



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2221 Fax: 813/794-2221

727/774-2221 TDD: 813/794-2484

352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

March 20, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Third Year Renewal of Three-Year Contract
Bid #11-010-GF Floor Care Products
Janitor's Supply Depot

On May 4, 2010, official action (attached) was taken to award the above-referenced bid to Janitor's Supply Depot. Subsequently, the second year of the agreement was Board approved on February 15, 2011. The second year of the agreement will expire on April 20, 2012.

Considering services have been satisfactory, Dennis Strally, President, Janitor's Supply Depot was contacted to verify his willingness to enter into the third year of the agreement. As such, Dennis Strally has agreed in writing to enter into the third year of the contract. The third year of the contract will cover the period of April 21, 2012 through April 20, 2013. At this time it is my recommendation to enter into the third year of the contract.

If you have any questions, please feel free to contact me at your earliest convenience.

KDG/vj

Attachments



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Department of Purchasing
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 352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

March 7, 2012

BID RENEWAL REQUEST
BID #: 11-010-GF
BID TITLE: Floor Care Products
VENDOR: Janitor's Supply Depot

Yes, I agree to renew **11-010-GF** for the third year under the same terms and conditions as the existing contract. The renewal period will begin on **April 21, 2012** and expire on **April 20, 2013**.

No, I do not agree to renew **11-010-GF**.

Company Name: JANITORS SUPPLY DEPOT

Signature: *Dennis Strally* Date: 3/8/2012

Typed Name and Title: DENNIS STRALLY, PRESIDENT

Telephone (w/area code): (727) 856-7858 Fax Number (w/area code): (727) 856-7952

DATE DUE: PLEASE FAX/EMAIL TO PURCHASING NO LATER THAN MARCH 9, 2012

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law by reviewing Sections 1012.32 and 1012.465, Florida Statutes. This law became effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
 ATTN: Vickie Jones, Buyer Assistant
 PURCHASING DEPARTMENT
 20430 GATOR LANE
 LAND O' LAKES, FL 34638
 (813) 794-2226 (PHONE) (813) 794-2713 (FAX)

District School Board of Pasco County

Bid Recommendation

Bid Title	Floor Care Products – Maintenance Department		Number of Vendors Notified	136
Bid Number	11-010-GF		Number of Bids Distributed	30
Date Solicited	February 16, 2010		Number of Vendors Bidding	13
Date Opened	March 25, 2010		Number of “No Bid” Responses	17
Date Board Presentation	May 4, 2010		Funding Source	GENERAL
Total Savings	\$20,009.00		Grand Total of Bid Estimate	\$250,000.00

Recommendation: Recommend acceptance of bid from Janitor’s Supply Depot as noted on attached bid tabulation sheet as lowest and best responsive, responsible bid meeting written specifications based on lowest working dilution ratio.

Term of Contract: This bid is a total “All or None” for the Maintenance Department’s “as needed” floor care products to be delivered to the warehouse for use throughout the District. Grand total is an estimate only, unit prices will prevail. This is the first year of a three-year contract renewable annually by mutual consent of both parties. The first year of the contract period is May 5, 2010 through May 4, 2011.

Notations and Exceptions: Recommend rejection of all lower bids for failure to meet one or more of the following written specifications: 1) active ingredients less than amount specified in bid documents, 2) too high pH, 3) failure to provide specifications sheets for products as specified in the bid documents.

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: Edward Flicker, Custodial Coordinator
Scott Moles, Pine View Elementary

Bids Prepared By: Gail Fowler, CPPB, Buyer

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

Date/Time: April 28, 2010; 9:08:00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		AFP Industries, Inc.		All Florida Paper		AmSan Florida	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		P.O. Box 43-0747		9150 NW 105th Way		3031 N. Andrews Ave. Ext	
BID #: 11-010-GF		South Miami, FL 33243		Medley, FL 33178		Pompano Beach, FL 33064	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-25	Urethane Floor Finish (1,200) (Alternate)	41.71	50,052.00	51.17	61,404.00	52.81	63,372.00
	Manufacture:	Theochem		Starco		Spartan	
	Brand & Product #:	Appearethane #6310 (Minimum order is 360 pails)		Gemstone		ProShine #4082	
JS-28	Acrylic Floor Sealer (600) (Alternate)	38.28	22,968.00	35.50	21,300.00	44.91	26,946.00
	Manufacture:	Theochem		Starco		Spartan	
	Brand & Product #:	Ability 0622 (Minimum order is 216 pails)		Seal Brite		On Base #5555	
JS-40	Floor Finish Restorer (400) (Alternate)	26.78	10,712.00	25.95	10,380.00	38.30	15,320.00
	Manufacture:	Theochem		Starco		Spartan	
	Brand & Product #:	Super Shine #0457 (Minimum order is 108 pails)		Cirta G10		Tri-Base #3830	
	Dilution Ratio as a restorer:	1:20 parts water for Painted		1:32		1:128	
	Dilution Ration as a cleaner:	Walls, Painted Floors, daily routine mapping of all floors.		1:32		1:128	
		1:25 parts water for vinyl, tile, terrazzo, marble, leather and plastic upholstery.					
		1:15 parts water: for asphalt title, linoleum, plastic flooring, rubber flooring and venetian blinds. 1:10 water: wood floors and gymnasium floors.					

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		AFP Industries, Inc.		All Florida Paper		AmSan Florida	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		P.O. Box 43-0747		9150 NW 105th Way		3031 N. Andrews Ave. Ext	
BID #: 11-010-GF		South Miami, FL 33243		Medley, FL 33178		Pompano Beach, FL 33064	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-30	Floor Finish Remover (1,200)						
	(Alternate)	30.38	36,456.00	39.94	47,928.00	57.64	69,168.00
	Manufacture:	Theochem		Starco		Spartan	
	Brand & Product #:	EF Striper #1707		Green Key Floor Stripper		G. S. Finish Remover #3505	
		(Minimum order is 396 pails)					
JS-24	Neutral Cleaner & Germicide (600)						
	(Alternate)	32.97	19,782.00	38.42	23,052.00	49.58	29,748.00
	Manufacture:	Theochem		Starco		Spartan	
	Brand & Product #:	Virobac #100328		Neutral Disinfectant		HDQ #1202	
		(Minimum order is 216 pails)					
	Dilution Ratio:	1:128 (1 ounce per gallon of water)		128 - 1:64		1:128	
	All or None Total		139,970.00		164,064.00		204,554.00
	Price to recycle pails:	NA		NA		0.10	
	Total Recycled Price for 4,000 pails:		NA		NA		400.00
	Total "All or None" Price Minus Total Recycled Price for 4,000 pails:		139,970.00		245,424.00		204,154.00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Bestway Industries Supply, Inc.		Earth Friendly Chemicals		Gem Supply Co.	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		1928 Bruce St.		2585 Horse Pasture Rd. #201		1312 W. Washington St.	
BID #: 11-010-GF		Lakeland, FL 33801		Virginia Beach, VA 23453		Orlando, FL 32805	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-30	Floor Finish Remover (1,200) (Alternate)	66.00	79,200.00	68.08	81,696.00	54.22	65,064.00
	Manufacture:	Multi-Clean		Easy Way		Spartan	
	Brand & Product #:	Ultra Stripper #903985		Eco-Line		Green Solutions Stripper #3505	
JS-24	Neutral Cleaner & Germicide (600) (Alternate)	107.50	64,500.00	36.51	21,906.00	46.26	27,756.00
	Manufacture:	Multi-Clean		Easy Way		Spartan	
	Brand & Product #:	Century Q256 #902263		Eco-Line		HDQ #1202	
	Dilution Ratio:	1:128		1:128		1:128	
	All or None Total		273,300.00		339,882.00		195,544.00
	Price to recycle pails:	NA		1.50		1.00	
		(No pails, Bag-in-Box)					
	Total Recycled Price for 4,000 pails:		NA		6,000.00		4,000.00
	Total "All or None" Price Minus Total Recycled Price for 4,000 pails:		273,300.00		333,882.00		191,544.00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Janitor's Closet		Janitor's Supply Depot		PRIDE Enterprises	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		4183 E. Hillsborough Ave.		11932 Mancini Way		12425 28th St. North, Suite 300	
BID #: 11-010-GF		Tampa, FL 33610		New Port Richey, FL 34654		St. Petersburg, FL 33716	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-25	Urethane Floor Finish (1,200)			58.26	69,912.00		
	(Alternate)	58.50	70,200.00			44.49	53,388.00
	Manufacture:	Simoniz		Janitor's Supply Depot		PRIDE	
	Brand & Product #:	Premier Urethane Fortified #CS0654005		Basix Urethane Acrylic Floor Finish		Gloss Pro VII #64603105	
JS-28	Acrylic Floor Sealer (600)			42.90	25,740.00		
	(Alternate)	39.00	23,400.00			28.64	17,184.00
	Manufacture:	Simoniz		Janitor's Supply Depot		PRIDE	
	Brand & Product #:	Super Sealer #CS 0700 005		Basix Acrylic Floor Sealer		Gloss Pro I #64600105	
JS-40	Floor Finish Restorer (400)			28.31	11,324.00		
	(Alternate)	21.00	8,400.00			18.86	7,544.00
	Manufacture:	Simoniz		Janitor's Supply Depot		PRIDE	
	Brand & Product #:	Pink Concentrate #P2670 005		Basix Citrus Clean N' Shine		Pro Gem #64601905	
	Dilution Ratio as a restorer:	1:64		1 to 64		32:1	
	Dilution Ration as a cleaner:	1:80		6-8 to 128		10:1	
		(PH is between 8.0 - 9.0 because it is formated to achieve optimum performance in this floor care line.)					

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Janitor's Closet		Janitor's Supply Depot		PRIDE Enterprises	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		4183 E. Hillsborough Ave.		11932 Mancini Way		12425 28th St. North, Suite 300	
BID #: 11-010-GF		Tampa, FL 33610		New Port Richey, FL 34654		St. Petersburg, FL 33716	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-30	Floor Finish Remover (1,200)			46.77	56,124.00		
	(Alternate)	40.25	48,300.00			39.62	47,544.00
	Manufacture:	Simoniz		Janitor's Supply Depot		PRIDE	
	Brand & Product #:	No Odor Stripper #N2625 005		Basix Extreme Green Floor Finis		Enviromentally Preferred Green	
		(Meets GS37 & GS40 Guideline		Remover		All Strip #64886105	
JS-24	Neutral Cleaner & Germicide (600)			58.96	35,376.00		
	(Alternate)	83.33	49,998.00			23.95	14,370.00
	Manufacture:	Simoniz		Janitor's Supply Depot		PRIDE	
	Brand & Product #:	Quat 256 #Q3025 005		Basix Neutral Cleaner & Germic		Rinse Free Sanitizer #61100505	
	Dilution Ratio:	1:128		1:128		1:128	
	All or None Total		200,298.00		198,476.00		140,030.00
	Price to recycle pails:	1.00		2.00		2.00	
	Total Recycled Price for 4,000 pails:		4,000.00		8,000.00		8,000.00
	Total "All or None" Price Minus Total Recycled Price for 4,000 pails:		196,298.00		190,476.00		132,030.00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Resource One, Inc.		Sani-Chem Janitorial Supplies, Inc.		Unisource Worldwide, Inc.	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		1202 N. Magnolia Avenue		1950 Calumet Street		6511 N. 54th Street	
BID #: 11-010-GF		Ocala, FL 34475		Clearwater, FL 33765		Tampa, FL 33610	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-25	Urethane Floor Finish (1,200)						
	(Alternate)	59.00	70,800.00	59.70	71,640.00	49.60	59,520.00
	Manufacture:	Gator Chemical		Spartan		Spartan	
	Brand & Product #:	Diamond Gloss #06-20		Pro-Shine #4082		Proshine #4082 10097429	
JS-28	Acrylic Floor Sealer (600)						
	(Alternate)	53.07	31,842.00	64.86	38,916.00	42.60	25,560.00
	Manufacture:	Gator Chemical		Spartan		Spartan	
	Brand & Product #:	First Coat #06-236		Shine Line Seal #4004		On Base #5555 10079625	
JS-40	Floor Finish Restorer (400)						
	(Alternate)	33.93	13,572.00	39.81	15,924.00	37.60	15,040.00
	Manufacture:	Gator Chemical		Spartan		Spartan	
	Brand & Product #:	Scrub-N-Shine #06-1952		Gr. Solutions Industrial Cleaner #3506		TriBase #3830 10458770	
	Dilution Ratio as a restorer:	1:64		1:128		1:64	
	Dilution Ration as a cleaner:	1:64		1:10		1:4	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Resource One, Inc.		Sani-Chem Janitorial Supplies, Inc.		Unisource Worldwide, Inc.	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		1202 N. Magnolia Avenue		1950 Calumet Street		6511 N. 54th Street	
BID #: 11-010-GF		Ocala, FL 34475		Clearwater, FL 33765		Tampa, FL 33610	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
JS-30	Floor Finish Remover (1,200)						
	(Alternate)	48.86	58,632.00	67.62	81,144.00	56.60	67,920.00
	Manufacture:	Gator Chemical		Spartan		Spartan	
	Brand & Product #:	Eco-Strip #77-169		Gr. Solutions Floor Finish		Floor Finish Remover #3505	
				Remover #3505		#10164179	
JS-24	Neutral Cleaner & Germicide (600)						
	(Alternate)	46.89	28,134.00	54.19	32,514.00	46.60	27,960.00
	Manufacture:	Gator Chemical		Spartan		Spartan	
	Brand & Product #:	DCS-110N #04-162		HDQ Neutral #1202		HDQ #1202 #10297758	
	Dilution Ratio:	1:128		1:128		1:128	
	All or None Total		202,980.00		240,138.00		196,000.00
	Price to recycle pails:	3.00		0.50		0.50	
	Total Recycled Price for 4,000 pails:		12,000.00		2,000.00		2,000.00
	Total "All or None" Price Minus Total Recycled Price for 4,000 pails:		190,980.00		238,138.00		194,000.00

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: MARCH 25, 2010 2:30 PM		Zep Sales & Service	
BID TITLE: FLOOR CARE PROD. - MAINTENANCE DEPT.		1310 Seaboard Industrial Blvd.	
BID #: 11-010-GF		Atlanta, GA 30318	
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE
JS-30	Floor Finish Remover (1,200)		
	(Alternate)	39.90	47,880.00
	Manufacture:	Zep	
	Brand & Product #:	Zep GreenLink Floor Stripper	
		#191339	
JS-24	Neutral Cleaner & Germicide (600)	78.50	47,100.00
	(Alternate)	Zep	
	Manufacture:	Micronex Hard Water Formula	
	Brand & Product #:	#068935	
	Dilution Ratio:	1/2 oz Gallon	
	All or None Total		192,100.00
	Price to recycle pails:	1.5	
	Total Recycled Price for 4,000 pails:		6,000.00
	Total "All or None" Price Minus Total Recycled Price for 4,000 pails:		186,100.00