

Nova Scotia Pre-Primary Roll-out

The Project:

In the summer of 2018 for Nova Scotia's Pre-primary Program, LKG delivered furniture and resources to 132 classrooms in 95 schools across Nova Scotia.

From 2018-2021 LKG outfitted just over 350

As a result being awarded the standing offer after a competitive tender pre-primary program classrooms in 253 schools across Nova Scotia.

Challenges:

- Unique classroom spaces in a variety of buildings from those built over a hundred years ago (Lunenburg Academy, opened in 1895) to recently build schools.
- Create a consistency in the quality, look and feel of the furnishings and play/learning resources, regardless of the location.

Halifax

- Create a consistency in the quality, look and feel of the furnishings and play/learning resources, regardless of the location.
- A very narrow delivery window: pre-summer break school cleanup period or just before schools opened in September when children are absent, but schools are open, with staff available to receive goods.
- Some very remote locations, far from forwarding points and population centres.
- Make it easy for local staff to unpack and arrange in the room quickly and easily.
- With a one-time, large investment, open-ended materials needed to be durable, proven, that would stand the test of time.
- Make it easy to report issues and problems, to avoid customer service bottlenecks.



CASE STUDY



Mealtime Mahone Bay



Hollow blocks in Lunenburg

Solutions:

All furniture and play resources

Regular meetings with the team in Nova Scotia, including face to face to plan, assess progress and shepherd the project.

The team in Nova Scotia selected high quality maple and Baltic Birch wood furnishings with many open-ended play resources. This created a consistent natural look and feel to all the classrooms.

This included:

- **Hardwood play kitchens with utensils, dish sets and play food**
- **Dramatic play areas with costumes, phones and cash registers,**
- **Hollow and unit blocks, LEGO, puzzles, dolls, cars and trucks**
- **Rugs, rest mats, drying racks, carts, modelling clay**
- **Sand and water tables, light cubes science sets, magnifying glasses, measurement tools**

Assigned dedicated team operations, communications, customer service and single senior point of contact (Sales Manager).

Created dedicated web page for the new classrooms products ordered with support documentation, images, descriptions etc.

- A printable product list for reference with names, pictures and SKU's
- Instructions and online forms for reporting issues:
 - damaged products
 - products sent in error
 - missing items

CASE STUDY



The Furniture

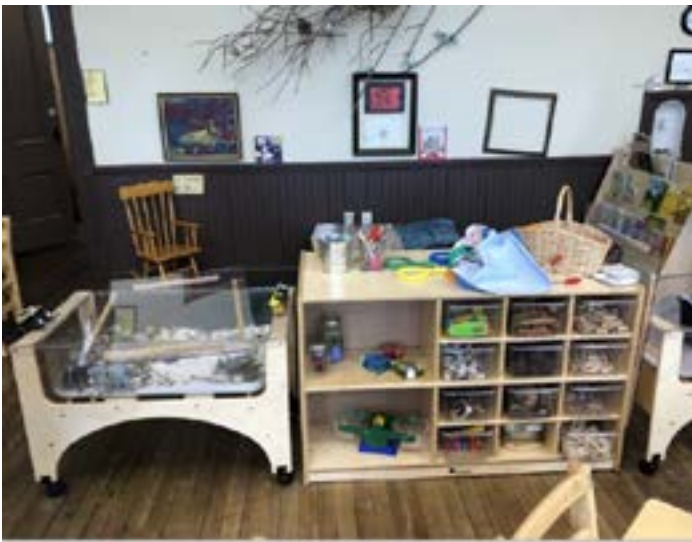
All lifetime warrantied, no assembly wood furniture, for a consistency of look and feel to the different settings. Mobile and flexible so teams could easily position in the room to adapt to local needs.

Community Playthings

- Cubbies, easels, tables, drying racks
- Cubbies made of solid maple hardwood sustainably harvested in eastern North America
- Easily adaptable to local needs
- All wood furnishings for an inviting natural look, consistently in all rooms.

Baltic birch wood furniture:

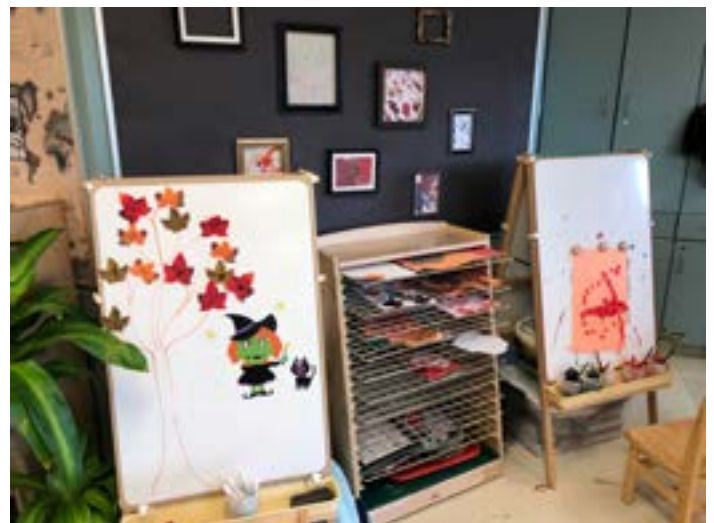
- Durable
- Natural UV resistant finishes
- Castors for mobility



Lunenburg



Halifax



Art & crafts, Chester

CASE STUDY

Classroom Tables and MultiTables by Community Playthings

- Heat sealed extra durable laminate on all sides including bottom for long life.
- Variety of shapes and sizes.
- Legs pushed to outer corners accommodates maximum number of students and wheelchairs and walkers.
- Heavier Classroom Tables for more permanent positioning.
- Tool-free quick adjustable legs, easily adapts to community needs including wheelchairs and walkers.



**Classroom Tables with Quick Adjustable Legs
And Ladder Back Chairs in Lunenburg**



Halifax

Ladder Back Chairs

- Fully assembled
- Solid hardwood construction
- Finished with easy-clean, natural lacquer that protects against scratching and staining
- Saddle seat with safety-spaced rails.
- Angled legs for stability, with front, side and back leg braces for strength



Mahone Bay

CASE STUDY



Fulfillment Services

- In 2018, in one period of 17 business days LKG delivered to over 125 Nova Scotia classrooms,
- In deliveries of 4 to upto 24 skids
- 745 skids in total



Skids of boxes, ready to go to Nova Scotia classrooms.

- Goods packed, labeled and organized consistently for easy unpacking, organizing
- Organized small play resources in single boxes labeled with contents:
 - Over 90 skus per classroom
 - 4+ skids of goods per classroom
- Received po's on June 13, 2019 and 2 business days later we started shipping (Monday, June 17th)
 - When additional classrooms ordered in September, we were able to ship 86% of the goods the next day
 - Largest delivery: 26 skids
 - Smallest delivery: 1 skid
- Shipped: 571 skids total
- Sourcing equivalents for discontinued items for consistency in classrooms implemented in different years of roll-out.

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Art studio Mahone Bay



Art studio, different classroom in Mahone Bay.



Chester entrance with pre-school cubbies



**Cubbies in Dramatic play area
Mahone Bay**



Dramatic Play, Chester



Dramatic Play area Lunenburg



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Nshwaasnangong, Large Child Care

The Project:

Nshwaasnangong, Indigenous Child Care & Family Centre in London, Ontario, operated by Southwest Ontario Aboriginal Health Access Centre (SOAHAC).

Catering to urban indigenous families in a spectacular and unique building designed to reflect Indigenous heritage and culture.

Childcare for up to 88 children in 5 rooms:

- 1 Infant
- 2 Toddler
- 2 Preschool

Plus an EarlyON room



"The design is an aboriginal design in the shape of a turtle...so the children are hugged and they feel mother earth"

Jan Martin, Director of Indigenous Relations for SOAHAC

Challenges:

1. Furnishings that reflect and compliment the unique building design:

- Great deal of wood throughout the building
- Unconventional wedge shaped rooms.

2. Flexible environment

- To adapt with growing community in a new centre
- For earlyON room to change regularly throughout the week to continually reengage children following the changing interest of the child

3. Compliment, support and not overwhelm the Indigenous cultural objects, art and play materials that are the primary focus

4. Large opening in a new build in COVID pandemic conditions for a ribbon cutting deadline



CASE STUDY



The Furniture

Predominantly Community Playthings Roomscapes:

- Mostly made of solid maple hardwood harvested in Northeast North America
- Mobile storage, for easy, quick reconfiguration of learning areas
- Easy post and panel connections, for a variety of configurations and angles
- Some curved storage units.

EarlyON room maximizes flexibility of the Community Playthings Roomscapes to quickly customize the room for different activities,

Fullfillment Services

- Assembled product in our warehouse over several months
- Two truckloads with 14+ skids with over 1600 individual items.
- Team of 5 worked for 3 days on sight to unpack and setup rooms and learning areas in preparation for ribbon cutting for September 16th.
- Team returned for second smaller delivery in October.

Solutions:

In close consultation over several weeks, LKG created room plans with furniture and play resources for each room and their learning areas.

Including:

- Play kitchens
- Dress-up centres and costumes
- Modelling clay, crayons and paper
- Carpets and mats
- Push bikes, trikes and Kindervans
- Board books and puzzles
- Dolls and puppets
- Food and cooking sets
- Unit, hollow and Tegu blocks



EarlyON room for mixed ages



EarlyON room. With the Roomscapes systems of interconnecting furnishings with hidden wheels, the learning area can easily be reconfigured.

CASE STUDY

Nshwaasnangong, Indigenous Child Care & Family Centre



EarlyON room: Child's Armchairs and Glider from Community Playthings



Preschool room: Hollow Blocks, Villagers Fire Truck and shelves from Community Playthings



EarlyON room: Toddler Gym and Child's Armchairs from Community Playthings



Toddler room: Preschool Sofa and Chair



Toddler room: Translucent shelves from Community Playthings



Toddler room: Woodcrest table and chairs by Community Playthings

CASE STUDY



Infant Room with Mealtime Chairs



Toddler Room with Community Playthings
Quarter Circle Tables



Infant Room



EarlyOn Room with mobile Library Rack by
Community Playthings

6000 Packed Backpacks

The Project:

In response to COVID lockdown, Affiliated Services for Children & Youth (ASCY), Hamilton decided to send home to 6000 students a backpack with specially selected resources to help with home schooling.

They wanted to go beyond books and crayons and support a variety of curriculum areas through play, reflecting EarlyON practice, including STEM, creative arts and socio/emotional wellbeing.

Challenges:

1. Maximizing value to a specific per backpack budget
2. Product selection: mix of learn at home, recreational, energetic play and creative arts items
3. Product sourcing: LKG had to source safe, available options in the middle of COVID when many suppliers were closed and/or under staffed
4. Meeting a tight deadline
5. Customer had limited receiving, working and storage space for assembling and final distribution to their children
6. Many items available only in multi-packs

“Originally they asked to have everything delivered to their office. But we’ve got a 2000 pound skid... and that’s just the clay! They didn’t have doors that could handle a skid let alone the space to sort and organize hundreds of boxes of stuff.” *Cathy Elliott, LKG Senior Sale Representative*



“We planned it together: where to deliver it, a space that was big enough; when to do it, so they had the staff and everything ready to handle it.” *C. Elliott*

Solutions:

The team brainstormed and together with LKG’s feedback were able to narrow down a list that included

- 6x9" Clipboard
- Skipping rope
- Scoops
- Small magnifying glass
- Chiffon Scarf
- Pastels
- Charcoal
- Oball,
- Small animals
- Plush toy
- Construction paper
- Tempra paints
- Crayons
- Clay

Customer sourced backpacks, books and some other items.

LKG sourced items in quantity for maximum purchasing power and value. e.g. Magnifiers pack of 10 broken down to 1 per backpack.

Many special order items were specifically sourced for this project.

LKG broke up the delivery into smaller shipments and planned for the boxes to be brought in by hand.

All items were shipped to the LKG warehouse for consolidation over a month and then delivered in 3 stages via a preferred carrier partner we rely on for special projects. Then ASCY collated and packed the backpacks at the professional resource centre.

Materials for backpacks had to be delivered in three stages so that they had the space to pack individually. Then they sorted it at the resource centre for final delivery to the children.



Wow! I cannot believe we are at this point! Our last order was delivered seamlessly yesterday, (the delivery team) were absolutely amazing! We were so happy they were able to complete all three deliveries. We couldn’t have done this project without you. Your guidance with volume of items, quality of all items and coordination of delivery was huge.

S. Licop RECE, Professional Resource Librarian