

“We have rooms full of resources which we hardly use, but we use your resources every day!”

Lynda Collins, Learning Support Coordinator, St Andrew's College



Product Guide

October 2009

A leading New Zealand Retailer
of specialist software and teaching resources

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www.learningstaircase.co.nz

Steps to Literacy & First Steps

Steps to Literacy is a remedial literacy course for learners with reading/spelling ages of between 7 and 10. Materials and illustrations are non age-specific and the course is therefore suitable for learners from 8 years of age to adult.

The course is based on four pupil workbooks and a Teacher Manual. It can be used with Wordshark (specialist software programme) to provide extra reinforcement or independently. A complete **Resource Kit** with supporting game and activity materials, plus a manual of supplementary photocopiable worksheets, is available for Step 1.

First Steps is the 'starter' course, which takes learners from a pre-literate or early literacy stage up to the point where they can start on Steps to Literacy. The first stage of First Steps is Workbooks A, B and C, which develop a sight vocabulary for reading, as well as addressing all of the processing skills. Workbooks include letter/sound knowledge, letter formation and handwriting practice. The second stage will be Workbooks 1 – 4, which are currently in production.

There is a **First Steps Resource Kit** which accompanies Workbooks A, B and C. As well as hundreds of games and activities, the kit includes teaching instructions for the workbooks. We recommend that the Resource Kit is essential for this level of the course, since pupils at this stage need a huge amount of reinforcement. The course is designed to achieve a very rapid improvement. Consequently, it is crucial that sufficient reinforcement is provided through games and/or software (Wordshark or our new software programme, Steps).

Steps to Literacy and **First Steps** are intensive 'catch-up' courses, designed to achieve an increase of at least 3 years in reading/spelling age over the period of a year's tuition. The courses are multi-sensory and provide considerable reinforcement in different ways. They are intended to build the processing skills involved in literacy, as well as cover the phonic and orthographic knowledge needed. All vocabulary is covered in context and the **Steps to Literacy** level of the course includes reading passages, dictations and proof-reading.

"I use the 'Steps to Literacy' Programme on a daily basis with children who experience difficulty in processing a number of skills in literacy. As a supplementary resource to Wordshark, I believe it is invaluable – the two used together form a very effective teaching tool."

Cherie Gordon, tutor

Key Features

- Suitable for use by schools, specialist tutors and parents.
- Enables 'specialist' teaching approach to be used effectively in small-group situations.
- Develops the processing skills involved in literacy, including visual and auditory memory, sequencing, phonological awareness, visual discrimination and verbal reasoning skills.
- Presents and practises material in a variety of ways, including reading and writing in context, proof-reading and dictations.
- Includes Schonell spelling test to estimate correct starting point and evaluate progress
- High quality materials are easy to use and eliminate time-consuming photocopying and the need to 'search' for suitable worksheets.
- Popular with pupils – provides variety and a range of enjoyable activities
- Has a strong emphasis on developing language awareness, vocabulary, comprehension and verbal reasoning skills.



Workbooks - Individual orders:

\$13.30 (+ gst)

\$15.00 (incl gst)

School Price (Min. Order 10):

\$11.50 (+gst)

\$12.95 (incl gst)

Schools Starter Pack – includes 40 workbooks (any combination of levels) plus 2 Teacher Manuals. Specify Steps to Literacy or First Steps (or combination!)

\$480 (+ gst) \$540 (inc gst) Save \$70 on full price.

Step 1 Resource Kit (Wordcards, gameboards, dozens of game ideas. Also includes photocopiable supplementary resource manual.

\$150 (incl gst)

First Steps A,B,C Resource Kit (contents as above)

\$150 (incl gst)

Steps to Literacy Teacher Manual - The Teacher Manual is a comprehensive but clearly written guide to using the course. Every activity is explained and examples and answers given. There is guidance on which level to start with and how to provide sufficient reinforcement. The Manual is suitable for specialists and non-specialists. There is a separate Teacher Manual for Steps to Literacy and First Steps.

Excl. GST - \$40

Incl. GST - \$45



Steps to Literacy

Ashburton College - First Trial Data 2006/7

Pupil	Length of Tuition	Improvement		
		Spelling Age	Reading Age	Reading Comprehension
A	8 mths	7 mths	1 yr	2 yrs
B	1 yr 3 mths	10 mths	2 yrs 6 mths	2 yrs 8 mths
C	1 yr 1 mth	2 yrs 9 mths	1 yr 6 mths	4 yrs 8 mths
D	1 yr 1 mth	1 yr 8 mths	1 yr 4 mths	1 yr 9 mths
E	1 yr	2 yrs 4 mths	-	-
F	4 mths	1 yr 7 mths	8 mths	10 mths
G	1 yr 6 mths	3 yrs 5 mths	1 yr 3 mths	4 yrs 3 mths
H	1 yr 1 mth	1 yr 2 mths	8 mths	0
I	1 yr 5 mths	1 yr 3 mths	0	1 yr 2 mths
J	1 yr	11 mths	3 yrs	2 yrs 6 mths
K	5 mths	10 mths	10 mths	1 yr
L	5 mths	1 yr 6 mths	1 yr	1 mth
M	6 mths	2 yrs 6 mths	-	-
N	1 yr 3 mths	3 yrs 11 mths	-	-
O	4 mths	1 yr 9 mths	4 mths	-
P	1 yr 5 mths	1 yr 8 mths	2 yrs 3 mths	4 yrs
Average gain per month of tuition		2.37 mths	1.63 mths	2.14 mths
Equivalent gain per year		2 yrs 9 mths	2 yrs	2 yrs 8 mths

What users are saying about our Steps Programme – other testimonials can be supplied on request!

“The Steps programme is fun – it’s easy to use and the children with serious literacy difficulties experience real success! Their confidence increases with their ability!”

Dianne Anderson, Director Kip McGrath Howick

Please see the Computer Software section for information about our new Steps software programme – free month’s trial available!

School's Resource Pack

Everything you need to develop phonological awareness, other key processing skills and early literacy. Includes all the individual resources listed below.

"I use these resources daily and would recommend them as important tools for your lessons. The children love the colourful, clear pictures. Pupil comments I've heard are: "Wow!, Great! Cool!"

- Rosemary Kraushaar, speech/lang therapist

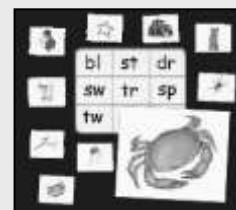


\$302.22 (+ gst) \$340 (incl gst)

Jigsaw Set - Set of 9 Jigsaws, each with a base board plus 9 picture cards. Cards are placed upside down on the correct square. When complete, the pupil flips over the cards and an animal picture will be revealed. Set covers initial and final sounds, initial and final blends, short and long vowels and a selection of vowel digraphs

Enjoyable self-correcting activities to reinforce your teaching!

\$53.30 (+ gst) \$60.00 (incl gst)



Alphabet Set – Five alphabet card sets, including lower and upper case (vowels in red, consonants in blue), one pack with picture and letter and two sets of alphabet picture cards. Set includes extensive game and activity suggestions. Packs can be used with our wipe-clean gameboards, which enables a much greater variety of activities.

\$42.60 (+gst) \$48 (incl gst)



Rhyme Pack - A set of 40 picture cards including 10 different rhymes (4 cards for each rhyme). A range of game ideas are included. The pack can be used independently or with our gameboard range.

This pack is also ideal to use for memory activities and for breaking words into individual phonemes.

\$16 (+ gst) \$18.00 (incl gst)



Syllables Pack - A set of 25 picture cards including 5 cards each for 1, 2, 3, 4 and 5 syllable-words. A range of game ideas are included. The pack can be used independently or with our gameboard range.

\$14.20 (+ gst) \$16.00 (incl gst)



Months and Days Pack - Pack of cards including two sets of days of the week (enabling matching / memory games) and a set of months and seasons. The months are colour coded to the southern hemisphere seasons.

\$12.40 (+ gst) \$14 (incl gst)



Short Vowel Set - Extensive range of games concentrating on short vowel awareness. Boxed set contains a game pack (35 picture cards) with 7 cards for each short vowel sound, a set of SWAP cards (enables a greater variety of games), 12 bingo boards at 3 different levels of difficulty, a set of 27 small picture cards for bingo games, a wipe clean pen, plus game / teaching instructions and ideas.

\$40 (+ gst) \$45 (incl gst)



Gameboards Collection - A range of 6 wipe-clean gameboards for use with any of our other resources or your existing materials. Comes with comprehensive teaching instructions, game suggestions, pen, dice and counters.

\$88.90 (+ gst) \$100 (incl gst)
Gameboards are available individually at \$25 each including postage.



Vowel Ladder Sets 1 & 2 - Our star resource! Each set contains a total of 48 different game cards to develop phonological awareness and an understanding of spelling patterns. An incredibly effective and enjoyable game idea.

Set 1 includes three levels covering short vowels, silent e pattern and vowel digraphs.

Set 2 has 4 levels, covering vowel digraphs, 'r' modified vowels, 'er' sounds.

"This is one of the most effective game ideas I have come across! Thank you!"

- **Karen B, specialist tutor**

\$40 each (+ gst) \$45 each (incl gst)



Stargame Resources

The Stargame series is a series of enjoyable and highly effective wordgames to reinforce spelling patterns, decoding, sight vocabulary and language use. Each Stargame needs 4 sets (9 cards each) of spelling patterns, word families or sight vocabulary words. You also need 9 x-change cards and one Starcard for each game (playing cards). These can be purchased separately or included in the price (add \$2). To keep prices down, we do not package each set separately. From experience, we know that tutors like to have a box which contains their whole collection. We can supply a sturdy plastic box with dividers for \$20. We also have a laminated cardboard box for \$7.50, also with dividers. Custom games also available at \$5 extra – contact us for details. A sample of existing word families/spelling pattern lists are below (full details on the website):

Each set - \$2.50 (incl gst) Buy any combination of sets – one set of playing cards needed for every 4 sets of wordcards. Remember, you need 4 sets for a game. *See our website for further information.*

Short vowel	✓	Set	Blends	✓	Set		✓	Set		✓	Set		✓		✓
1	a	10	bl-		20	pl-		30	tw-		40	sh-		50	-nt
2	o	11	br-		21	pr-		31	scr-		41	th-		51	-ai-
3	i	12	cl-		22	sc-		32	spl-		42	wh-		52	-air
4	u	13	cr-		23	sl-		33	spr-		43	-ck		53	-alk
5	e	14	dr-		24	sm-		34	squ-		44	-ft		54	-ar-
Silent e		15	fl-		25	sn-		35	spr-		45	-mp		55	-are
6	a-e	16	fl-		26	sp-		36	squ-		46	-nch		56	-au-
7	o-e	17	fr-		27	st-		37	str-		47	-nd		57	-aw-
8	i-e	18	gl-		28	sw-		38	thr-		48	-ng		58	-ay
9	u-e	19	gr-		29	tr-		39	ch-		49	-nk		game cards	

Language Development Series



The Language Development Series is a range of individual game/resource packs designed to develop different aspects of language awareness.

The aim is to provide a wide variety of activities to practise the same vocabulary set. This means that the game packs are also effective in developing sight vocabulary, vocabulary knowledge and language use, as well as the main focus, which may be a grammar or language point.

All packs are suitable for any age group and are of particular interest to schools, SLD tutors, ESOL tutors, speech-language therapists and adult literacy.

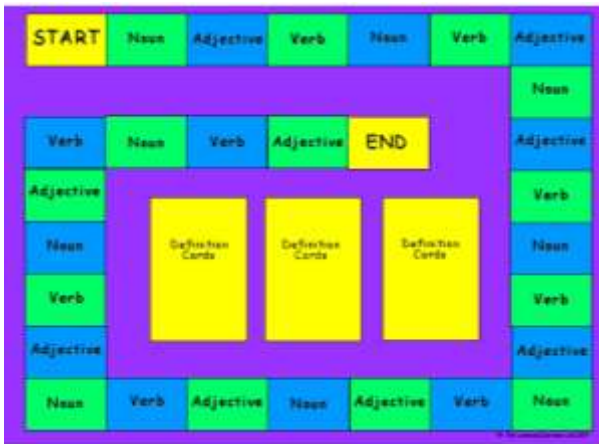
The packs include a laminated gameboard, sets of playing and word cards and a resource booklet with teaching notes and a variety of photocopiable resources.

This includes reading passages with questions to develop both reading and listening comprehension, cloze exercises, crosswords, wordsearches, further game ideas and photocopiable gameboards, all using the same core vocabulary.

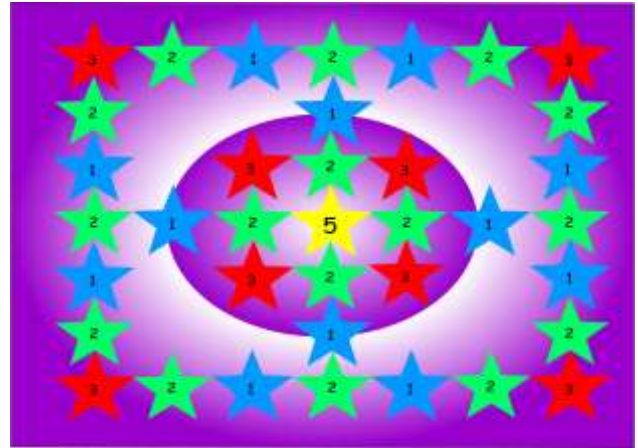
All packs include the Stargame, which is a highly enjoyable and effective word game for groups of up to 6 pupils at a time.

Sample Gameboards

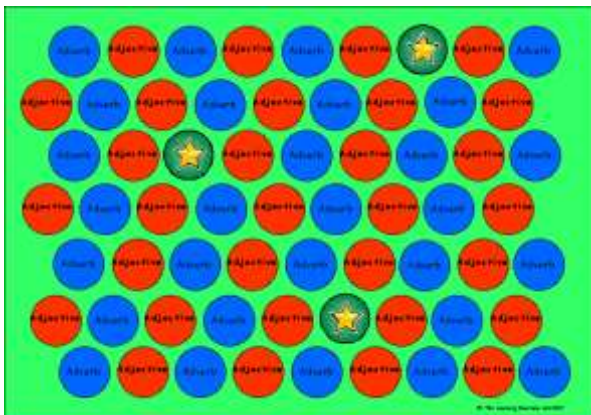
SS1 - Nouns, adjectives and verbs (A)



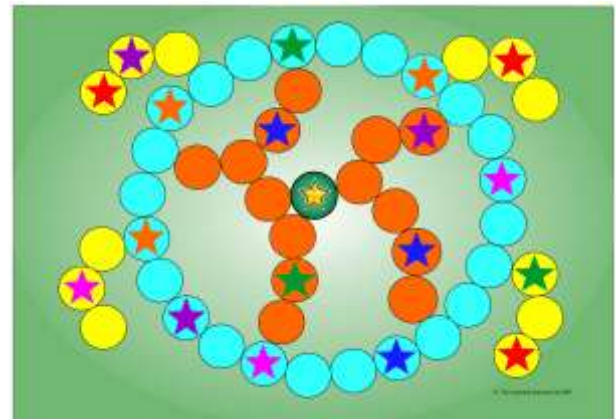
VOC1 – The ‘Not Nice’ Pack (C)
(developing expressive language)



SS3 - Adjective or adverb? (B)



HF 2 – High Frequency Words (B)



SPECIAL! 10% discount for orders of 3 or more		
Reference	Pack name	Each
SS1	Nouns, Adjectives and Verbs (A)	35.00
SS2	Nouns, Adjectives and Verbs (B)	35.00
SS3	Adjective or Adverb? (B)	35.00
SS4	Comparatives (B)	35.00
HF1	High Frequency Words 1 (A)	37.50
HF 2	High Frequency Words 2 (A)	37.50
HF 3	High Frequency Words 3 (A)	37.50
HF 4	High Frequency Words 4 (A)	37.50
VOC 1	The ‘Not Nice’ Pack (develop expressive language) (C)	35.00

Computer Software

Steps – The first NZ literacy software (at this level)

Steps is a NZ remedial literacy programme which is suitable for all ages and levels. It caters for dyslexic learners and those who just need additional reinforcement. The programme provides a huge amount of practise, which is also designed to develop the processing skills involved in literacy.

Steps reinforces the popular *Steps to Literacy* and *First Steps* remedial literacy programmes, but it is also possible to 'dip into' the General section to support any other resources. There is also a 'self-teach' programme, for learners who do not have access to tutoring.



Home edition (up to 5 learners)	\$140 (incl GST)
Tutor edition	\$180 (incl GST)
Network edition (unlimited users/computers)	\$300 + gst pa

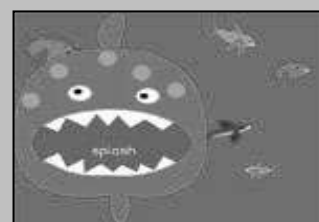
PC only (at present!)

Wordshark 4 – The leading literacy programme in the UK and NZ. It offers 55 different games which use sound graphics and text to teach and reinforce word recognition and spelling. Designed for learners with processing difficulties (dyslexia, etc), but can be used with a wide range of students, including extension. Over 10,000 words, including subject vocabulary.

Single User CD and Manual:	\$173.30 (\$195 incl. GST)
School pack - (3 CDs and manual):	\$440 (\$495 incl. GST)
School pack - (5 CDs and 2 manuals):	\$706.67 (\$795 incl. GST)
Network Version - 10 users:	\$1137.80 (\$1280.00 incl. GST).

Ask for quote for 10+ users.

PC and Mac



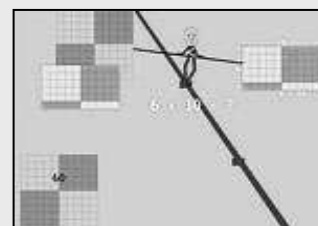
Network versions work on PC **OR** Mac, not both. Please choose wisely and specify which one you are ordering.

Numbershark 4 - This addresses many of the difficulties which lead students to dislike maths, including poor short term memory, attention span and sequencing skills. Multi-sensory presentation develops a genuine understanding of maths. Covers all the key numeracy principles, including fractions, decimals and negative numbers.

Single User CD and Manual:	\$164.44 (\$185 incl. GST)
School pack - (3 CDs and manual):	\$404.45 (\$455 incl. GST)
School pack - (5 CDs and 2 manuals):	\$617.78 (\$695 incl. GST)
Network Version - 10 users:	\$1137.80 (\$1280 incl. GST)

Network version available up to 40 users: Ask for quote

PC and Mac



Memory Booster – Teaches and demonstrates key memory strategies and provides structured practice. This takes a child through enjoyable exercises to develop and extend learning skills. It's also adaptive - automatically or manually adjusted to the abilities of each child.

Home Version (4 Users) with Manual:	\$75.50 (\$85 incl. GST)
Single User CD (28 Users) and Manual:	\$142.20 (\$160 incl. GST)
Site License (Unlimited):	\$550 (\$618 incl. GST)

PC only



Type To Learn 4 – Specialist touch typing programme designed for learners with difficulties, but appropriate for all levels including adults. Developed by a proven, research-based keyboarding curriculum. Used by 15 million pupils since 1985, Type To Learn 4 integrates lessons, activities, reviews, and practice into a comprehensive learning cycle. Includes comprehensive spelling programme and sentence/paragraph level exercises. The manual is on the disk.

Single User CD: \$160.00 (\$180.00 incl. GST)
 School pack - (5 CDs): \$444.45 (\$500.00 incl. GST)
 Network version - (Unlimited): \$1351.11 (\$1500.00 incl. GST) **PC and Mac**



Lexion – A very comprehensive computer based system for developing reading, writing, spelling, phonological awareness and memory in students with dyslexia, aphasia, or language related learning disorders. Suitable for use by Specialist Literacy teachers, SPELD, ORRS, RTLB, TOD, etc. Software tests students, creates graphs and charts and generates appropriate exercises. *Note: Not to be confused with Lexia (US programme).*

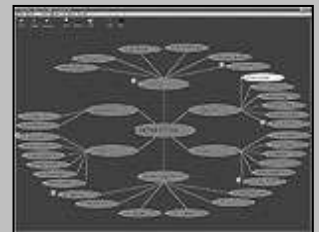
Single user license \$850 (\$956.25 incl gst)
 Additional teacher license \$165 (\$185.60 incl gst)
 Private tutor \$650 (\$731.21 incl gst)

PC only

Thinksheet - Turning thoughts into writing, Starthink teaches learners to brainstorm, mindmap and plan essays and assignments. Includes extensive materials bank which can be used for sequencing or planning activities. Starthink is perfect for revision, for dyslexics, for preparing talks, writing etc.

Single User CD and Manual: \$155.55 (\$175 incl. GST)
 Unlimited Network License available: Ask for quote

PC only



Earobics - Comprehensive phonological awareness programme with over 300 levels. Also develops auditory memory and listening skills. Two versions available for each of these age ranges:

	Family	Clinicians
Step 1 4 – 7 years	\$150 (\$168.75)	\$685 (\$773.63)
Step 2 7 – 10 years	\$150 (\$168.75)	\$685 (\$773.63)
Adolescent and adult version	\$150 (\$168.75)	\$685 (\$773.63)

Family - Up to 3 users, ideal resource for home use.
 Clinicians - Ideal for schools, speech / language therapists, specialist tutors. Full teaching and record keeping facilities. Up to 13 users. Not a Network Version.

Prices in brackets include GST.

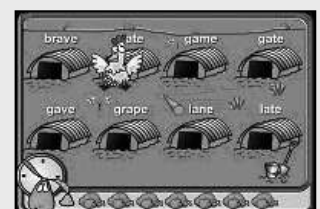
PC and Mac



Nessy - Nessy is an interactive, multimedia resource which develops reading, spelling, writing, study skills and memory. The 12 onscreen games that students love are reinforced by thousands of printable resources, reducing teacher preparation time! Although designed to help those with SLD, the resources can be used with a variety of learners of all abilities from 4 – adult.

Single User - \$320 (\$360 incl. GST)
 Three Users - \$785 (\$883 incl. GST)
 Five Users - \$999 (\$1124 incl. GST)
 Games Player - \$60 (\$67.50 incl. GST) Includes all games, but no printable worksheets
 (Note: Games Player is Mac-compatible)














PC only



Assessment Software

This is a brief summary of our main assessment and screening packages. A comprehensive brochure is available on request, which also gives network prices. Demo disks are available. Please specify Primary ages or Secondary/Adult ages.

Please note that Lucid programmes are only PC compatible (not Mac).

Product	Ages	Primary Age Products
	4 – 15	Quick screening for dyslexia. Takes approximately 15 minutes per person and identifies a range of learning difficulties.
	4 – 5 ½	Quick baseline assessment of literacy, mathematics, communication skills, personal & social skills. Assesses school readiness.
	4 – 8	Cognitive profiling – memory (auditory & visual), phonic skills phonological awareness, auditory discrimination
	8 – 11	Cognitive profiling plus attainment & non-verbal ability – memory, phonic skills, phonological awareness, reading, spelling, non-verbal reasoning
	4 – 8	Quick assessment of ability for readers and non-readers (verbal reasoning, visual discrimination & spatial awareness)
	7 – 12	Gives accurate indication of intellectual potential and identifies major language or visual perceptual difficulties.
	7 – 11	Quick screening assessment for visual stress / discomfort, Meares-Irlen, scotopic sensitivity syndrome
		Secondary Age Products
	11 – 17	Quick screening assessment for visual stress / discomfort, Meares-Irlen, scotopic sensitivity syndrome
	11 – 16	Quick assessment of ability for readers and non-readers (verbal & non-verbal reasoning). See above.
	4 – 15	Quick screening for dyslexia. Results export to / integrate with Lucid CoPS, LASS Junior and Secondary
	11 – 15	Cognitive profiling – memory, phonic / phonological, reading, spelling, non-verbal reasoning. Identifies learning disabilities. Manual provides teaching guidance.
		Adult 16 + Products
	16 +	Quick screening for dyslexia in higher education or equivalent. Includes non-verbal reasoning
	15 +	Quick screening for dyslexia which covers all ability levels.. Includes verbal and non-verbal reasoning, which also indicates major language/visual perceptual difficulties.

Lucid Price List

Prices include professional support and back-up. Users may e-mail or fax reports to us for verbal feedback or advice from an education specialist or psychologist where necessary. Alternatively, we can provide written reports and recommendations at a nominal charge. Training can be provided as requested – contact us for a quote.

Network Version Prices available on request.

Prices are in NZ \$ and do not include GST or packaging (p&p \$10). Assessment software is ordered individually from the UK. Delivery normally 2-3 weeks.

Stand-alone CD	Ages	1 yr licence	3 yr licence	5 yr licence
Lucid Rapid	4 - 15	\$240	\$480	\$720
Lucid Baseline	4 – 4 ½	\$180	\$315	\$445
Lucid CoPs	4 – 8	\$320	\$660	\$980
LASS Junior	8 – 11	\$299	\$599	\$899
LASS Secondary	11 - 15	\$379	\$779	\$1159
Lucid Ability 4 – 8	4 - 8	\$215	\$400	\$600
Lucid Ability 7 - 12	7 - 12	\$215	\$400	\$600
Lucid Ability 11 – 16	11 - 16	\$215	\$400	\$600
LADs	16+	\$469	\$1050	\$1560
LADS Plus	16+	\$575	\$1230	\$1830
Lucid VISS	7-11	\$225	\$425	\$625
Lucid VISS	11-17	\$225	\$425	\$625

