



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

June 5, 2012

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: ITV Equipment and Supplies  
Bid # 12-052-VJ Rescind and Re-award  
Aves Audio Visual Systems, Inc. and BES Industries

On January 24, 2012, Aves Audio Visual Systems, Inc. and BES Industries were awarded various items from Section 2 Electronic Equipment Discount off Manufacturer Website. Each vendor has submitted in writing that they cannot hold firm the discount off manufacturer website pricing as stated in their respective bids. At this time, we are requesting the bid items highlighted in the following chart for Aves Audio Visual Systems, Inc. and BES Industries be rescinded from each and re-awarded to Camcor and Xerox Audio Visual Solutions accordingly. Camcor and Xerox Audio Visual Solutions have each provided written confirmation that the original bid discount submissions will be honored.

This is a one-year contract for the purchase of ITV Equipment and Supplies that will expire on January 19, 2013. Funding for the requested expenditures will be General Funds and Internal Accounts.

If you should have any questions regarding this matter, please contact me at your earliest convenience.

KDG/vj

Date/Time: May 30, 2012 08:36:00

		Aves Audio Visual Systems, Inc.	BES Industries	Camcor	Xerox Audio Visual Solutions
<b>SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER WEBSITES</b>					
<b>Group A</b>	<b>Digital Still Cameras</b>				
	Sony Consumer Line (www.sony.com)	4%	5%	5%	No Bid
	Canon Consumer Line (www.canon.com)	11%	5%	5%	No Bid
	Nikon Consumer Line (www.nikon.com)	0	5%	3%	No Bid
	Olympus Consumer Line (http://olympusamerica.com)	0	5%	6%	No Bid
<b>Group B</b>	<b>Digital Video Cameras</b>				
	Sony Consumer Line (www.sony.com)	4%	5%	5%	No Bid
	Canon Consumer Line (www.canon.com)	11%	5%	6%	No Bid
	Panasonic Consumer Line (www.panasonic.com)	0	5%	NO BID	No Bid
	JVC Consumer Line (www.jvc.com)	0	5%	3%	No Bid
<b>Group C</b>	<b>Audio Equipment</b>				
	Peavey (www.peavey.com)	18%	20%	NO BID	No Bid
	Fender (www.fender.com)	29%	N/A	NO BID	No Bid
	Sennheiser (www.sennheiserusa.com)	18%	25%	NO BID	6%
	Shure (www.shure.com)	25%	25%	20%	20%
	Yamaha (http://usa.yamaha.com/)	0	25%	NO BID	No Bid
	Mackie (www.mackie.com)	18%	25%	NO BID	15%