



# 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  
Michael J. Woodall, CPPO, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: [mwoodall@pasco.k12.fl.us](mailto:mwoodall@pasco.k12.fl.us)

November 6, 2012

## MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

RE: Requesting Permission for a Ninety (90) Day Extension  
RFP #10-051-SN Science Supplies Catalog Discount  
Flinn Scientific  
Frey Scientific  
Nasco Science  
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 third year of the agreement will expire on November 7, 2012. The RFP document allows the District to extend the period and quantities of this RFP, or any portion thereof, for an additional time not to exceed 365 days from the date of the third-year expiration.

At this time, we are requesting permission to extend the term of the current agreement for an additional ninety (90) days in order to provide continuous coverage of the Science Supplies Catalog Discount. RFP 13-043-SB for Science and Classroom Supplies and Equipment is currently solicited and will be recommended for award prior to the expiration of this extension.

Jim Nesbit, Flinn Scientific; Trish Kookan, Frey Scientific; Dave Johnson, Nasco Science; Ray Kufeldt, Sargent-Welch; Michelle Cannon, Science Kit; and Kim Wilk, Fisher Science, have all agreed in writing (attached) to enter into the additional ninety (90) day extension under the existing terms and conditions. The extended term will cover the period of November 8, 2012 through February 5, 2013.

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.

MJW/plh

Attachments



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October 8, 2012

**Request for Proposal Extension Request**  
**TITLE: Science Supplies – Catalog Discount**  
**RFP #: 10-051-SN**

Yes, I agree to extend RFP #10-051-SN for Science Supplies – Catalog Discount for an additional 90 days under the same terms and conditions as the existing contract. The extension of this contract will begin November 8, 2012 and continue through February 5, 2013.

No, I do not agree to extend RFP #10-051-SN

COMPANY NAME: Flinn Scientific

SIGNATURE: \_\_\_\_\_

PRINTED NAME/TITLE JIM NESBIT QUOTES COORDINATOR DATE: 10-8-2012

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

By agreeing to extend this contract, 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 vendor certifies, by submission and signature of this extension 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 RETURN TO:**  
**DISTRICT SCHOOL BOARD OF PASCO COUNTY**  
**ATTENTION: Patty Hall**  
**PURCHASING DEPARTMENT**  
**20430 GATOR LANE**  
**LAND O' LAKES, FL 34638**  
**(813) 794-2489 (PHONE)**  
**(813) 794-2111 (FAX)**  
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No, I do not agree to extend RFP #10-051-SN

COMPANY NAME: Frey Scientific

SIGNATURE: Irish Kooker

PRINTED NAME/TITLE Irish Kooker, Assistant Secretary DATE: 10/08/2012

TELEPHONE W/AREA CODE: 800-225-3739 FAX W/AREA CODE: 877-256-3739

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District Wide Accreditation • Southern Association of Colleges and Schools



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October 8, 2012

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

\_\_\_\_\_  
 \_\_\_\_\_

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\_\_\_\_\_  
 No, I do not agree to extend RFP #10-051-SN

COMPANY NAME: Nasco Science

SIGNATURE: \_\_\_\_\_

PRINTED NAME/TITLE Dave Johnson, Manager of Contract Sales

DATE: 10-8-12

**PHONE 1-800-558-9595**

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

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October 8, 2012

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

✓

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\_\_\_\_\_ No, I do not agree to extend RFP #10-051-SN

COMPANY NAME: Sargent-Welch

SIGNATURE: Ray Kufeldt

PRINTED NAME/TITLE RAY KUFELDT, BID SALES MGR. DATE: 10/08/12

TELEPHONE W/AREA CODE: 847-463-1180 FAX W/AREA CODE: 800-814-0607

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October 8, 2012

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No, I do not agree to extend RFP #10-051-SN

COMPANY NAME: Science Kit

SIGNATURE: Michelle Cannon

PRINTED NAME/TITLE Michelle L. Cannon Bids/Books Representative DATE: 10-18-12

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

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*Any special orders, Red Items, Vernier Probreware, Custom Kits, publisher kits and their replacement parts are excluded from this discount. Please note, in 2012 and into the future, designated catalog / web prices ending with a "9" (i.e. \$100.09, \$7.99, \$10.59, etc.) will be excluded from discounting and will be shipped at the noted list price.*

VWR Education, LLC dba Science Kit will absorb all shipping charges, with the exception of live materials, hazardous materials, items required to ship via motor freight, and items requested for overnight or two-day delivery on orders greater than \$50.00.

TERMS: NET 30 DAYS

**7-10 DAYS A.R.O.**



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October 8, 2012

### Request for Proposal Extension TITLE: Science Supplies – Catalog US Communities 08-04026

X Yes, I agree to extend US Communities 08-04026 pricing for Science Supplies for an additional 90 days under the same terms and conditions as the existing contract. The extension of this contract will begin November 8, 2012 and continue through February 5, 2013.  
\_\_\_\_\_ No, I do not agree to extend US Communities 08-04026 for Science Supplies Catalog

COMPANY NAME: Fisher Science

SIGNATURE: Kim Wik

PRINTED NAME/TITLE Kim Wik / contracts Administrator DATE: 10/15/12

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

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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

## 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>	ABC School Supply	All American Polly	Benz Microscope Optics Center, Inc.	Capital 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
<b>RFP OPENING DATE:</b>	Landisville, PA 17538	Piscataway, NJ 08854	Ann Arbor, MI 48107	Marietta, GA 30061	Lancaster, PA 17604-3239
October 14, 2009 @ 2:30 p.m.	800-669-4222	732-752-3200 x 1124	734-994-3880	800-377-4289	800-631-5652
<b>RFP #:</b>	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

District School Board  
 of Pasco County  
**NOV 03 2009**  
 Board Approved

**DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION**

<b>RFP TITLE:</b>	Cynmar Corporation	ETA/Cuisenaire	EAI Education	Fisher Science Educaiton	Flinn Scientific
Science Slupplies - "Catalog Discount"	PO Box 530, 21709 Route 4	500 Greenview Court	118 Bauer Drive	4500 Turn Berry Drive	PO Box 219
<b>RFP OPENING DATE:</b>	Carlinville, IL 62626	Vernon Hills, IL 60061	Oakland, NJ 07436	Hanover Park, IL 60133	Batavia, IL 60510
Ocother 14, 2009 @ 2:30 p.m.	800-223-3517	800-445-5985	800-770-8010	800-955-1177	800-452-1261
<b>RFP #:</b>	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	Cynmar Scientific Supplies	K-9 ETA Cuisanaire 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 appliciable.	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



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

<b>RFP TITLE:</b>	Frey Scientific	Lakeshore Learning	Learning Services	Nasco	Pasco Scientific	Sargent-Welch
Science Supplies - "Catalog Discount"	80 Northwest Blvd.	2695 E. Dominguez Street	PO Box 10636	901 Janesville Ave.	1010 Foothills Blvd.	3850 North Wilke Road, Suite 300
<b>RFP OPENING DATE:</b>	Nashua, NH 0306	Carson, CA 90895	Eugene, OR 97440	Fort Atkinson, WI 53538-0901	Roseville, CA 95747	Arlington Heights, IL 60004
Ocotber 14, 2009 @ 2:30 p.m.	800-225-3739	800-421-5354	800-877-9376	800-558-9595	916-786-3800	847-463-1180
<b>RFP #:</b>	877-256-3739	310-537-7990	800-815-5154	920-563-8296	916-786-7565	800-814-0607
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 Serivces	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 or 12% of the line value. Exclussions from proposal-no discount on school specialty science, exlusive products with a prefix "N"	No Exclusions	free shipping for all software orders over \$150. all other itesm 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. F.o.b desination on orders over \$200. exlusions 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

<b>RFP TITLE:</b>	Sempro, Inc.	Sciecelabs.com	Science Kit, LLC	Vernier Data collection Technology
Science Supplies - "Catalog Discount"	51 Take Street	PO Box 1657	777 East Park Drive	13979 SW Millikan Way
<b>RFP OPENING DATE:</b>	Nashua, NH 0306	Kyle, TX 78640	PO Box 5003	Beaverton, OR 97005-2886
October 14, 2009 @ 2:30 p.m.	603-889-1830	512-268-2765	Tonawanda, NY 14151	503-277-2299
<b>RFP #:</b>	603-889-1766	512-268-2766	800-828-7777	503-277-2440
10-051-SN			800-828-3299	
Discount Offered	30%	20%	14%	0%
Catalog Name	All Science and Physics	<a href="http://www.sciecelabs.com">www.sciecelabs.com</a>	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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