



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

September 13, 2011

MEMORANDUM

TO: Honorable School Board Members

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

RE: Third Year Renewal of Three-Year Contract
RFP #10-051-SN Science Supplies Catalog Discount
Flinn Scientific, Frey Scientific, Nasco, Sargent Welch, Science Kit
US Communities 08-04026/Hartford County Public Schools, Maryland
Fisher Science

On November 3, 2009, official action (attached) was taken to award the Science Supplies Catalog Discount RFP to the above-referenced vendors including a portion of the RFP where approval was given to utilize US Communities 08-04026. This RFP is a three-year contract, renewable annually based upon mutual consent of all parties. The second year of the contract will expire on November 7, 2011. Anticipated expenditures for RFP 10-051-SN are estimated at \$300,000 and estimated expenditures for US Communities with Fisher are \$50,000.

Considering services have been satisfactory, the vendors were contacted to determine their willingness to enter into the third year of the above-listed contracts. At this time, it is my recommendation to enter into the third year of the contracts with the vendors noted above. The contract will cover the period of November 8, 2011 through November 7, 2012.

Should you have any questions regarding this matter, or if I can be of further assistance, please contact me at your earliest convenience.

KDG/vj

Attachments



District School Board of Pasco County

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

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

RFP RENEWAL REQUEST

RFP# RFP Title: Vendor:

The renewal period begins and expires

- Yes, I agree to renew the above-referenced RFP under the same terms and conditions as the existing RFP.
- No, I do not agree to renew the above-referenced RFP under the same terms and conditions as the existing RFP.

Company Name:

Signature:

Typed Name and Title:

Telephone w/Area Code:

Fax Number w/Area Code:

Email: Date:

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 fax or email to:
District School Board of Pasco County
Attention: Vickie Jones
Purchasing Department
20430 Gator Lane, Land O' Lakes, FL 34638
P: 813-794-2226 F: 813-794-2713
vajones@pasco.k12.fl.us



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Signature:

Typed Name and Title:

Telephone w/Area Code:

Fax Number w/Area Code:

Email: Date:

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Print Form



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Company Name:

Signature: Lisa Chasse

Typed Name and Title:

Telephone w/Area Code:

Fax Number w/Area Code:

Email: Date:

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WHEN ORDERING
YOU MUST REFER TO

QUOTATION
No.

38704

RFP RENEWAL REQUEST

RFP# 10-051-SN

RFP Title: Science Supplies - Catalog Discount

Vendor: Nasco

The renewal period begins 11/8/11

and expires 11/7/12

Yes, I agree to renew the above-referenced RFP under the same terms and conditions as the existing RFP.

No, I do not agree to renew the above-referenced RFP under the same terms and conditions as the existing RFP.

Company Name: **NASCO**

Signature:

Dave Johnson, Manager of Contract Sales

Typed Name and Title:

Telephone w/Area Code:

PHONE 1-800-558-9595

Fax Number w/Area Code:

FAX 1-920-563-8296

Email:

quotes@enasco.com

Date:

8/25/11

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).

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Company Name:

Signature: *Ray Kufeldt*

Typed Name and Title:

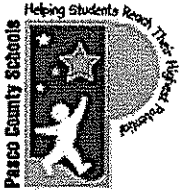
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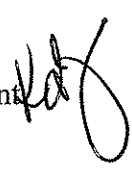
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November 2, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract
RFP 10-051-SN Science Supplies "Catalog Discount"
Flinn Scientific, Frey Scientific, Nasco, Sargent-Welch, Science Kit
US Communities 08-04026/ Harford County Public Schools, Maryland
Fisher Science

On, November 3, 2009, official action (attached) was taken to award the Science Supplies "Catalog Discount" RFP to the above-referenced vendors including a portion of the RFP where approval was given to utilize US Communities 08-04026. This RFP is a three-year contract, renewable annually based upon mutual consent of all parties. The first year of the contract will expire on November 7, 2010. Anticipated expenditures for RFP 10-051-SN are estimated at \$300,000 and estimated expenditures for US Communities with Fisher are \$50,000.

Considering services have been satisfactory, the vendors were contacted to verify their willingness to enter the second year of the above-listed contracts. At this time, it is my recommendation to enter into the second year of the contracts with the vendors noted above. The contract will cover the period of November 8, 2010 through November 7, 2011.

Should you have any questions regarding this matter, or if I can be of further assistance, please contact me at your earliest convenience.

KDG/sn

Attachments

District School Board
of Pasco County

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813/794-2221 Fax: 813/794-2111
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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

September 17, 2010

Oct. 4, 2010

RFP RENEWAL REQUEST TITLE: Science Supplies Catalog US Communities 08-04026

✓
Yes, I agree to extend US Communities 08-04026 pricing for Science Supplies for the second year under the same terms and conditions as the existing contract. The second year of the contract period will begin November 8, 2010 and expire November 7, 2011.

No, I do not agree to extend US Communities 08-04026 for Science Supplies Catalog.

COMPANY NAME: Fisher Science

SIGNATURE: Jacole E. Olsen

PRINTED NAME/TITLE: Nicole Olsen DATE: 10/5/10
Contracts Administrator

TELEPHONE W/AREA CODE: 800-955-1177 FAX W/AREA CODE: 800-955-4763

^{x1364642}
By agreeing to allow this piggyback, 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 District's Human Resources 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 be borne by the vendor. You may access information regarding this law through the internet link: http://laws.flrules.org/files/Ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this piggyback request 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 FAX BACK TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Stephanie Noble
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2225 (PHONE)
(813) 794-2111 (FAX)

PLEASE RETURN COMPLETED FORM BY October 6, 2010

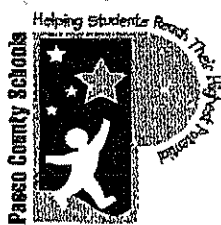
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District School Board
of Pasco County

NOV 02 2010

Board Approved

TOTAL P.02



District School Board of Pasco County

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October 11, 2010

RFP RENEWAL REQUEST TITLE: Science Supplies Catalog RFP #: 11-051-SN

Yes, I agree to renew RFP 11-051-SN for Science Supplies Catalog for the second year under the same terms and conditions as the existing contract. The second year of the contract period will begin November 8, 2010 and expire November 7, 2010.

No, I do not agree to renew written quote # 11-051-SN for Science Supplies Catalog.

COMPANY NAME: Flinn Scientific 73262

SIGNATURE:  Jim NESBIT

PRINTED NAME/TITLE: QUOTES COORDINATOR DATE: 10-11-2010

TELEPHONE W/AREA CODE: 800-452-1261 FAX W/AREA CODE: 866-452-1436

By agreeing to allow this piggyback, 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 District's Human Resources 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 be borne by the vendor. You may access information regarding this law through the internet link: http://laws.flrules.org/files/Ch_2005-028.pdf. This law is effective September 1, 2005.

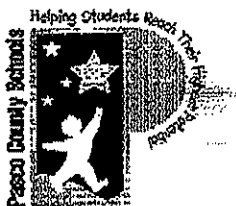
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PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2225 (PHONE)
(813) 794-2111 (FAX)

PLEASE RETURN COMPLETED FORM BY October 13, 2010
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RECEIVED
SEP 30 2010

BY: Fax

September 17, 2010

RFP RENEWAL REQUEST
TITLE: Science Supplies Catalog
RFP #: 10-051-SN

Yes, I agree to renew RFP # 10-051-SN for Science Supplies Catalog for the second year under the same terms and conditions as the existing contract. The second year of the contract period will begin November 8, 2010 and expire November 7, 2011.
 No, I do not agree to renew RFP 10-051-SN for Science Supplies Catalog.

COMPANY NAME: Frey Scientific C-025243802-F

SIGNATURE: Lisa Chasse - Contracts Specialist

PRINTED NAME/TITLE: Lisa Chasse DATE: 9-30-10

TELEPHONE W/AREA CODE: 800-225-3739 FAX W/AREA CODE: 877-250-3239

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RFP RENEWAL REQUEST TITLE: Science Supplies Catalog RFP #: 10-051-SN

X

Yes, I agree to renew RFP # 10-051-SN for Science Supplies Catalog for the second year under the same terms and conditions as the existing contract. The second year of the contract period will begin November 8, 2010 and expire November 7, 2011.

No, I do not agree to renew RFP 10-051-SN for Science Supplies Catalog.

COMPANY NAME: Nasco 38704

SIGNATURE: [Signature]

PRINTED NAME/TITLE: Dave Johnson, Manager of Contract Sales DATE: 10/12/10

TELEPHONE W/AREA CODE: PHONE 1-800-558-9595 W/AREA CODE: _____
~~FAX 1-920-563-8296~~

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No, I do not agree to renew RFP 10-051-SN for Science Supplies Catalog.

COMPANY NAME: Sargent-Welch 205305-CT

SIGNATURE: _____

Ray Kufeldt

PRINTED NAME/TITLE: _____

RAY KUFELDT
OPERATIONS MGR

DATE: _____

09-30-10

TELEPHONE W/AREA CODE: _____

847-463-1180

FAX W/AREA CODE: _____

800-814-0607

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 No, I do not agree to renew RFP 10-051-SN for Science Supplies Catalog.

COMPANY NAME: Science Kit SE 91588

SIGNATURE: Trisha E. Henderson

PRINTED NAME/TITLE: Trisha E. Henderson
Bids/Quotes Representative 10-110

TELEPHONE W/AREA CODE: 800-828-7777 FAX W/AREA CODE: 800-828-3299

By agreeing to allow this piggyback, vendor acknowledges and agrees to be in compliance with the "Jessica Lundford 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 District's Human Resources 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 be borne by the vendor. You may access information regarding this law through the Internet link: http://laws.flrules.org/files/Cb_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this piggyback request 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 FAX BACK TO:
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Stephanie Noble
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2225 (PHONE)
(813) 794-2111 (FAX)

Refer to
Quote# SE91588
on all correspondence and
purchase orders.

PLEASE RETURN COMPLETED FORM BY October 6, 2010

District Wide Accreditation • Southern Association of Colleges and Schools

District School Board
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NOV 02 2010

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District School Board of Pasco County Bid Recommendation

RFP Title	Science Supplies-Catalog Discount "As-Needed"		Number of Vendors Notified	64
RFP Number	10-051-SN		Number of Proposals Distributed	28
Date Solicited	September 18, 2009		Number of Vendors Proposing	20
Date Opened	October 14, 2009		Number of Formal "No Bid" Responses	1
Date Board Presentation	November 3, 2009		Funding Source	General
Total Savings	Est. Annual \$6,200		Grand Total of RFP	Est. Annual \$300,000

Recommendation:

Recommend acceptance of proposals as noted on the attached tabulation sheet as the highest scoring, responsive, responsible proposers meeting written specifications.

Term of Contract:

This is a three year contract, renewable annually by mutual agreement of all parties. The first year of the contract will commence on November 8, 2009 and expire on November 7, 2010.

Notations and Exceptions:

This is a multi-awarded RFP (awarded to a maximum of six vendors) based upon a weighted point system. The weighted point criteria were based upon the following: Lowest Net Cost (15), Vendor Inventory (4), References (10) and a maximum of five (5) bonus points for online ordering. Estimated annual expenditures will vary depending upon need; However, discounts will remain firm for the duration of the contract. Catalogs can be updated in January and July.

A total of forty (40) of the most commonly used bid items were selected from various new elementary, middle and high school orders. Vendors who could not supply 60% of these items were disqualified and are noted with an asterisk (*).

After the evaluation was complete, it was determined that Fisher Science Education was in the top six (6) vendors. An analysis was done to compare the discount offered by Fisher Science Education through US Communities and the proposal submitted by Fisher Science through this RFP. It was determined to be in the best interest of the District to reject the proposal submitted by Fisher Science under this RFP and request permission to utilize US Communities RFP 08-4082 for purchase through Fisher.

Benefits for utilizing US Communities on Fisher products are as follows:

The District will get an additional 7% savings utilizing the US Communities RFP (31% discount) which will be an annual saving of approximately \$1,400.

Fisher will provide a 0.5% incentive for single orders greater than \$10,000 which will save the District an additional 1% (approximately \$200) on new school orders.

Estimated annual expenditures for Fisher Science are \$40,000. The purchasing Department will monitor orders to make sure purchases do not exceed this amount.

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Bid Recommendation

RFP # 10-051-SN
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Recommend rejection of bid from Cynmar Corporation as they submitted a counter-offer stating that shipping charges can not be guaranteed during the entire contract period; therefore, the true cost over the lifetime of the contract could not be determined.

The saving was determined by subtracting the average discount of the awarded vendors from the annual expenditures by the District.

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

Proposals Evaluated By:

Laura Hill, Supervisor, Curriculum and Instructional Services Department

Proposals Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

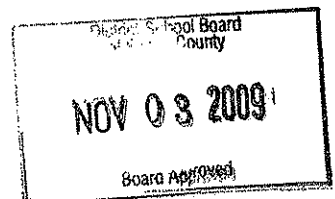
Kendra Goodman, CPPB, Purchasing Agent



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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

RFP TITLE:	ABC School Supply	All American Polly	Benz Microscope Optics Center, Inc.	Capitai Microscope Services, Inc.	Childcraft Educaiton Corp.
Science Slupplies - "Catalog Discount"	PO Box 369	40 Turner Place	PO Box 7022	PO Box 462	PO Box 3239
RFP OPENING DATE:	Landisville, PA 17538	Piscataway, NJ 08854	Ann Arbor, MI 48107	Marietta, GA 30061	Lancaster, PA 17604-3239
Ocotber 14, 2009 @ 2:30 p.m.	800-669-4222	732-752-3200 x 1124	734-994-3880	800-377-4289	800-631-5652
RFP #:	717-653-7930	732-752-2305	734-994-9090	770-422-1833	717-653-7930
10-051-SN					
Discount Offered	12%	25%	10%-30%	5%	12%
Catalog Name	ABC School Supply Early Childhood 2009	Basic Bag Pricing		CMS Capital Microscope Services	Childcraft Growing Years
Catalog Included	Y	N	Y	Y	Y
Exclusions from bid	Minimum order \$100. Free Shipping on items shipped TRUCK, with minimum order of \$750. Inside delivery for TRUCK items add \$45.00. Offer excludes Joy Carpets and Playground selections. Offer not valid with sale flyers or internet orders.	No Exclusions	Catalog for reference only. Website pricing must be used. Minimum order \$25.00. Shipping charge will apply for orders under \$25.00.. Discounts will be taken from manufacturers current suggested price in effect at time of purchase.	No Exclusions Listed	Minimum order \$100. Free Shipping on items shipped TRUCK, with minimum order of \$750. Inside delivery for TRUCK items add \$45.00. Offer excludes factory direct and active play section. Offer not valid with sale flyers or internet orders.
Reference Number	2009224902SS				Reference Bid# 2009224901SS
Did not meet intent of bid	***	***	***	***	***
Total Points:	0.00	0.00	0.00	0.00	0.00

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

RFP TITLE:	Cynmar Corporation	ETA/Cuisenaire	EAI Education	Fisher Science Educaiton	Flinn Scientific PO Box 219 Batavia, IL 60510 800-452-1261 866-452-1436
Science Slupplies - "Catalog Discount"	PO Box 530, 21709 Route 4	500 Greenview Court	118 Bauer Drive	4500 Turn Berry Drive	
RFP OPENING DATE:	Carlinville, IL 62626	Vernon Hills, IL 60061	Oakland, NJ 07436	Hanover Park, IL 60133	
Ocotber 14, 2009 @ 2:30 p.m.	800-223-3517	800-445-5985	800-770-8010	800-955-1177	
RFP #:	800-754-5154	888-333-9588	201-891-5689	800-955-4763	
10-051-SN					
Discount Offered	6%	18%	15%	24%	10%
Catalog Name	Cynmar Scientific Supplies	K-9 ETA Cuisenaire Science	K-12 Math K-6 Literacy	Fisher Science 2009	Flinn Scientific
Catalog Included	Y	Y	Y	Y	Y
Exclusions from bid	Can not guarantee free shipping for full three years of contract. Catalog prices change in January. No discount on chemicals, cedia, specimens, special order, sales, clearance, quantity discount items. Exclusions from f.o.b. chemicals, media, specimens, factory direct, large equipment and furniture.	Requests for quotes over \$30,000 may qualify for higher discounts. Discounted orders over \$50.00 will be shipped free. Items with letter "P" in the third position are excluded from discount.	Discount not included on calculators and peripherals, CBL's, CBR's, probes, navigator systems, software, stopwatches/timers, or overhead projectors. No minimum order. Shipping on orders over \$100 free and under \$100 add \$7.00 to order, Shipping charges do apply to calculators, storage products, oversize drop shipped items from factory.	Discount off 2009 catalog through Dec. 31, 2009. Beginning 1/1/2010 will be off then published list prices. Discount excludes items that end with "ND". Free shipping on all orders over \$50. excluding live, hazardous, or motor freight items. Haz materials charge of \$22 per order will be charges where appicable.	No minimum order and free shipping on most items. Exclusions to Discount-live material, lab furniture, The Flinn Spectrophometer and accessories, computer software, technology products, E-Learning. Exclusions to free freight-live material, lab furniture, hazardous materials surcharges, items requiring truck freight, technology products.
Reference Number	BQ17740/6F	SBC 10-051-SN		SS-628380-09F	73262
Did not meet intent of bid	***	***	***		
Total Points:	0.00	0.00	0.00	84.65	60.05

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RFP TITLE: Science Supplies - "Catalog Discount"	Frey Scientific 80 Northwest Blvd Nashua, NH 0306 800-225-3739 877-256-3739	Lakeshore Learning 2695 E. Dominguez Street Carson, CA 90895 800-421-5354 310-537-7990	Learning Services PO Box 10636 Eugene, OR 97440 800-877-9376 800-815-5154	Nasco 901 Janesville Ave. Fort Atkinson, WI 53538-0901 800-558-9595 920-563-8296	Pasco Scientific 1010 Foothills Blvd. Roseville, CA 95747 916-786-3800 916-786-7565	Sargent-Welch 3850 North Wilke Road, Suite 300 Arlington Heights, IL 60004 847-463-1180 800-814-0607
RFP OPENING DATE: October 14, 2009 @ 2:30 p.m.						
RFP #: 10-051-SN						
Discount Offered	27% and 12% on furniture	5%	10% and 3%	17%	5%	25%
Catalog Name	Frey Scientific and Frey Elementary	Lakeshore Learning Material, Lakeshore Elementary	Learning Services	Nasco Science	Physics and Engineering Education 2009-2010, 21st Century Science, K-12 Solutions 2009-2010	Sargent Welch 2009 Catalogs Change in January
Catalog Included	Y	Y	Y	Y	Y	Y
Exclusions from bid	Free shipping on everything except live specimens, hazardous materials and products, anything that must ship by motor freight. (Noted with prefix of L, H, T.) All motor freight items will incur a minimum fee of 12% of the line value. Exclusions from proposal-no discount on school specialty science, exclusive products with a prefix "N"	No Exclusions	free shipping for all software orders over \$150. all other items will be charged shipping. Exclusions from proposal. 10% off software, 3% off balance of products.	Min order \$50. Exclusions- live, chemicals, furniture coupon cards and items with a truck logo are excluded from this bid.	No Exclusions	Annual Catalog change in January. Pro B designation on orders over \$200. exclusions from proposal-items designated by catalog price ending in "9" shipped at catalog net price. hazardous surcharges will apply.
Reference Number	C-025243802-F		FL-10-051-SN	38704	QT72335	205305-CT
Did not meet intent of bid		***	***		***	
Total Points:	124.40	0.00	0.00	62.40	0.00	127.13

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

RFP TITLE: Science Supplies - "Catalog Discount"	Sempco, Inc. 51 Take Street Nashua, NH 0306	Sceincelabs.com PO Box 1657 Kyle, TX 78640	Science Kit, LLC 777 East Park Drive PO Box 5003 Tonawanda, NY 14151 800-828-7777 800-828-3299	Vernier Data collection Technology 13979 SW Millikan Way Beaverton, OR 97005-2886 503-277-2299 503-277-2440
RFP OPENING DATE: October 14, 2009 @ 2:30 p.m.	603-889-1830	512-268-2765		
RFP #: 10-051-SN	603-889-1766	512-268-2766		
Discount Offered	30%	20%	14%	0%
Catalog Name	All Science and Physics	www.sceincelabs.com	Science Kit and Boreal Laboratories 2009	Data Collection Technology
Catalog Included	N	N	Y	Y
Exclusions from bid	No Exclusions	Hazardous and live material charges may apply	Exclusions to FOB live materials, hazardous materials, items required to ship via motorfreight and items requests for overnight and two-day delivery. Exclusions to discount live preserved telescopes, and special orders, vernier probewear, kodak cameras, pasco items, publisher kits and their replacement parts	Exclusion from proposal. Contact for price quotes. Discounts may apply, but vary based on item and quantity.
Reference Number	09-100501		SE91588	
Did not meet intent of bid	***	***		***
Total Points:	0.00	0.00	69.18	0.00

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