

PURCHASING AGENDA ITEM
Hernando County School Board

School Board Meeting of: **February 14, 2017**

Bid No: 17-420/425-05

Bid Title: Furniture, All Types

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- Lowest Bid(s)
- Request for Proposal(s)
- Low Bid(s) Meeting Specification
- Rejection/Cancellation *
- Revised Award *
- Renewal of Contract
- Sole Source *
- Re-Award (partial/whole) *
- Contract/Bid Termination *
- Emergency *
- Percentage Discounts Meeting Bid Specifications
- Contract/Bid Extension *

Contract Period: 02/16/2017 thru 02/15/2020 N/A - One Time Purchase

Contract Type: Firm, Fixed Dollar Amount Firm, Fixed Unit Prices Firm, Fixed Percentages and/or Educational Discounted Pricing

Renewal Options:

No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
1	6-months	3- year	

*** Rationale/Reason**

Bidders Electronically Downloaded From PublicPurchase Website: 121

Bids Received: 19 No Bids: 6 Late Bids: Rejected Bids: N/A - Bids Not Required Renewal Option

Submitted By: Joyce McIntyre **School(s):** District Wide
Title/Department: Director Finance & Purchasing

Requested By: Purchasing Department **Department(s):** District Wide
Title/Department:

Recommended award by vendor(s), description of item(s)/service(s) and percentage discounts:
(See Attached)

TERMS CODE: 1705

Bid # 17-420/425-05 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS / SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	VISA™	QTY DISCOUNTS/ MINIMUM ORDERS	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed						
Bretford Manufacturing Inc. (V-32628)	Bretford	25%	20%		30 days	Yes		Basics, Learning Environments, Store & Charge	Customer Service: 1-800-521-9614 customerservice@bretford.com Dee Kasman dkasman@bretford.com www.bretford.com
Contrax Furnishing (V-38827)	Interior Concepts	10%	5%	Orders under \$7,500 may be assessed additional charges to account for freight and install minimums.	30-60 days	Yes	\$30,000 to \$99,999: 1% off base discount	Modular Workstations & Panel Systems, Tables, Desk, Seating, Shelving, Displays, Office Computer Special Storage, Library, Cafeteria & Stage	Alex Patten: 352-682-6691 apatten@contrax.com Heather Waller: 352-727-2640 hwaller@contrax.com www.contrax.com
	Palmieri	18%	14%						
	Ultra Play	Add on 30% to 2016 SELL Price List *	Add on 60% to 2016 SELL Price List *				\$100,000 to \$199,999: 2% off base discount.	Furnishing, Outdoor Playground, Casework And Classroom Products	
	WB Manufacturing/Wisconsin Bench	4%	--				\$200,000 + : negotiable		
<div style="border: 1px solid black; padding: 5px;"> <p><i>* This percentage is added on (not discounted) to the price of item(s) for Ultra Play only.</i></p> </div>									

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Ernie Morris Enterprises, Inc. (V-2172)	Artco Bell	58.8%	54.1%		30-45 days	Yes	All discounts offered are negotiable for possible additional discounts at \$10,000 or more		Cole Durgan: 352-793-2745 cdurgan@erniemorris.com Jeff Strickland: 352-254-0100 jstrickland@erniemorris.com www.erniemorris.com
	Hon Company	60.8%	60.3%						
	Lesro	52.1%	44.2%						
	Midwest Furniture	50.2%	43.8%						
	Office Star	53.4%	46.8%						
	Quartet MFG	46.8%	40.2%						
	Amplivox	15.1%	12.1%						
	Kore	18.1%	14.2%						
	SP Richards B16 Book	20.3%	15.2%						
	Wirco	12.9%	10.2%						
	JSI (Jasper Seating Co)	61.7%	58.9%						
Universal Seating Company (V-855)	Food Court Design	30%	25%		30-75 Days	Yes	\$10,000- \$50,000: 1% \$50,001- \$100,000: 2% \$100,001- \$200,000: 3% \$200,001- \$400,000: 4% \$400,001- \$700,000: 5% \$700,001- \$1,200,000:6%	Food Court Furniture & Décor	Simon Schuster -904-268-0241 simon@universalseating.com Barry Schuster – 904-268-0241 barry@universalseating.com www.universalseating.com

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Heritage Products Resources (V-39562)	Claridge	57%	57%		15-60 days	No	Extra discounts considered for volume on each individual order	Claridge: Marker/ Chalk Visual Boards Clarín: Portable Seating and Logo Palmer: Cafeteria Tables & Misc. Pepco: Science Furniture Seating Concepts: Institutional Furniture Unique: Carts Lincora: Lockers & Storage Granite: Carts/Equipment 290 Signs: Signage	Dick Bryan 863-425-7100 dick@hprcorp.com Paul, Laurie & Joanne 863-425-7100 www.hprcorp.com
	Clarín by Hussey	50%	50%						
	Palmer-Hamilton	30%	30%						
	Pepco	35%	35%						
	Seating Concepts	40%	40%						
	Unique Industries	40%	40%						
	Lincora	45%	45%						
	Working Walls	30%	33%						
	Granite	5%	5%						
	PS Furniture	State Contract	State Contract						
	McCourt	Call for Pricing	Call for Pricing						
American Seating	State Contract	State Contract							
Cape Furniture	40%	40%							
290 Signs	30%	30%							
Hertz Furniture (V-38307)	Academia	62%	61%		5-45 Days, depending on manufacturer and time of year	Yes		Classroom Furniture, Lab, Lockers, Music Instrument Storage, Metal Storage File Cabinets	Adrienne Cordova 800-526-4677 ext. 1129 adrienne@hertzfurniture.com Elliot Grossbard 786-448-9255 elliot@hertzfurniture.com www.hertzfurniture.com
	Diversified Woodcrafts	45%	44%						
	Penco	36%	35%						
	Marco Group	15%	14%						
	Sandusky Lee	33%	32%						
Krueger Intl (KI) (V-34)	Krueger International	49%	47%		16-75 Days	Yes	Drop Ship Discount: 51%		Kyle Korbisch 920-468-8100 kyle.korbisch@ki.com Chris Rueckl 941-773-4873 chris.rueckl@ki.com www.ki.com

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Lakeshore Learning Materials (V-9311)	Lakeshore Learning/ Educational Furniture	5% Free shipping and inside delivery on all orders	5% Complimentary white glove service available, free on orders over \$10,000. Includes: delivery, assembly and debris removal.		7-10 Business Days	Yes		Educational Materials & Furniture	Yazmin Moreno 800-421-5354 ymoreno@lakeshorelearning.com Dan Parravano 813-373-1817 dparravano@lakeshorelearning.com www.lakeshorelearning.com
Montel Aetnastak (V-49422)	Montel Aetnastak	20%	10%		45-60 Days	Yes		Metal Library Shelving & High Density Mobile Systems	John Plewa 800-772-7562 jplewa@montel.com www.montel.com
Newton Seating (V-42165)	Diversified Casework Library Bureau Library Bureau Steel Russell Carroll Mft Fisher Hamilton Scientific	20% 20% 20% 20% 30%	0.05% 0.15% 0.05% 0.15% 20%		60-90 Days	Yes		Science Furnishing, Wood Lab Desks, Steel Library Shelving, Wood Furniture,	Gini Strasser 904-355-2080 g.strasser@newton-fl.com www.newton-fl.com
OEC Business Interiors (V-11349)	ESI High Point Kimball Office Furniture National Office Furniture Paoli Steelcase	51.9-70.6% 54.65-61.75% 59.5% 59.9-61% 62-64.5% 50-74.25%	43.25-65.4% 46.25-54.8% 52.21% 52.7-54% 55.1-58.11% 41.01-69.6%	Note: Discount % based on total spending Call for exact Pricing and Discounts	6-8 weeks	Yes		Office Furniture, Seating, Casegoods, Tables, Files	Brenda Wawers 352-620-2888 bwawers@oec-fl.com www.oec-fl.com

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Recycled Plastic Factory (V-49423)	Recycled Plastic Factory	23%	5%	Per State Contract 420-420-10-1: 30% Discount Off Retail with Curbside Delivery	45 Days	Yes			Faye Najar 941-473-1618 fnajar@recycledplasticfactory.com www.recycledplasticfactory.com
Schoolhouse Products, Inc. (V-8534)	Corilam Jasper Chair Mooreco Office To Go Furniture OFM Paragon Furniture Scholar Craft Products Smith System Tesco	38% 42% 44% 56% 59.5% 44% 52% 38% 45%	33% 38% 39% 50% 55% 38% 48% 33% 40%		45 Days	Yes For orders under \$3,000		Classroom Furniture, AV & Computer Furniture, Casegoods, Bookcases, Storage Cabinets, Computer Labs, Office/Admin Furniture, Wood/Media /Lounge Seating, Media Furniture, Cafeteria	Andrea Posusta 813-855-1414 727-452-2442 (cell) andrea@schoolhouseproducts.com Alana Melling 813-855-1414 Alana@schoolhouseproducts.com www.schoolhouseproducts.com
School Specialty (V-5093)	ChildCraft Education Class Room Select Eurotech Seating Fleetwood National Public Seating Sico America School Specialty Jonticraft	25% 25% 51% 35% 48% 37% 25% 25%	15% 15% 47% 29% 44% 32% 15% 18%		30-45 Days	Yes		Office Furniture, Early Childhood, Classroom Furniture, Cafeteria Furniture, Audio Visual, Storage, Lounge Furniture	Jennifer Gilman 352-812-8308 jennifer.gilman@schoolspecialty.com Ariel Dials 800-305-0174 ariel.dials@schoolspecialty.com www.schoolspecialty.com

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Signature Products (V-31045)	Allied Plastics Co	12.5%	28.0%		30-45 Days	Yes		Tables, Chairs & Seating	Mike Monahan 407-299-0896 mike@signatureschoolproducts.com Emilyann Tobias emily@signatureschoolproducts.com www.signatureschoolproducts.com
	Correll Mfg.	35.1%	20.1%						
	Safco	18.1%	4%						
Staples Contract & Commercial Staples Advantage (V-47522)	Global Industries Mayline	State of Florida Contract #420-420-10-1 (Global Industries) State of Florida Contract #425-001-12-01 (Mayline)			2-4 weeks	Yes		Chairs, Desks, Filing, Accessories, Global & Global Care, Office Furniture, Meeting Room, Mailroom, Drafting	Scott Kanbara 1-888-224-3784 ext. 4228 scott.kanbara@staples.com
Troxell Communications (V-31414)	Balt	35%	23%		7-14 Days	Yes	2% discount on orders over \$10,000; delivering to one location only		Lori Petersen 800-352-7912 ext. 6605 lori.petersen@trox.com www.trox.com/products.htm
	Da-Lite	35%	12%						
	Euro Design Systems	30%	22%						
	Luxor	27%	15%						
	Oklahoma Sound Corp	30%	20%						
Spectrum	36%	30%							
Virco, Inc. (V-929)	Virco	61%	56%		10-60 Days	Yes	Tailgate delivery offered at a discount of 64% off list price	Virco Furniture & Equipment	Sylvia Joyer 800-448-4726 ext. 1277 sylviajoyer@virco.com www.virco.com

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Wood Etc. Co. (V-42421)	Angeles	27%	NA		7-31 Days	No		Furniture & Early Learning Furniture	Wolfgang Walther 972-255-1935 mail@woodetcco.com www.woodetcco.com
	Child's Play	30%	NA						
	ECR for Kids	15 -30%	NA						
	Whitney Brothers	30%	NA						