.com/transcript-editor/shared/IJI4dUzNy3jGZyxiY9nJJhjSbcgL72m48wqeJVzYqhZO783CMOM7KH9YrRko2DPL6EyVfZ66rRTeZJ_1T2BgwNxhXHM?loadFrom=DocumentDeeplink&ts=1522.76)):

That's interesting.

Manuel Burgos ([25:40](https://www.rev.com/transcript-editor/shared/-LdAQNhP3LJkJvMCpgQ1GGP74JtZwcNGduku4cX-uOZ4mJ-9uK4KssS31_vo4xnZiMvLb3pTBqxnudHvyS_kLVHfEcI?loadFrom=DocumentDeeplink&ts=1540.85)):

Oh, here it's, we got a coupon from the Algae Research and Supply Company. Okay.

Daylene Long ([25:51](https://www.rev.com/transcript-editor/shared/vWqX95GRd_U_0HemUmVBB3SDHJrWKIPqExGYXOtifDBPWmREenrPOTUO6w3_n8PBPP7_eT9KuMXP5YuK00SJ1Vebp4I?loadFrom=DocumentDeeplink&ts=1551.31)):

Did they do any demos with different types of products or vendors at the A SPI or was it more just about teaching AP Biology?

Manuel Burgos ([26:02](https://www.rev.com/transcript-editor/shared/1a6xsEklZiVOrvxJviOaQOKv-CnvilmHbscQQYCQ1nciEt-6GeqrD5L-rtJmtL58p3pBpYaNCEaNTPT6Z1_ccL8tc8Y?loadFrom=DocumentDeeplink&ts=1562.72)):

They were teaching, but at the same time too, they were actually demoing some of the little products because for the mini one, he actually had the mini one in his lab, and it was like, if you guys want one, and he goes, I'm just going to contact and reach out to these people and I'll let them know that you guys are interested and I'll go ahead and give him your information and they'll send you a coupon.

Daylene Long ([26:28](https://www.rev.com/transcript-editor/shared/nnSdxmTH9yFLNzs0JPlg5LGfDiRQAaKQRSoqWA3BejIXZ6UJkL4ufdS46QEqOiTZQWzmuWxmSacftXKoZbuBzAI_ARg?loadFrom=DocumentDeeplink&ts=1588.64)):

Very cool. That's nice. And I like that you come back and share them with the rest of your group. When you were studying to be a teacher, did any of your pre-service instructors do anything similar to what they do at the A SPI where they actually go through the lab and demo different products?

Manuel Burgos ([26:53](https://www.rev.com/transcript-editor/shared/QcouOsr7nuiWK0BmEx5yOp9yQyyYGaFybZLttCDyazRCg9eRDKz0V_S79KCxmmRXDB3wN2atFWQQRdIKmQ7Ko1oHAh4?loadFrom=DocumentDeeplink&ts=1613.13)):

No.

Daylene Long ([26:54](https://www.rev.com/transcript-editor/shared/urYon02ULf7GrTMJDfigv2LapgkkIv91fifnr5vaIat6U_pCdy_4J8s5cgKRxRMRw0PDExH4gAmKkNmZmqpf5joW4tE?loadFrom=DocumentDeeplink&ts=1614.21)):

No? No. Okay. No. All right. That sounds good. And then, let's see, what else would I want to talk to about, let me go through this. So we talked about reliability and oh, are there any vendors that you consider to be your top-notch? Go-to vendors?

Manuel Burgos ([27:19](https://www.rev.com/transcript-editor/shared/14e6BANVif1dR6FzEHtTFqF2BvfRM9rWN9_syzEBScHbNqS7zAmz9sl7z0TEq-zMGLcR3I-JAZHywLdjb1EVOeNyTek?loadFrom=DocumentDeeplink&ts=1639.32)):

Carolina I will go to for anything that's alive.

Daylene Long ([27:23](https://www.rev.com/transcript-editor/shared/UzOwizK7pccrqo08MAuXJykQPGmPzbIcp5k3PukPhZYG16uxbXcTt8TLkw9iSdpKLZdTzDcrtUM8rghm7SLUUjNjX74?loadFrom=DocumentDeeplink&ts=1643.48)):

Okay.

Manuel Burgos ([27:24](https://www.rev.com/transcript-editor/shared/WMKJgKSVHBkDDS4Jvd4-aPaUliUst15R8oJrcy4_2y4CUcSZrALcuNN5NXdfWl2wXrC-fLa2yL0t_-7qWKHuKK-weOg?loadFrom=DocumentDeeplink&ts=1644.6)):

Okay. Nassco, go for anything that's dead.

Daylene Long ([27:28](https://www.rev.com/transcript-editor/shared/rkxYONn2KAKwhfmHWAJBy8xpQf_HHtUT0nio1WeIPUSyfbyHRuxTZovG3QtEV0rs4SPXPnnMKwG_89dJfG-fc8FU_ZI?loadFrom=DocumentDeeplink&ts=1648.71)):

Okay.

Manuel Burgos ([27:29](https://www.rev.com/transcript-editor/shared/JCb6qZPDAZG_ktsUDJMhtAijFS044lY2AXbyk0rroJ1TAJjitu8DtVLgr6Gb0RphvEZi1LGUxbhxLwtIOO_4RbcMmUA?loadFrom=DocumentDeeplink&ts=1649.97)):

You get the balance of the two right there. And anything that's going to, that chemistry wants, I'll get them from Flynn because they giving me my best price and the containers that come in with the MSD material data safety sheet with them and it comes in packaged correctly and they have a wide variety of chemicals that I can access and they have a big catalog. Those are the big three that float around in my mind whenever I'm looking for something. And worst case scenario, if I'm really pressed for time and it's something that the teacher really needs, then we'll punt and go with Amazon.

Daylene Long ([28:16](https://www.rev.com/transcript-editor/shared/dBZUWFTGGyUvJYK-w7K95dglA1lHEzJgrS9osncWC4rTfsjW-oTjcs8oM14Jqma7RBwKzOA7oYQca-NZRbBqNVWjiJ8?loadFrom=DocumentDeeplink&ts=1696.53)):

Okay. Does your school have a contract with Amazon?

Manuel Burgos ([28:23](https://www.rev.com/transcript-editor/shared/wXsl4BJwz8CzMkc225_FEUfzjiOUWvCBKppgY6BznkVv5RPdYvwIgj5-qrWeRrczWYfsjJqrDjY3RGTxipOd_nPkMl8?loadFrom=DocumentDeeplink&ts=1703.49)):

We have an Amazon card that we get certain discount points. I don't know, I'm not quite sure how that works out, but I let them know that we can only get certain things from Amazon and they'll go ahead and order it for us, but they'll put it on their Amazon credit corporate card.

Daylene Long ([28:44](https://www.rev.com/transcript-editor/shared/Oj_xv_ggMn_M3lLxYZ9NeQrYNogVbI9IA4-yiM5UOEHEVCSvsJHO2V9I2wOV60V8WjO0HDb-D8jPkK5w1nhK8X3H5UQ?loadFrom=DocumentDeeplink&ts=1724.07)):

Okay. And did those happen one time a year with Amazon or did they happen throughout the year?

Manuel Burgos ([28:50](https://www.rev.com/transcript-editor/shared/rM6OUbD5Pe4yG2a-NPJr_W0GJkqEG0pBSYJnuendhUZt7-BGGzte0sIF5bjWkTMaPGWAiU7kxMT-7wi_LGwg4QcrKC0?loadFrom=DocumentDeeplink&ts=1730.7)):

This case, it actually happened just once a year. Really it's, it's a freak thing. Normally it's like we can't get it from the initial vendor, so we end up having to punt and go ahead and get it from Amazon instead because it's just, we can get prime shipping. So we get it overnighted to us and it resolves. One of the issues I came up with was that they didn't have chloroform for one of the chemistry labs they were doing and they needed some pheno and they weren't able to get it from the normal vendor of Flynn, so they ended up having to get it from Amazon. Amazon was able to give it to us the next day. So it just worked out everything else we would get from them. Huh,

Daylene Long ([29:49](https://www.rev.com/transcript-editor/shared/Ug-ho-7AmhNrTtRoXy2m0ZpIh13NDT46dMsahs62-hAuJl22ZFM73eyPZOmt_sUpDRDF70vZ53BFjw8pLYRDujuvugQ?loadFrom=DocumentDeeplink&ts=1789.9)):

Okay. Do you have a preference for the companies that specialize in life sciences or is it really, I'm just trying to get a sense there. You said that you go to Carolina for everything, living and nassco for everything that's not living. How did you make that distinction? Because I think, if I remember correctly, NASSCO also has live specimens. I could be wrong and also has ones that are not alive

Manuel Burgos ([30:22](https://www.rev.com/transcript-editor/shared/3t275fyGCWdCM7xR2cqWmX30BT3hUHxAmjgCHV95fdqkXmQ3N70NJcJOZanbOpJXkbCMTku7xrl7S1lIa4gRtJiQbUQ?loadFrom=DocumentDeeplink&ts=1822.42)):

Well, they're always giving me all the dissection stuff. Everything in the back that they've used in the back is all dead. I haven't looked mean in their catalog here. I don't see anything that's living in the way of fishes or sea urchins. Everything is dead or skeletons teeth.

Daylene Long ([30:48](https://www.rev.com/transcript-editor/shared/jQ_dkbQdtbOgAuTMZN4aj8sJIu1mMs03WZYxqyA2LYLfo7gz_kE1xFJk1AuCYe1KDFG9ht-5qM0iPfpscmQQs3P519c?loadFrom=DocumentDeeplink&ts=1848.13)):

What about with Carolina? Do they have the specimens that aren't living?

Manuel Burgos ([30:59](https://www.rev.com/transcript-editor/shared/LSwrwq08NJkHUglAnzW38NJ4u3RavIHwY2xOY925JdoNV04PcH9We4r64znqY9xaMhxqko-JzPNLOkIoJxUbKUw4CrQ?loadFrom=DocumentDeeplink&ts=1859.2)):

They do have actually, we will go out to them and get kits from them that are the complete lab, but it's normally like it's a matter of do we actually have the materials that we can buy from the store ourselves or is it better off just getting the whole transcription lab from them or is it better just getting it just, we've gone from Caroline's, we've gotten plants and some seed pods, but we've never gone out to them for, and we get fish and we get sea urchins, but we've never gone to for bugs or roaches or anything like that or boll weevils or anything along those lines.

Daylene Long ([31:53](https://www.rev.com/transcript-editor/shared/sALOiULOVYBoY14Q5K1MMLvKav-YJHWT3vXMfWXAHXQF-REEqdsH44wwcdO77tO6czFfrlKPPG39eIuBAra6Gn4MMVo?loadFrom=DocumentDeeplink&ts=1913.56)):

Okay. So you like the kits when it kind comes together, but what I understood was that you don't always need everything that's in the kit.

Manuel Burgos ([32:02](https://www.rev.com/transcript-editor/shared/6wHoJahqBWTpLmJbBvH5cSV96I7h7dTnZdTxGGD9A3e8dT90qF9nq5gsxqZq9mH6pG5wTt1pbEhb8G8BkSwvV7QtyEc?loadFrom=DocumentDeeplink&ts=1922.44)):

Correct.

Daylene Long ([32:03](https://www.rev.com/transcript-editor/shared/AJhvMZ5rq-tXT1_8k9droWZvkc-zz9EixUKtplui8iMJSwOL6i4aIbZwzSnhxR3C-xZr4XvB2V79GjVB4TQkl5G54b8?loadFrom=DocumentDeeplink&ts=1923.55)):

Okay. Alright, that's good to know. With any of the vendors that you use, is there anything that they do that's unique that makes you go, okay, this is why I really like this vendor

Manuel Burgos ([32:16](https://www.rev.com/transcript-editor/shared/uqS3lqfZFxtE0fvl7aW3fJRqFbvJRE50430o6fntlYBirdjJXdb72SMvqb5MmJSBxRWQE9oAs51Z-z0o2gb3bf6YUeE?loadFrom=DocumentDeeplink&ts=1936.75)):

With Carolina. I like the fact that they really care about the sea urchins, whatever they sent to us live, they'll send you the kit first and they'll give you a voucher inside of it and saying, okay, when you are ready for the live sea urchins or whatever it is, fish wises, give us a call and then we'll overnight ship it to you because we don't want, like you said, sitting outside waiting for it. And depending on where you're at for climate wise and weather and everything else, I like the fact that they actually care about getting the specimens to us alive as opposed to dead.

Daylene Long ([32:58](https://www.rev.com/transcript-editor/shared/71ViPDZWBCA8GG7EFZaL8Q6PdsCwgydPARvAzayd2fKlcHE3iZy9YN4WXjl3lJ9pncbB4IEwB1UpI0mLxB1SUoAc17w?loadFrom=DocumentDeeplink&ts=1978.9)):

It's always funny when you're talking about the life sciences and you have to talk about the living and the dead and what you need. And there's also, yeah, it's always interesting to me. Let me see. So I would just want to flip through a little bit more and I want to kind of look forward now, so I think I have a good understanding of how you buy looking forward. We know that teachers are always being asked to do more with less and it just seems to increase each year. So are there any things that suppliers could do, build, expand upon that would help your teachers either in saving time or in delivering better science instruction?

Manuel Burgos ([34:02](https://www.rev.com/transcript-editor/shared/UORYZOZmMHA8X-0nC8dbBy3fhBRtYP1KGgWn_3Xg8RwybHknC4HXUBfc-KA1O4fqfDs9nmi1A2pk13svJDcFmjIugEo?loadFrom=DocumentDeeplink&ts=2042.42)):

I like the fact that let's say Carolina and Flynn and that they give us the labs already in a nutshell. And I mean they actually give us the actual handouts that come with the lab. The actual will be like they give you a teacher version with all the instructions and everything like that and what to look out for and they give you one for the students. So all you really need to do is just make a copy of it and give it to the student and say, okay, this is your lab, go ahead and go to it. So it simplifies the process of typing it up, finding the form, everything's already included in there, so it's just a matter of just making multiple copies of it and turning it, giving it to the student.

Daylene Long ([34:57](https://www.rev.com/transcript-editor/shared/UnHT5bsMtoHToqVdyuePRaujDpN_U-zwnnBdPgcsrO_J63toN5hPsqVrDPyuASp_YhGiKlqgX-rUtjVycyLGdM02FHs?loadFrom=DocumentDeeplink&ts=2097.71)):

And did they give you a print copy or is it digital or how do you actually get those materials

Manuel Burgos ([35:04](https://www.rev.com/transcript-editor/shared/HB5CwzB-hDE_ik2kYBBbY5YG5z28zPURFx_E6wSY0lsLlHeEYJbyw7o7_Mi3d1M6V1VYHqqVKgUKYAbFXHs77z03V9I?loadFrom=DocumentDeeplink&ts=2104.47)):

Print? It was a print copy.

Daylene Long ([35:07](https://www.rev.com/transcript-editor/shared/tm_5T3l_sHjDNwYT9BDh1-7YRDBKvcK1tpdpfUMvhRtWdj_BpJMpYouG3KnwFwWdiYfgQzLRd4RGReVwxkK35r6nhg0?loadFrom=DocumentDeeplink&ts=2107.64)):

And that works for you with no issues on the print,

Manuel Burgos ([35:11](https://www.rev.com/transcript-editor/shared/cQMEYk9tdAKkzaibAiJKKY0qkq3KFxsr8ZFpMZRUtet3-x-BtdNzCFMh9FarMHgAq0sSvxJFQwjjhkmC0rIHom25rGM?loadFrom=DocumentDeeplink&ts=2111.51)):

No issues whatsoever.

Daylene Long ([35:15](https://www.rev.com/transcript-editor/shared/LLxjivvqc8614RasarbzRZFfka0iwvj7uHTBn73tSp4WR9UWb7hhbOdbqPDamYrGpNwQ6Xyy8lQeHfWkMLSs3iMT8ng?loadFrom=DocumentDeeplink&ts=2115.47)):

And do any of the vendors you work with have videos that they provide either for the students or for the educators on a lab?

Manuel Burgos ([35:29](https://www.rev.com/transcript-editor/shared/OpXtnSXfv71Toq9tj8XMx7lyYNVD8WfqLrjvqK98IbjEpjNPzWgXpPcMH0GikOkLO0_nftnuuH-QtjDKN5gkxP4xL-0?loadFrom=DocumentDeeplink&ts=2129.45)):

Not that I've needed it. Not that I've needed to actually go, hold on a second. I take that back for Carolina, actually, I had to go to their website to find out about the sea urchin lab to figure out what I needed to do with the sea urchins because frankly it was the first time I ever had to hold a sea urchin in my hand and inject them with a needle and make sure I was doing it right, like all moving around the little tentacles and the little, so they look like little rocks. The other thing too is that I wanted to go back one on top of giving you a hard copy as well too. Some of 'em just give, you can actually have a link inside of their data that you can actually go back and refer to it. If you have additional questions about the lab itself, you can actually see the demo of the lab and Flynn is good about that as well too.

Daylene Long ([36:27](https://www.rev.com/transcript-editor/shared/_Um_F8gwKHy4E_GuKG5LZDguPDOkoIvvvQdZXX_amh4atpbYK9E4Yg-mJH66P7CDcpfXAxN-KA2iRm_OkNQ8xsybUqI?loadFrom=DocumentDeeplink&ts=2187.81)):

Okay. So the demo of the lab and that's in some sort of a video or is it,

Manuel Burgos ([36:33](https://www.rev.com/transcript-editor/shared/iCGLF2U5hDhN851Z6LM0Qz3vQyFD38hFEKXz4VV1Us37mmpLbNb8GDkLGPHFmsQksnF0Yp2UXS1H63iiIbX5p2UVveQ?loadFrom=DocumentDeeplink&ts=2193.48)):

It's normally like a link inside of the actual package. You can go to it and click on it.

Daylene Long ([36:40](https://www.rev.com/transcript-editor/shared/c-J0dxyIvb58fjoYzVUjMIl9lfs8sZfaMig5Yo9VkojxZ82b8555aZ57fOS0xiyaisvgeGO0I5lu2sryhvTzJQOC6Fw?loadFrom=DocumentDeeplink&ts=2200.59)):

What does the link take you to? Does it take you to a website?

Manuel Burgos ([36:42](https://www.rev.com/transcript-editor/shared/crlIJPzySC0OCpqXX_rOf_WF6xXindngp2M-_ae6quzOcn3Lk1gybt1Qy8qLjtOsh2jSW-sqGexl48s4p2IJ00_Pu6Q?loadFrom=DocumentDeeplink&ts=2202.91)):

It takes you normally to a YouTube video or something inside. The other thing as well too is if you go out to their website, they'll actually give you, actually give you the, let's say if I lost all of the paperwork and stuff like that. But I do know what lab I want to do. I can actually download the PDF format of that entire lab and pre-print it out if I need to.

Daylene Long ([37:08](https://www.rev.com/transcript-editor/shared/3IrtWid3d_S5x23yiGpHqQRmdYYtJjZy_2YylEGuDne0iRvFZ75yScAsKKZbLxIo7m4-Je7RYNzIAZpsvLOyZLMp5WQ?loadFrom=DocumentDeeplink&ts=2228.94)):

Okay. And I forgot, which vendor did you say does that for you?

Manuel Burgos ([37:17](https://www.rev.com/transcript-editor/shared/VprdK6__nA8xED_1S4KVLohATUaBt74eLJ46xV5sP_A0k5du5HDx-fxIBmuo7aQj0ACVu5_sG8mc5-DFWqoQbg6_VMI?loadFrom=DocumentDeeplink&ts=2237.49)):

That was Carolina actually. Okay. That was for Carolina and Flint. I'm sorry? Both. I mean both of them do that. Okay.

Daylene Long ([37:25](https://www.rev.com/transcript-editor/shared/UAKflVY3cp6jExfQh9ks_6nrASJzeZAaC9ArZ1DtxRS56MEq74K4bLi8tsHSxpM8BcpP2LNCo0HPpATqeWjR3y76Kfg?loadFrom=DocumentDeeplink&ts=2245.44)):

Okay. That's helpful. I'm trying to think if there's just anything else that would be helpful either to your educators or to your students when you are getting your lab materials.

Manuel Burgos ([37:48](https://www.rev.com/transcript-editor/shared/dzDgks2g4StHBtUeCMOEgFmwzGLzETTtpvfx73drRo_8SHIX_no-ViLfR1_Yjbi1tCW_maQFRtQif32vAvsSGUYXF_M?loadFrom=DocumentDeeplink&ts=2268.42)):

Well, when I get my labs, we did an egg diffusion osmosis lab in class and what I liked about it, and it kind of helped my students, was the fact that the data chart that you needed to obtain from the measurements and stuff like that was already on the paper. So all they had to do was just basically say, okay, I have it already there, the format's already there for me. I just have to fill in the information, get my data. And then there was an actual section on the backside which just had to plot. So it was all inclusive for them.

Daylene Long ([38:37](https://www.rev.com/transcript-editor/shared/nRxRNQS5kuEAk_K2F85WB4hUhJj1RLeqZs_NUtW6DUmtPI08RJ-188a6kFacxmg47QU72_uZaHpNTXprQlXtN59gik0?loadFrom=DocumentDeeplink&ts=2317.06)):

Okay. Do any of these materials or programs need to be able to play well with other programs on your computers? Do any of the materials you buy need to work with your LMS or any of those types of things or just not really come into play?

Manuel Burgos ([38:59](https://www.rev.com/transcript-editor/shared/ZtB9coRV3Y4Ph4vFiqRlXORM0vVvRRXYDYqq6yiU5Y_fDT5obSMPV01G4H6N7fUtKc8ZeA08y4zm3HnAQ_2kvVr7SLA?loadFrom=DocumentDeeplink&ts=2339.61)):

No, it doesn't come into play.

Daylene Long ([39:01](https://www.rev.com/transcript-editor/shared/JTHWer6HBn23zKeSxthas96PQ5auEcYnQgDrFLN4SILogieWZ0RGVfPMEMos8dN_CqsPyQvma9AI2ubNGip17qvvW70?loadFrom=DocumentDeeplink&ts=2341.15)):

Okay. Alright. That sounds good. Kim, if you've got a minute, I want to bring you back in and see what questions that you might have. I think I've gone through all of the questions I have for Manuel.

Kimberly Herder ([39:15](https://www.rev.com/transcript-editor/shared/xAUTex2LL-gW0hqBLag9bSnwx_4XkVnysnk4EYwwKDUp50Rc4_IcU_LfqSkQxI4bWs1iXQIoxS13JxWw9H-YNe6wRlY?loadFrom=DocumentDeeplink&ts=2355.07)):

Thank you. Just a question about the products working with the students. So do you feel like you need to make much accommodations or tweaking for what you get if you order a kit or you're ordering supplies? What's the level of change or instruction that you need to do to accommodate your students? What's your student base?

Manuel Burgos ([39:49](https://www.rev.com/transcript-editor/shared/HHI-jKbKguacKyzamGAUGVVjZFdIMGoGmAvczdeEzksdT4hTcvpjm1M3FL3YnBucaWERtdwWHla6GQ011yV8NhAVX00?loadFrom=DocumentDeeplink&ts=2389.57)):

For my students, sometimes they just have to trim down certain procedures for them. And what I mean by that is I can actually take the, we only have 47 minutes, so we're locked in one amount of time that we have. So by the time they get set up and get started and get into the meat of it, we're coming up to the end of the class. So normally I end up kind of chunking it in pieces so that we can do procedure one today, procedure two, we'll pick it up tomorrow where you guys left off and we move procedure three to the next day or the day after that after you've had a chance to write up your notes and do part of your lab report. So I've ended up having to break up the lab. I don't know if there are specific time requirements on there to be done at the same time all in one order, but I end up having to break 'em up accordingly for my sea urchin lab that is like an eight day lab because you're actually expressing the gamut from the sea urchins. You got male and female sea urchins and you actually look under the microscope for them and you actually combine them and then you get to see the whole process of fertilization and then you go on to the different stages of cell division. So it's a week long worth of going back and reviewing it and seeing what's going on and making your notations of exactly what's going on with your specimen. For that time.

Manuel Burgos ([41:34](https://www.rev.com/transcript-editor/shared/8brZWzTWoKFPn0hBP1G2tmnCd3nOyzhP66IcqM9BDeErjtXORM_sPgdhvxqEUY7tQXjPMvNo-00YcORGp7_lAgxYQHY?loadFrom=DocumentDeeplink&ts=2494.04)):

I've been able to work around these things and just be able to organize the students in such a way that I can chunk it easier for them. We'll do the expression of the gamt for the urchins and we'll do the mixing all in the same day, but then the time it only will require maybe about 15 minute slot of class time while we go ahead and update our notes and write down our observations for the class. It doesn't require anything more than that.

Daylene Long ([42:05](https://www.rev.com/transcript-editor/shared/9G23YWVl8GqmJwMjK2_1omhJ6s9RJ04zrtl5nBTqfNF7pL6L3-Mht5qCDS4UC1wNnYRVN5r7Wffrto_9SydGKNjP6nI?loadFrom=DocumentDeeplink&ts=2525.48)):

Is your school a private school? You mentioned the district earlier or is it like a magnet school?

Manuel Burgos ([42:12](https://www.rev.com/transcript-editor/shared/EZJNeiSoVAGX0GK15jqPwXk0iADKAOQC1j9zaMKbSzQr4FuLn8kYzbKK4jr6HeXIVW2B3wjqf4hyMso_EkuUpDs7dA8?loadFrom=DocumentDeeplink&ts=2532.23)):

It's a private school.

Daylene Long ([42:13](https://www.rev.com/transcript-editor/shared/DxnrO1GP2b42PyJxz6cjECMGTmx_BHKuzbiV1dUua0r7CKctK0kRzS6vpv2c1qkbVN62KRQfyMayygrIg8uvUC4KLr8?loadFrom=DocumentDeeplink&ts=2533.73)):

It is a private school. Okay. It's a

Manuel Burgos ([42:15](https://www.rev.com/transcript-editor/shared/MoJIgsCka1z4fWPb8BO31c3NevxCUU_vtoie4GSGxJVarztycIT46TWntnzu4rFtLiA1xPSTjoGQtv6Cwal3DYePNRg?loadFrom=DocumentDeeplink&ts=2535.78)):

Private school.

Daylene Long ([42:17](https://www.rev.com/transcript-editor/shared/3o-dfNES2j2A3PtsVUmZaQY8QJBkwjheNFySFTCOHNSp0ayBB_yjpaaL_pNvRb6M1JAqYFXXtkdV_8rF5KQOBDB9UBo?loadFrom=DocumentDeeplink&ts=2537.12)):

You mentioned your district earlier though. Is there a district for the private schools or do you guys, how does that work?

Manuel Burgos ([42:24](https://www.rev.com/transcript-editor/shared/s5z-3ZaxP6CHkFTwP0L5IpwTWsPPzjp1G-GQBYGrottbHcohIzxXLCFRYAbRZCo6yNThxujTDTg0XL3lOzasbQUDPT0?loadFrom=DocumentDeeplink&ts=2544.47)):

We are a Catholic parochial high school.

Daylene Long ([42:28](https://www.rev.com/transcript-editor/shared/qYSxGQ1QFJZQtkXzWkjS2dqvBD-3oAJoHjZ-x3Mact9J2b425B2kW1_Jbwxr8j9M6Dznj2wa2Jll9VtrQSinnKucQhM?loadFrom=DocumentDeeplink&ts=2548.61)):

Okay.

Manuel Burgos ([42:29](https://www.rev.com/transcript-editor/shared/hfIKVJ2tkG61wWsrNZ0sSSu24iZNsL8a7dRD_AQLQF0foLwK6z43tmu9CrnnLOmLzojXn7s-4U87WP4vra5SpywWLBY?loadFrom=DocumentDeeplink&ts=2549.51)):

Okay. So we answer to the archdiocese of Palm Beach County.

Daylene Long ([42:33](https://www.rev.com/transcript-editor/shared/WQfEogDMcdgAHxTHTdlQEyi1pDiDdxJFrxYpZkciEkDrvj543xy2RXjNvO4H6E6R3yuZ_8mFL67Pa8cPA-V9WYPIghc?loadFrom=DocumentDeeplink&ts=2553.86)):

Okay.

Manuel Burgos ([42:35](https://www.rev.com/transcript-editor/shared/Z1ai4frv6znqubc2H5yItJrfGwG_xvRP0_VSihe9dWyPHRU571ydPnoT9ifdwCEVc5C2FI2fdWi3EtJlCgi181pevVw?loadFrom=DocumentDeeplink&ts=2555.27)):

Okay. So when we do labs here, the emphasis is on not killing things. So like for sea urchins and for anything that we do with embryology or any other specimens, we do not, how you say this, we don't cause pain or suffering to the specimens regardless of whether or not they're sea urchins or they can actually scream or anything else like that. We try to be sensitive to the fact that these are living creatures.

Daylene Long ([43:06](https://www.rev.com/transcript-editor/shared/h9KccF78eFQc9UUaNQXvX5ZlSH7bNo5zp6wu-IB2lbghVj4PPeFCeB8TYSwLIOaFxPq473KEQvLWIzAzhB88PXsduc0?loadFrom=DocumentDeeplink&ts=2586.35)):

Which is why you appreciated that from Carolina that they were caring for the sea urchins.

Manuel Burgos ([43:11](https://www.rev.com/transcript-editor/shared/pUswOXk1aIzgdIHC-cAQ4eXJMk2HNnQxVkW4Bo6Yi1ZKSjPdJZBbzooZ3aQzBu2jN5UMSFUD6jmIqeyFcxDcL-xtBf0?loadFrom=DocumentDeeplink&ts=2591.36)):

Correct. And as well too, we ended up setting up a salt water tank for them so that when we were done with their experiments, we were able to actually return them to a salt water tank and preparation be transferred back out to sea.

Daylene Long ([43:27](https://www.rev.com/transcript-editor/shared/-yy2buZ0dkuMcSD6xHVn4cZMUCfo2hWTvBDwYhtSa6J3EgcTU_jwmYNqBhZJLxxOqkuQ6Trc5WHu6ribLApWBj68BcM?loadFrom=DocumentDeeplink&ts=2607.2)):

That's a nice circle that you're bringing in there. So because you're a private parochial school, do you guys have to make accommodations for students with learning disabilities or multiple languages that are spoken or remediation and acceleration, those types of things?

Manuel Burgos ([43:49](https://www.rev.com/transcript-editor/shared/Sv_YIQYejNlOIjqAp2lvAyK5GqpoBeWZAJEXZLvjUXqimNvqwy77jmr8tocBnZsHOumZYC6ygmJWXZ4zWKnCkho1gOM?loadFrom=DocumentDeeplink&ts=2629.43)):

Yes, we do. We have five oh fours. We have IEPs of course I'm aware of who has an IEP who has accommodations in place already and I do, I have a smaller regular class that has those personalities involved in there. And normally I'm more hands-on with them when we do the labs. And for any individuals that require, how you say is additional help? I'm here till normally three 30, which is an hour after dismissal for them.

Daylene Long ([44:31](https://www.rev.com/transcript-editor/shared/MWrldRTnnWdcdOVIowE-tAUXSK3e_2PJVwGnonI63wTg3jmHhRa0W5ej0v01Bsyc9OrqRok1OCoSbWGIvubhvW9qxtI?loadFrom=DocumentDeeplink&ts=2671.53)):

Okay. We've just got a few minutes left and we want to be respectful for your time. So is there anything else that you would want to, if you're talking directly to companies about what they should be developing or what is most needed in science education, is there anything you would like to share with us?

Manuel Burgos ([45:05](https://www.rev.com/transcript-editor/shared/50WRLbdpu6vU4pyNauuxCyUv3TNvMCV51AGiz1jdCY4Y6aVEl7wtTowqsa_Zgn6uTBPRSA2NJpRkdm55WIYLanulZq4?loadFrom=DocumentDeeplink&ts=2705.8)):

Just for the website, if they could kind of organize their labs a little bit more by topic area

Daylene Long ([45:18](https://www.rev.com/transcript-editor/shared/zXWG8R7ajVFqXk35-omxTIVXcvQUSbx8f064I3yvYC3WekXBTuSFeRUYf_PKwEMwYCHh8ixift13_GhT8YGki112pqQ?loadFrom=DocumentDeeplink&ts=2718.12)):

To

Manuel Burgos ([45:18](https://www.rev.com/transcript-editor/shared/RuHZ60AKzQ7jB0hB8lTVNR7-hRzNgAfCRtmMkWVvxON3NXNKrWOncMvSBxs2PBANl6cNCu89-PrV0KAsRcdshQ6VbfU?loadFrom=DocumentDeeplink&ts=2718.18)):

Say by topic area. For example, if I go, I type in transcription, it doesn't show up on there, so I have to kind of ferret through their website to find the parts that actually make the lab work.

Daylene Long ([45:40](https://www.rev.com/transcript-editor/shared/Ye0kws6QKlaHKpOhl_aB2rZ6PyewRuBbpiIKamf_zNMbWMePcfww0u2vBHfyL6a7yFKWYU9JWvq2ZRv9zE-Au5DU-x8?loadFrom=DocumentDeeplink&ts=2740.92)):

And there's not anybody that does that currently?

Manuel Burgos ([45:44](https://www.rev.com/transcript-editor/shared/_1L_wQcQG-XWG4Flia4lsd0_ixFbwVOl9dgoM6BplB-qZuTAEN9pRQWUeYfwUXiYs7YxWZ16F5TfFbDWt4gLIDznNGQ?loadFrom=DocumentDeeplink&ts=2744.46)):

No, not at this time right now.

Daylene Long ([45:47](https://www.rev.com/transcript-editor/shared/1BO153zB5g0fhQMxePJjz99K-rX3oFqiPnQV53s3XQr6T8ZK7YJwV04k9NcBhLiXzmSHxozfUlmCSWZdj10-Gj5wD5Q?loadFrom=DocumentDeeplink&ts=2747.82)):

So it's topic you're teaching or the disciplinary core idea or the standards you're trying to meet, that type of thing that you'd like to be able to look it up by?

Manuel Burgos ([46:00](https://www.rev.com/transcript-editor/shared/4G4lSc4311oDopr8uUughQAk4TtMVAVs8luhDv6yxDTWqJIIvKp41j4G01KI7mOPhHzQp7PKxo-AORmuLxfefg2N8RM?loadFrom=DocumentDeeplink&ts=2760.99)):

Yes. Yes.

Daylene Long ([46:02](https://www.rev.com/transcript-editor/shared/trpvGUzlUBDj_wKZeGrSv7EFZFduwaL1efBrFdJahWw2EKDgbtLYmyriXvU4OIqmvmHGw7vPztcRqBLUSKkgHySV8zE?loadFrom=DocumentDeeplink&ts=2762.82)):

That's helpful. Anything else that's a really good contribution I would think that that would be important to other teachers besides yourself?

Manuel Burgos ([46:13](https://www.rev.com/transcript-editor/shared/6nBijAMiBTS6wi1NsLFYOqMoFXwhCJb4qVGdZAdd3TvU3aIPp-Mp8EIp-WOLiUPMbgilrhsq2_bKiatz2aS9saqvdoI?loadFrom=DocumentDeeplink&ts=2773.27)):

No, and no. For example, like this catalog, I hate to say it, but I really prefer a catalog compared to sometimes just being able to just peruse it and just be able to find it. But I like the way, for example, not so much to be about these guys here, but I liked the fact that they broke it up into different departments on here. So it made it easy for me to just basically hand this over to my other departments and said, here, go see what you need out of this. And they were able to go flip to their section and just basically identify, okay, I need this, this is what I need and go from there.

Daylene Long ([46:56](https://www.rev.com/transcript-editor/shared/pkAEaqkIM43SNfBVxchtiSfMGOHIYVRAyH26XRSLTEnbeu4cu16PClJqvbPj3Y0Z5c711iJXBFF_WG3BAEY7oIGpXyY?loadFrom=DocumentDeeplink&ts=2816.16)):

So you still really like the hands-on catalogs and having it divided by department is helpful for you because you're a department chair, so when you're dealing with the different departments that you can just kind of say, okay, go look at your section.

Manuel Burgos ([47:10](https://www.rev.com/transcript-editor/shared/05tpImGv8GUVbuL8mDNQitxwFOkQbhcKvpkyVHqsm-KpPXVZO6IrdBDOgufe5DQHIq5Ny3XKsByMr3i_Ypkfi071ij0?loadFrom=DocumentDeeplink&ts=2830.98)):

Right.

Daylene Long ([47:12](https://www.rev.com/transcript-editor/shared/5QPR4cFPxyHNT5Gygox-3l5iPqm884aYqVSBavQ2yTK1HlfU9X1FTNyOV4tly7gltEjcel_7N4vCqBLxK0aNcvly9to?loadFrom=DocumentDeeplink&ts=2832.11)):

Okay.

Kimberly Herder ([47:14](https://www.rev.com/transcript-editor/shared/jU_m-GFgLClpoYdRNu4ju_rfESWJFLm2vo4ljPw-7a9QHTuCOJbQ80mWfxLGLXdTFj70bXX81uSownlEwE4MkEXSpRQ?loadFrom=DocumentDeeplink&ts=2834.31)):

I'm going to follow ma'am just a little bit on that. I'm kind of thinking of the old toy Christmas catalog. Is there any time that you have had a chance to peruse the catalog and said, wow, that looks kind of cool, maybe we could do something like that instead of looking for something you talked about perusing have,

Manuel Burgos ([47:34](https://www.rev.com/transcript-editor/shared/ioHgymsNdlAMgKn6KS5lM0jyKOZSb56XDjgBWny801HPo06btO7eUslQ8d25LymTUFSROPuWWeH0GVxlasK-1vDmm10?loadFrom=DocumentDeeplink&ts=2854.51)):

Yes. I mean I've been looking through this for my physics department. My physics teacher is a new teacher, so I've been trying to guide him with regards to activities that he could do with his students to not make the class so dry because most of the way he approaches it is through dry mathematical calculations. So that's why we've gone into, we've expanded upon with rocketry and a bunch of other little things just to keep the kids interested, to keep him motivated and locked in for the class and to actually give him a better appreciation of like, wow, this is how it really applies in the real world.

Manuel Burgos ([48:20](https://www.rev.com/transcript-editor/shared/NtyCbZxa5EU8MNJZXxXYOM5cO87vkEl3Kx0lZPp8wFODtDsoZRMPS5tl9xM6G-lHyuEdEzt0h2QVEDSE3xVcnacmdIw?loadFrom=DocumentDeeplink&ts=2900.83)):

As I mentioned before, I work at a hospital, so a lot of my experiences in the hospital translate into the anatomy physiology class, AP biology class here, and my stories and my experiences and the stuff that I do in class, whether or not it be diffusion or osmosis or like a centrifuge where I spin up blood and stuff like that to show them the different layers, it keeps the kids engaged in the actual class itself. And a lot of them come into class going, my last class was so boring, I can't wait till you go to your class. And that's the difference. That's how we get them intrigued and actually engaged in there. So I do a lot of demos in class and I'm just trying to form that out to the other teachers as well too, to impress upon them that if you want the kids to react, you have to do something.

Manuel Burgos ([49:25](https://www.rev.com/transcript-editor/shared/uMxKcZpo2rCnA_Toat3laOCrjeYJ2dqq3zjTJHnswcZPWm-HmTeFm64P4VwQ3MjKv7g_gbeKwKlEq1LETZhG18uagtw?loadFrom=DocumentDeeplink&ts=2965.69)):

Just can't be simply talking and lecturing and saying, okay, here's a periodic table, I'm going blow something up. Really honestly, make a chemical reaction onto there. This year the kids go from biology to chemistry and they come to me for anatomy and physiology. So I explained to 'em, it's like you might think that chemistry is a foregone object in your life. I know how much you were looking forward to it, but guess what chemistry is going to be with you in this class as well too. And I showed them some basic reactions and stuff where hydrogen gas was released from the combination of product and chemicals and we set that on fire. So it was beautiful. Nice blue, magenta flame. They loved it. They're like, this is great. The room smells, but it smells great. It's great.

Daylene Long ([50:21](https://www.rev.com/transcript-editor/shared/P5z8cMdqbq8BXov82apKnL8NOECIM7mDf67010LS7PAt6KJtSougzl4JZ1-W7FdK7KwK4Uvi-WifPhBSbfy5HV4c-GQ?loadFrom=DocumentDeeplink&ts=3021.22)):

That's great. Well just one quick last question and then Kim, she'll walk you through the next steps, but you keep that Nassco catalog on your desk. Are there any other catalogs that you keep on your desk to reference?

Manuel Burgos ([50:38](https://www.rev.com/transcript-editor/shared/TKlL0xw65oVw7pcQMNAkegOMZYJUeTUYfW1JvLaiIy7I3VlLf0JyAQD3HuqlFI68HyVHFYPAoD0StD1znn18sQdaaI8?loadFrom=DocumentDeeplink&ts=3038.3)):

Actually, I do have, and they're behind me though. So I have the Flynn catalog and I do have one other catalog that's over there by my filing cabinet. It's on the top of it. It's just a bigger book. It reminds me of the Sears and Roblox, the big huge monster catalog that you used to get.

Daylene Long ([51:00](https://www.rev.com/transcript-editor/shared/RkqyiraXVwy522dqgKiR0CMJVhdvRQ1troOw12T1lhkRmLk9N74BtDAF4vz_tDkC57hbe8dv5se7csxCdKbxkziEYBQ?loadFrom=DocumentDeeplink&ts=3060.41)):

Which one is the big one? Is it you've got Flynn and Nassco, do you have Caroline?

Manuel Burgos ([51:07](https://www.rev.com/transcript-editor/shared/loyCcj1RWNsQxSVkKoJQHQBD6ta5roKVHvo4qzF8P4jyhwmsDjKfC2W1UItqmIrOom_PVUFCGleR39MkZKAisIKQ_xs?loadFrom=DocumentDeeplink&ts=3067.07)):

Yeah, and I have Carolina.

Daylene Long ([51:09](https://www.rev.com/transcript-editor/shared/q-WTWflxR3-jnbsXKChJuXZGl7Ok17nC5FC-2KGgUaqlFaSzJ5_z13X2HTVhOKFCUihg75Dg5uAgg7n-6QMq-GT5RQI?loadFrom=DocumentDeeplink&ts=3069.86)):

Okay. Alright. Well that sounds good, Kim, do you want to walk him through next steps in terms of what to expect?

Kimberly Herder ([51:17](https://www.rev.com/transcript-editor/shared/G1LVl-_QWb6yfI_4Qy0p6YT0aP6KId10iOUWL7aa6hHfvIKVqkCGbBrFKCc1Paxn_bjNQX59wiBsiwZMWJ4cbhMIZCo?loadFrom=DocumentDeeplink&ts=3077.75)):

Yes. Well first thank you. This has been fantastic. In the next day you'll be getting a follow-up email from me and with a attachment. Oh, we said we were sending you a Amazon $95 Amazon gift card. It's actually going to be Visa. Is that okay?

Manuel Burgos ([51:36](https://www.rev.com/transcript-editor/shared/-STnM15z6u8aFf0TDMlUndwOjUvp26BdipBWW9cOmURmCmLRjOkac3nNVSJ5XqbiqWxsoJa9QJhFLUssVpwVTvFYoUM?loadFrom=DocumentDeeplink&ts=3096.95)):

Sure.

Kimberly Herder ([51:37](https://www.rev.com/transcript-editor/shared/-_RXbrhLRg3Yuw8nkq6a9NlcMHx84RcrsW9GFs-d2DWH10ulv_w52v_CdDaBqniUBMvnCnY2eFMuNq4fTfcH_fgzVmk?loadFrom=DocumentDeeplink&ts=3097.91)):

Okay, good. All right. Just wanted to make sure on that. I also, if there's any thoughts, ideas that you think about in the future and maybe tonight I'm one who ponders things, please my information will be on there and go ahead and send that to me. That would be great. And then also if you're interested in, I'm making this call that if you're interested, we'd love to have you participate in future studies as well if you'd like. So just indicate on that as well. Came back. Sure,

Manuel Burgos ([52:13](https://www.rev.com/transcript-editor/shared/9_vIpYB7LKNaC6eOLwkv1hiqJJC0r2SEtMADekxUIpwf2sRn3VTRqQY-Lt6epHiGTD9vN5dTvnIQ9BzucfeYn_tFWPo?loadFrom=DocumentDeeplink&ts=3133.96)):

Not a problem. Whatever. You guys need this side of the coin.

Kimberly Herder ([52:21](https://www.rev.com/transcript-editor/shared/P9SxqnuubEn3L6YTxbpIJtefTifDV6QJprLcE51lDaTTmSLyZF9k6OEI6P1Wt37xm1AK48ujOzBXbkOG0pxr2NZ1828?loadFrom=DocumentDeeplink&ts=3141.59)):

Well, I wish I was in your classroom so

Daylene Long ([52:24](https://www.rev.com/transcript-editor/shared/s-MWhZiHqaL2-26CxxoNhYqIXs2c0Y8autEefDPFkqDGRtp8NXQL4GEag7kUxrX5H4IFQpyPtVEsup37zx_jIZuq2PM?loadFrom=DocumentDeeplink&ts=3144.11)):

I know. Oh,

Manuel Burgos ([52:25](https://www.rev.com/transcript-editor/shared/3fzKlBOgwn7iZuhTKkELrzPElsOyVu5wOHb5tjIsLquHd0F1mBA4mO7NVxve5AuyCGIVu3D6bJm5gPxD-5Ea4TjD2cw?loadFrom=DocumentDeeplink&ts=3145.22)):

I have a lot of my parents when they come in, they're like going, I wish I could come back to school and take your anatomy class. It sounds like so much fun because their kids go back home and they're like going guess what we did today?

Daylene Long ([52:39](https://www.rev.com/transcript-editor/shared/3WDnCJweW_scBxslfDEGDTa_G-Y6KA-g2xvaTjZEzAp84C072tBcZSyqm2pPWG4cydRUAWy1GZvV6T--1cbzfGgHLVg?loadFrom=DocumentDeeplink&ts=3159.53)):

That's awesome. Very good. Well thank you again and thank you for all that you do for teachers and students in science education and man, you've got a busy life working at the hospital on the weekends too. So we just really appreciate your dedication and want to acknowledge that you do make a really big difference other than just blowing things up and getting kids excited. It's wonderful what you do and we wanted to thank you for that.

Manuel Burgos ([53:09](https://www.rev.com/transcript-editor/shared/xhbcUvcfzIG8-NO39stzBTLU2DtGxQ5JGYEm_x9FYEAtKqS4QtpAS3r_pWiC-mgTvLgQVobXqfVwWUKc8c45jGgSTyQ?loadFrom=DocumentDeeplink&ts=3189.02)):

Thank you.

Daylene Long ([53:10](https://www.rev.com/transcript-editor/shared/huKZpQPY5gJ2umL3DfquRXJ51Vq2_hUCCNrChrz9DBvqJ-BD80sPZYLMypy4dWtIRLEojNvd-aM6EW9J1AbxOhMDfmU?loadFrom=DocumentDeeplink&ts=3190.13)):

Yeah. Alright, thank you so much. And you will get the gift certificate and I'll follow up email soon.

Manuel Burgos ([53:15](https://www.rev.com/transcript-editor/shared/LNTQkHhegV11C_lPWBpdTXEraSZoL2owt4ae2t-nPV_fr4yegGyXtm7hOEaGo7hzfHDnabdJ_yqLuHYwMk4lCvY5yQw?loadFrom=DocumentDeeplink&ts=3195.86)):

Alright, great.

Daylene Long ([53:16](https://www.rev.com/transcript-editor/shared/GZefqgcFC7UqD5TSiAx-miWYM4yGBWOWWrN873K-6qm4C0FnBxYu_Jim6BXWipQK8IzV91z3wF_FVOmXqD6c3mqkx_I?loadFrom=DocumentDeeplink&ts=3196.76)):

Thank you. Bye-Bye. Take care

Manuel Burgos ([53:18](https://www.rev.com/transcript-editor/shared/1SE5SczEM25Tt4oIktC1A2pjeuig6xvIcVo7cDc549SLTH8SdGoCg5jWqtB0d_Y2AM00LDbDiegGFcOnimS8-oWaZF4?loadFrom=DocumentDeeplink&ts=3198.19)):

Now. Bye-Bye bye-Bye.