



# District School Board of Pasco County

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

Heather Fiorentino, Superintendent

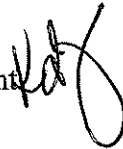
[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

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](mailto:kgoodman@pasco.k12.fl.us)

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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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: 800-955-1137 FAX W/AREA CODE: 800-955-4763

<sup>21364642</sup>  
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](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**

District Wide Accreditation • Southern Association of Colleges and Schools



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352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

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*  
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

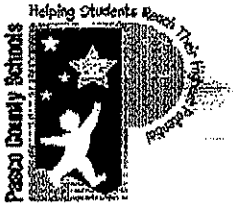
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**PLEASE RETURN COMPLETED FORM BY October 13, 2010**

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RECEIVED  
SEP 30 2010

September 17, 2010

BY: Fax

**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 - Contractor 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  
FAX 1-920-563-8296 W/AREA CODE: \_\_\_\_\_

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September 17, 2010

**RFP RENEWAL REQUEST**  
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**RFP #: 10-051-SN**

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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 DATE: 09-30-10

TELEPHONE W/AREA CODE: 847-463-1186 FAX W/AREA CODE: 800-814-0607

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September 17, 2010

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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 10-1-10

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

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**(813) 794-2225 (PHONE)**  
**(813) 794-2111 (FAX)**

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

**PLEASE RETURN COMPLETED FORM BY October 6, 2010**

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## District School Board of Pasco County Bid Recommendation

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

**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.

District School Board  
of Pasco County

NOV 03 2009

Board Approved



# District School Board of Pasco County

## Bid Recommendation

RFP # 10-051-SN

Page 2

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:**

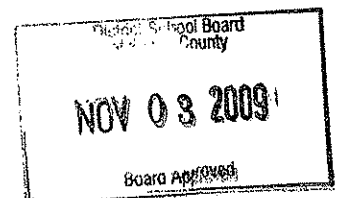
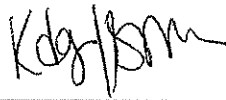
Laura Hill, Supervisor, Curriculum and Instructional Services Department

**Proposals Prepared By:**

Stephanie Noble, Buyer, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPB, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b> Science Supplies - "Catalog Discount"	ABC School Supply PO Box 369 Landisville, PA 17538	All American Polly 40 Turner Place Piscataway, NJ 08854	Benz Microscope Optics Center, Inc. PO Box 7022 Ann Arbor, MI 48107	Capital Microscope Services, Inc. PO Box 462 Marietta, GA 30061	Childcraft Education Corp. PO Box 3239 Lancaster, PA 17604-3239
<b>RFP OPENING DATE:</b> October 14, 2009 @ 2:30 p.m.	800-669-4222 717-653-7930	732-752-3200 x 1124 732-752-2305	734-994-3880 734-994-9090	800-377-4289 770-422-1833	800-631-5652 717-653-7930
<b>RFP #:</b> 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

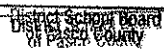
District School Board  
of Pasco County

NOV 03 2009

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

RFP TITLE:	Cymmar Corporation	ETA/Cuisenaire	EAI Education	Fisher Science Education	Film Scientific
Science Supplies - "Catalog Discount"	PO Box 530, 21709 Route 4 Carlinville, IL 62626 800-223-3517	500 Greenview Court Vernon Hills, IL 60061 800-445-5985	118 Bauer Drive Oakland, NJ 07436 800-770-8010	4500 Turn Berry Drive Hanover Park, IL 60133 800-955-1177	PO Box 219 Batavia, IL 60510 800-452-1261
RFP #:	800-754-5154	888-333-9588	201-891-5689	800-955-4763	866-452-1436
10-051-SN					
Discount Offered	6%	18%	15%	24%	10%
Catalog Name	Cymmar Scientific Supplies	K-9 ETA Cuisenaire Science	K-12 Math K-6 Literacy	Fisher Science 2009	Film 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, media, 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. Hazardous materials charge of \$22 per order will be charges where applicable.	No minimum order and free shipping on most items. Exclusions to Discounted live material, lab furniture, The Film Spectrophotometer and accessories, computer software, technology products, B-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

  
**NOV 03 2009**  
 Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b> Science Supplies - "Catalog Discount"	<b>Frey Scientific</b> 80 Northwest Blvd. Nashua, NH 0306 800-225-3739 877-256-3739	<b>Lakeshore Learning</b> 2695 E. Dominguez Street Carson, CA 90895 800-421-5354 310-537-7990	<b>Learning Services</b> PO Box 10636 Eugene, OR 97440 800-877-9376 800-815-5154	<b>Nasco</b> 901 Janesville Ave Fort Atkinson, WI 53538-0901 800-558-9595 920-563-8296	<b>Pasco Scientific</b> 1010 Foothills Blvd. Roseville, CA 95747 916-786-3800 916-786-7565	<b>Sargent-Welch</b> 3850 North Wilke Road, Suite 300 Arlington Heights, IL 60004 847-463-1180 800-814-0607
<b>Discount Offered</b>	27% and 12% on furniture	5%	10% and 3%	17%	5%	25%
<b>Catalog Name</b>	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 Catalog Change in January
<b>Catalog Included</b>	Y	Y	Y	Y	Y	Y
<b>Exclusions from bid</b>	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. Exclusions from proposal-items designated by catalog price ending in "9" shipped at catalog net price. Hazardous surcharges will apply.
<b>Reference Number</b>	G-025243802-F	***	FL-10-051-SN	38704	QT72335	205305-CF
<b>Did not meet intent of bid</b>		0.00	0.00		***	
<b>Total Points:</b>	124.40	0.00	0.00	62.40	0.00	127.13

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<b>RFP TITLE:</b>	Sempco, Inc. 51 Take Street Nashua, NH 0306 603-889-1830 603-889-1766	Sciencelabs.com PO Box 1657 Kyle, TX 78640 512-268-2765 512-268-2766	Science Kit, LLC 7777 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
<b>RFP OPENING DATE:</b>	October 14, 2009 @ 2:30 p.m.			
<b>RFP #:</b>	10-051-SN			
<b>Discount Offered</b>	30%	20%	14%	0%
<b>Catalog Name</b>	All Science and Physics	www.sciencelabs.com	Science Kit and Boreal Laboratories 2009	Data Collection Technology
<b>Catalog Included</b>	N	N	Y	Y
<b>Exclusions from bid</b>	No Exclusions	Hazardous and live material charges may apply	Exclusions to FOB live materials, hazardous materials; items required to ship via motorfreight and items request to overnight and two-day delivery; Exclusions to discount live preserved telescopes; and special orders; vernier probe wear; 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.
<b>Reference Number</b>	09-100501		SEP1588	
<b>Did not meet intent of bid</b>	***	***		***
<b>Total Points:</b>	0.00	0.00	69.13	0.00

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of Pasco County

NOV 08 2009

Approved: