

# District School Board of Pasco County

## Bid Recommendation

<b>Bid Title</b>	PE Supplies "Discount" Catalog – District Wide		<b>Number of Vendors Notified</b>	85
<b>Bid Number</b>	11-074-DR		<b>Number of Bids Distributed</b>	25
<b>Date Solicited</b>	February 2, 2011		<b>Number of Vendors Bidding</b>	17
<b>Date Opened</b>	March 10, 2011		<b>Number of Formal "No Bid" Responses</b>	8
<b>Date Board Presentation</b>	April 19, 2011		<b>Funding Source</b>	General
<b>Total Savings</b>	<b>\$22,000.00</b> Estimated		<b>Grand Total of Bid (First year estimate)</b>	<b>\$90,000.00</b>

**Recommendation:** Recommend acceptance of bids as noted on attached bid tabulation sheet as lowest and best responsive, responsible bids meeting written specifications.

**Term of Contract:** This bid is for the entire District's "as needed" requirements for physical education supplies requested by the CIS Department. The percentage bid is firm and fixed for the term of the bid (catalogs may be updated in January and July of each subsequent year.) This is the first year of a three-year bid renewable annually by mutual consent of both parties. The first year contract period is July 1, 2011 through June 30, 2012.

**Notations and Exceptions:** This is a multi-award bid (up to six vendors) based on a weighted point system which considers, discount, inventory, references and on-line ordering. The award is determined by ranking the vendors highest to lowest based upon the largest number of points. The following companies are recommended for award: Greg United Sports (145 points), BSN Sports (135 points), Nasco (122.5), S & S Worldwide (115), Pyramid School Products (112 point), and Allen Sports Center (107.5 points).

Recommend rejection of bids from Alert Services, Aluminum Athletic Equipment, Lakeshore Learning, Promaxima Mfg., Riddell All American, Rogers Athletics Company, School Health Corporation and Seating Contractors for failure to meet the specification for sufficient catalog inventory of PE related items; as there were not enough items to analyze for bid evaluation purposes.

Total savings were based on past usage.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

**Bids Evaluated By:** Sean Brock, Supervisor of CIS

**Bids Prepared By:** Gail Fowler, CPPB, Buyer

**Reviewed and Authorized By:** Kendra D. Goodman, CPPB, Purchasing Agent 

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Alert Services, inc.	Allen Sports Center
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P.O. Box 1088	6585 Seminole Blvd.
BID #: 11-074-DR		San Marcos, TX 78667	Seminole, FL 33772
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	20% Catalog list prices; 15 % Off Catalog List prices for Equipment, No more than 10% off J & J regardless of quantity	5%
	Catalog Name:	Alert Services Inc., Athletic, First Aid Medical Supplies	<b>Allen Sports Center</b>
	Date:	Summer 2010-Spring 2011	<b>Spring, 2011</b>
	Quote #	NA	NA
	Exclusions to F.O.B. Destination:		<b>Bleachers, benches, weights, scoreboards, wall padding, mats, game tables, items marked with freight icon in Catalog</b>
	Exclusions from Proposal:	Catalog discount does not apply to \$125 charge to paint pump boxes on Oh-A-Sis 20 Gallon & Station; Quoted Discounts are subject to change. Order under \$50 will be subject to a \$5.00 minimum sales service charge.	NA
	On-Line Ordering:	NA	NA
	Vendor able to offer online ordering:	No	<b>No</b>

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Alert Services, inc.	Allen Sports Center
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P.O. Box 1088	6585 Seminole Blvd.
BID #: 11-074-DR		San Marcos, TX 78667	Seminole, FL 33772
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?		
	If so, what is URL?		
	If yes to customization, how long will take?		
	Can all of the data points be met?		
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	0	37.5
B	Vendor Inventory                    MAXIMUM 20 POINTS	0	20
C	References                            MAXIMUM 50 POINTS	0	50
D	On Line Ordering                    MAXIMUM 5 POINTS	0	0
	TOTAL	0	107.5

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Aluminum Athletic Equipment	Sports Supply Group: BSN/US Games
RFP TITLE: Physical Education Equipment Supply Catalog Discount		1000 Enterprise Drive	P.O. Box 49
BID #: 11-074-DR		Royersford, PA 19468	Jenkintown, PA 19046
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	10%	10%
	Catalog Name:	AAE Master Catalog	<b>BSN Sports/US Games Spring, 2011 3065181-2011</b>  <b>Inside Delivery Charges for all Truck Shipments will be 17% of the order. Non-standard shipping and handling will require additional charges. If you add freight to your purchase order, you will be billed for freight. Freight charges cannot and will not be reversed once processed.</b>  <b>See Attachment</b>
	Date:	2/21/11	
	Quote #	AAE Ref #110178	
	Exclusions to F.O.B. Destination:		
	Exclusions from Proposal:	Crossbars, Vaulting Poles, Multi-Purpose Tower, it Form Systems, Donkey Press Box	
	On-Line Ordering:	NA	
	Vendor able to offer online ordering:	No	Yes

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Aluminum Athletic Equipment	Sports Supply Group: BSN/US Games
RFP TITLE: Physical Education Equipment Supply Catalog Discount		1000 Enterprise Drive	P.O. Box 49
BID #: 11-074-DR		Royersford, PA 19468	Jenkintown, PA 19046
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?		<b>Yes, Virginia Beach Public Schools. Info in References. www.bsnsports.com &amp; www.usgames.com 2-3 weeks after notice</b>
	If so, what is URL?		
	If yes to customization, how long will take?		
	Can all of the data points be met?		
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	0	60
B	Vendor Inventory    MAXIMUM 20 POINTS	0	20
C	References    MAXIMUM 50 POINTS	0	50
D	On Line Ordering    MAXIMUM 5 POINTS	0	5
	TOTAL	0	135

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Cannon Sports	Gopher Sports
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P. O. Box 11179	P. O. Box 998
BID #: 11-074-DR		Burbank, CA 91510-1179	Owatonna, MN 55060-0998
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	25%	10%
	Catalog Name:	CSI Volume 24	Gopher Jan, 2011; Gopher Aug, 2011; Gopher, Jan 2012
	Date:	Volume 24	3/3/11
	Quote #	NA	NA
	Exclusions to F.O.B. Destination:	Catalog supplied with bid reflects 25% discount already. All other Catalog Terms and Conditions Apply	Truck items will be offered minus the discount plus freight charges as noted in current years' catalog.
	Exclusions from Proposal:		Only from Gopher Products; i Dance Systems and Climbing Walls are not eligible for Discount. Unable to provide assembly or installation of any sort.
	On-Line Ordering:		
	Vendor able to offer online ordering:	Yes	www.gophersports.com Online system does not support discount ordering.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Cannon Sports	Gopher Sports
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P. O. Box 11179	P. O. Box 998
BID #: 11-074-DR		Burbank, CA 91510-1179	Owatonna, MN 55060-0998
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?		
	If so, what is URL?	www.cannonsports.com	www.gophersport.com
	If yes to customization, how long will take?		No
	Can all of the data points be met?	*We do not ship orders to any location that are under \$95 unless you add \$9.50 for special processing and handling. We will contact you if this occurs.	No-Does not support discount ordering. Catalogs updated January and August of each year system not customized to district.
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	30	30
B	Vendor Inventory    MAXIMUM 20 POINTS	20	20
C	References    MAXIMUM 50 POINTS	42	48
D	On Line Ordering    MAXIMUM 5 POINTS	5	0
	TOTAL	97	98

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Gregg United Sports, Inc.	Lakeshore Learning Materials
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P.O. Box 970008	2695 E. Dominguez St.
BID #: 11-074-DR		Boca Raton, FL 33497-0008	Carson, CA 90895
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	<b>50%</b>	5%
	Catalog Name:	<b>Champion Sports</b>	Lakeshore Learning Materials and Lakeshore Elementary
	Date:	<b>2010</b>	2011 and 2011-2012
	Quote #	<b>1</b>	11-074-DR
	Exclusions to F.O.B. Destination:	<b>None</b>	None
	Exclusions from Proposal:	<b>None</b>	None
	On-Line Ordering:	<b>NA</b>	
	Vendor able to offer online ordering:	<b>No</b>	Yes



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Gregg United Sports, Inc.	Lakeshore Learning Materials
RFP TITLE: Physical Education Equipment Supply Catalog Discount		P.O. Box 970008	2695 E. Dominguez St.
BID #: 11-074-DR		Boca Raton, FL 33497-0008	Carson, CA 90895
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?		Yes, over 400 school districts through the US
	If so, what is URL?		This is proprietary to our customers
	If yes to customization, how long will take?		2-3 weeks
	Can all of the data points be met?		Yes
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	75	0
B	Vendor Inventory                    MAXIMUM 20 POINTS	20	0
C	References                            MAXIMUM 50 POINTS	50	0
D	On Line Ordering                    MAXIMUM 5 POINTS	0	0
	TOTAL	145	0

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Nasco	Riddell/All American
RFP TITLE: Physical Education Equipment Supply Catalog Discount		901 Janesville Ave	669 Sugar Lane
BID #: 11-074-DR		Fort Atkinson, WI 53538-0901	Elyria, OH 44035-6309
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	10%	15%
	Catalog Name:	Nasco	Nasco 2011 Multi-Sport
	Date:	2011	2011
	Quote #	59559	112310
	Exclusions to F.O.B. Destination:	<p><b>\$50 Minimum order per delivery or for each special package. Unit prices will govern in case of error in extension. Any special information such as school, department, or teacher must be made part of the shipping address.</b></p> <p><b>Minimum Order: \$50; weights, dumbbells, furniture, large equipment, and "Z" items are FOB shipping point.</b></p>	None
	Exclusions from Proposal:		Catalog percentage discount does not apply to Revolution Helmet Line, custom shoulder pads, decals, hats and all outside vendor products. Contact your local sales rep for pricing on these items.
	On-Line Ordering:	See reference list	
	Vendor able to offer online ordering:	Yes	No

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Nasco	Riddell/All American
RFP TITLE: Physical Education Equipment Supply Catalog Discount		901 Janesville Ave	669 Sugar Lane
BID #: 11-074-DR		Fort Atkinson, WI 53538-0901	Elyria, OH 44035-6309
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
		<p style="text-align: center;">No</p> <p style="text-align: center;">No</p> <p style="text-align: center;">No</p> <p style="text-align: center;">See reference list</p>	
	Currently have online order system in place?		No
	If so, what is URL?		No
	If yes to customization, how long will take?		No
	Can all of the data points be met?		See reference list
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	52.5	0
B	Vendor Inventory                    MAXIMUM 20 POINTS	15	0
C	References                            MAXIMUM 50 POINTS	50	0
D	On Line Ordering                    MAXIMUM 5 POINTS	5	0
	TOTAL	122.5	0

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Promaxima Mfg.	Rogers Athletics Company
RFP TITLE: Physical Education Equipment Supply Catalog Discount		4310 Ashbrook	3760 W. Ludington Drive
BID #: 11-074-DR		Houston, TX 77081	Farwell, MI 48622
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	2%	5%
	Catalog Name:	Coaches Heavy Metal	Rogers Athletic Co. Football
	Date:	2010	2011
	Quote #	NA	11-074-DR
	Exclusions to F.O.B. Destination:	Call for freight fees based on equipment selection	Freight will be prepaid and added to invoice. Freight not included in catalog discount pricing.
	Exclusions from Proposal:	Installation fees may apply. Please call.	None
	On-Line Ordering:		
	Vendor able to offer online ordering:	No	No

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		Promaxima Mfg.	Rogers Athletics Company
RFP TITLE: Physical Education Equipment Supply Catalog Discount		4310 Ashbrook	3760 W. Ludington Drive
BID #: 11-074-DR		Houston, TX 77081	Farwell, MI 48622
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?	No	No
	If so, what is URL?		No
	If yes to customization, how long will take?		No
	Can all of the data points be met?		No
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	0	0
B	Vendor Inventory                    MAXIMUM 20 POINTS	0	0
C	References                            MAXIMUM 50 POINTS	0	0
D	On Line Ordering                    MAXIMUM 5 POINTS	0	0
	TOTAL	0	0

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Pyramid School Products	S & S Worldwide
RFP TITLE: Physical Education Equipment Supply Catalog Discount		6510 North 54th Street	75 Mill Street
BID #: 11-074-DR		Tampa, FL 33610-1908	Colchester, CT 06415
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Fixed Percentage Discount	20%	15%
	Catalog Name:	<b>Champion Sports</b>	<b>S &amp; S Discount Sports &amp; PE Supplies</b>
	Date:	<b>2010</b>	<b>2011</b>
	Quote #	<b>11-074-DRPASCO</b>	<b>11-074-DR</b>
	Exclusions to F.O.B. Destination:	<b>\$50 minimum order for free freight.</b>	<b>Items labeled F.O.B./Drop Ship in Catalog will be charged shipping prepaid and added to invoice. Discount applies to catalog current at time of order placement. Discount does not apply to sales flyers or special promotions. 15% off of catalog list price. Not to be combined with sales prices, offer codes, internet specials or quantity breaks.</b>
	Exclusions from Proposal:	NA	
	On-Line Ordering:		
	Vendor able to offer online ordering:	No	Yes

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Pyramid School Products	S & S Worldwide
RFP TITLE: Physical Education Equipment Supply Catalog Discount		6510 North 54th Street	75 Mill Street
BID #: 11-074-DR		Tampa, FL 33610-1908	Colchester, CT 06415
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Currently have online order system in place?		<b>Jump Bunch - Katy Bunchman</b> <b>(cofounder) 410-703-0458</b> <b>JB.ssw.com</b> <b>1 week</b>
	If so, what is URL?		
	If yes to customization, how long will take?		
	Can all of the data points be met?		
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	45	45
B	Vendor Inventory    MAXIMUM 20 POINTS	20	15
C	References    MAXIMUM 50 POINTS	47	50
D	On Line Ordering    MAXIMUM 5 POINTS	0	5
	TOTAL	112	115

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		School Health Corporation
RFP TITLE: Physical Education Equipment Supply Catalog Discount		865 Muirfield Drive
BID #: 11-074-DR		Hanover Park, IL 60133
ITEM #	DESCRIPTION	UNIT PRICE
	Fixed Percentage Discount	12%
	Catalog Name:	2010 Sports Medicine
	Date:	2010
	Quote #	1853371
	Exclusions to F.O.B. Destination:	Dock delivery only. Any freight delivery beyond this inside loading dock will incur inside delivery cost, which may vary per shipment.
	Exclusions from Proposal:	No minimum order amounts required.
	On-Line Ordering:	
	Vendor able to offer online ordering:	Yes



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		School Health Corporation
RFP TITLE: Physical Education Equipment Supply Catalog Discount		865 Muirfield Drive
BID #: 11-074-DR		Hanover Park, IL 60133
ITEM #	DESCRIPTION	UNIT PRICE
	Currently have online order system in place?	No
	If so, what is URL?	www.schoolhealth.com
	If yes to customization, how long will take?	No
	Can all of the data points be met?	
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	0
B	Vendor Inventory                    MAXIMUM 20 POINTS	0
C	References                            MAXIMUM 50 POINTS	0
D	On Line Ordering                    MAXIMUM 5 POINTS	0
	TOTAL	0

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		School Specialty
RFP TITLE: Physical Education Equipment Supply Catalog Discount		W6316 Design Dr.
BID #: 11-074-DR		Greenville, WI 54942
ITEM #	DESCRIPTION	UNIT PRICE
	Fixed Percentage Discount	15% off Educators Price
	Catalog Name:	Sportime Physical Education & Recreation School Specialty
	Date:	Spring 2011-Dec. 31, 2011
	Quote #	2011239438SS
	Exclusions to F.O.B. Destination:	Parcels with a 6 or 8 prefix will ship free if the order totals over \$49. For totals less than \$49, the shipping and handling charge is \$9.95. Truck/Freight items with a 6 or 8 prefix shipping charges are 15% of the order if less than \$2,000, with a minimum charge of \$49. If the order is greater than \$2,000, please call 877-350-0645 or email <a href="mailto:fright_quote@schoolspeicalty.com">fright_quote@schoolspeicalty.com</a> for a freight quote. Inside delivery \$45 per order, lift gate \$69 per order.
	Exclusions from Proposal:	
	On-Line Ordering:	
	Vendor able to offer online ordering:	Yes

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 20011 2:30 PM		School Specialty
RFP TITLE: Physical Education Equipment Supply Catalog Discount		W6316 Design Dr.
BID #: 11-074-DR		Greenville, WI 54942
ITEM #	DESCRIPTION	UNIT PRICE
		Arnold Richman, Department Manager P-Cards, Hillsborough County Public Schools. Rossac Route #7, Ph@813-272-4921 Arnold.richman@sdhc.k12.fl.us
	Currently have online order system in place?	
	If so, what is URL?	www.schoolspecialty.com
	If yes to customization, how long will take?	3 days
	Can all of the data points be met?	Yes (Please note the \$999 per day lock out-we don't do that on the site, rather the credit card company does it.
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	22.5
B	Vendor Inventory    MAXIMUM 20 POINTS	20
C	References    MAXIMUM 50 POINTS	49
D	On Line Ordering    MAXIMUM 5 POINTS	5
	TOTAL	96.5

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Seating Contractors USA
RFP TITLE: Physical Education Equipment Supply Catalog Discount		2347 Circuit Way
BID #: 11-074-DR		Brooksville, FL 34604
ITEM #	DESCRIPTION	UNIT PRICE
	Fixed Percentage Discount	10%
	Catalog Name:	SCUSA2011
	Date:	3/5/11
	Quote #	1103-PCS
	Exclusions to F.O.B. Destination:	Freight: Calculated per project.
	Exclusions from Proposal:	Installation: Fixed 28% of cost of equipment/product after 10% equipment/product discount.
	On-Line Ordering:	
	Vendor able to offer online ordering:	Yes

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 10, 2011 2:30 PM		Seating Contractors USA
RFP TITLE: Physical Education Equipment Supply Catalog Discount		2347 Circuit Way
BID #: 11-074-DR		Brooksville, FL 34604
ITEM #	DESCRIPTION	UNIT PRICE
		St. Johns County schools, Frank Clark, Clarkf@stjohns.k12.fl.us
	Currently have online order system in place?	seatingusa.com/contracts.html
	If so, what is URL?	5 days maximum
	If yes to customization, how long will take?	
	Can all of the data points be met?	Yes
A	Lowest Net Cost to District    MAXIMUM 75 POINTS	0
B	Vendor Inventory    MAXIMUM 20 POINTS	0
C	References    MAXIMUM 50 POINTS	0
D	On Line Ordering    MAXIMUM 5 POINTS	0
	TOTAL	0