



District School Board of Pasco County

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Heather Fiorentino, Superintendent

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Department of Purchasing

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April 21, 2009

MEMORANDUM

TO: Honorable Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Second Year Renewal of Three-Year Contract
Bid # 08-120-GF: Physical Education Catalog Discount
Allen Sports Center
Classic School Supply
Gregg United Sports
Pyramid School Products
Sport Supply Group, Inc. dba: U.S. Games and BSN Sports

On May 20, 2008, official action was taken to award the above-referenced bid to Allen Sports Center, Classic School Supply, Gregg United Sports, Pyramid School Products, Sport Supply Group, Inc. dba: U.S. Games and BSN Sports. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the contract will expire on June 30, 2009.

Considering services have been satisfactory, Don Bates, President, Allen Sports Center; Lawrence L. Shewan, VP Sales & Marketing, Classic School Supply; Mitch Etkind, President, Gregg United Sports; Kenneth D. Miller, Vice President, Pyramid School Products; William Rususch, Sr. Bid Specialist, Sport Supply Group, Inc. dba:U.S. Games and BSN Sports, were all contacted to verify their willingness to enter into the second year of the agreement. As such, Allen Sports Center, Classic School Supply, Pyramid School Products, US Games, and BSN Sports all have agreed in writing to enter into the second year of the contract. However, Gregg United Sports declined to renew the bid for the second year.

At this time, it is my recommendation to enter into the second year of the agreement with Allen Sports Center, Classic School Supply, Pyramid School Products, Sport Supply Group, Inc. dba: U.S. Games and BSN Sports. The second year of the contract will cover the period July 1, 2009 through June 30, 2010.

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

dr

Date/Time: April 15, 2009 10:41:00

District School Board of Pasco County

Bid Recommendation

Bid Title	PE Supplies "Discount" Catalog – District Wide		Number of Vendors Notified	85
Bid Number	08-120-GF		Number of Bids Distributed	18
Date Solicited	March 17, 2008		Number of Vendors Bidding	13
Date Opened	April 15, 2008		Number of Formal "No Bid" Responses	5
Date Board Presentation	May 20, 2008		Funding Source	General
Total Savings	\$10,000.00 Estimated		Grand Total of Bid (First year estimate)	\$75,000.00

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 only.) 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, 2008 through June 30, 2009.

Notations and Exceptions: This is a multi-award bid (up to five vendors) based on a weighted point system which considers, discount, inventory, location and service. 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: Pyramid School Products (77.5 point), Allen Sports Center (75 points), Greg United Sports (75 points) Classic School Supply (59.5 points), and BSN Sports (47.5 points).

Recommend rejection of bids from Aluminum Athletic Equipment and Riddell All American for failure to meet the specification for sufficient catalog inventory of PE related items. Therefore, 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 Agen

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 15, 2008 2:30 PM		Aluminum Athletic Equip	Allen's Sports Center	Cannon Sports, Inc.
RFP TITLE: PHYSICAL EDUCATION EQUIPMENT		1000 Enterprise Drive	6585 Seminole Blvd.	P.O. Box 11179
RFP #: 08-120-GF		Royersford, PA 19468	Seminole, FL 33772	Burbank, CA 91510-1179
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
	PHYSICAL EDUCATION EQUIPMENT SUPPLIES			
	DISCOUNT FROM CATALOG	10%	5%	** 25%
	AVERAGE MONTHLY INVENTORY	N/A	300,000.00	1,500,000.00
	BUSINESS LOCATION	1000 Enterprise Dr Royersford, PA 19468	6585 Seminole Blvd. Seminole, FL 33772	P.O. Box 11179 Burbank, CA 91510-1179
	\$50.00 Minimum (Yes/No)	Yes	Yes	\$95.00 min. or if under \$95 need to add \$9.50 for special Processing and Handling.
				** 25% Volume catalog discount. All other catalog & Internet Terms and conditions Apply.
A	Discount Offered (10)	DISQUALIFIED	35	9
B	Vendor Inventory (3)		5	15
C	Vendor Location (5)		25	0
D	Past History (2)		10	0
			75	24

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 15, 2008 2:30 PM		Classic School Supply	Flaghouse	GL Sports
RFP TITLE: PHYSICAL EDUCATION EQUIPMENT		P.O. Box 178	601 Flaghouse Dr	P.O. Box 567
RFP #: 08-120-GF		Waynesboro, VA 22980	Hasbrouck Heights, NJ 07604	Brainerd, MN 56401
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
	PHYSICAL EDUCATION EQUIPMENT SUPPLIES			
	DISCOUNT FROM CATALOG	** 30%	10%	** 0%
	AVERAGE MONTHLY INVENTORY	450,000.00	N/A	N/A
	BUSINESS LOCATION	** 1620 N. Delphine Waynesboro, VA	601 Flaghouse Dr Hasbrouck Heights, NJ 07604	14091 Baxter Dr. Baxter, MN 56425
	\$50.00 Minimum (Yes/No)	No	\$100	Yes
		Local Rep's address: 1804 Candlestick Ct. Lutz, FL 33559		
		*30% on In-stock products		** Catalog Prices Do Not Include Shipping.
				*** Shipping charges will be added to invoices
A	Discount Offered (10)	45	30	5
B	Vendor Inventory (3)	4.5	0	0
C	Vendor Location (5)	0	0	0
D	Past History (2)	10	10	10
		59.5	40	15

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 15, 2008 2:30 PM		Gregg United Sports, Inc.	Gopher Sports	Looper Sports Connection
RFP TITLE: PHYSICAL EDUCATION EQUIPMENT		P.O. Box 970008	P.O. Box 998	406 S. Broad St
RFP #: 08-120-GF		Boca Raton, FL 33497-0008	Owatonna, MN 55060-0998	Brooksville, FL 34601
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
	PHYSICAL EDUCATION EQUIPMENT SUPPLIES			
	DISCOUNT FROM CATALOG	50%	** 10%	** 35% - 40%
	AVERAGE MONTHLY INVENTORY	3,000,000.00	6,000,000.00	Varies
	BUSINESS LOCATION	10279 Sunset Bend Boca Raton, FL	220 24th Ave. NW Owatonna, MN	406 S. Broad St. Brooksville, FL 34601
	\$50.00 Minimum (Yes/No)	Yes	\$25 requested not required	Yes
			** 10% does not apply to Gopher Items, Climing Wall and Polar fitness products.	** Frieght might apply to some items.
			***Truck itmes will be offered Minus the discount, must add freight charges.	
			****Automatically receive the most current catalog available through the year. Pricing will taken from current year's catalog only.	
A	Discount Offered (10)	50	20	10
B	Vendor Inventory (3)	10	15	0
C	Vendor Location (5)	5	0	25
D	Past History (2)	10	10	10
		75	45	45

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 15, 2008 2:30 PM		Nasco	Pyramid School Products	Sport Supply Group/BSN	Riddell/All American
RFP TITLE: PHYSICAL EDUCATION EQUIPMENT		901 Jamesville Ave.	6510 North 54th Street	P.O. Box 49	669 Sugar Lane
RFP #: 08-120-GF		Fort Atkinson, WI 53538	Tampa, FL 33610	Jenkintown, PA 19046	Elyria, OH 44035-6309
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	PHYSICAL EDUCATION EQUIPMENT SUPPLIES				
	DISCOUNT FROM CATALOG	**10%	** 20%	** 10%	** 20%
	AVERAGE MONTHLY INVENTORY	N/A	75,000.00	5,000,000.00	2,000,000.00
	BUSINESS LOCATION	901 Jamesville Ave Fort Atkinson, WI 53538	6510 N. 54th St. Tampa, FL	P.O. Box 49 Jenkintown, PA 19046	Bartow, FL
	\$50.00 Minimum (Yes/No)	Yes	Yes	No	No
		** 10% off current physical education & Team sports Catalogs. Ready-or-Not Tot and Accessories and Sew items not discounted.	** Champion Sports Catalog 2008	** List of exception attached to bid.	** Catalog percent discount does not apply to Riddell Revolution Helmets, Custom Shoulder pads, Decals, Hats and all outside vendor products.
A	Discount Offered (10)	15	40	25	Disqualified
B	Vendor Inventory (3)	0	2.5	12.5	
C	Vendor Location (5)	0	25	0	
D	Past History (2)	10	10	10	
		25	77.5	47.5	