

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

February 28, 2023

Bid No. 23-420/425-26

Bid Title: Furniture – All Types

Recommend approval of this agenda item under the specific category below:

- | | | | |
|-------------------------------------------|------------------------------------------------------|----------------------------------------------------------------------|---------------------------------------------------|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative | | |

Bid Contract Period:

02/28/2023 through 02/27/2026

N/A – One Time Purchase

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
1

Length of
Each Term (month)

Length of
Each Term (year)
3

None

Rationale/Reason:

Bidders Electronically
Downloaded From Public
Purchase Website: 73

Bids Received:
- 8 -

No Bids:
- 2 -

Late Bids:
- 0 -

Rejected Bids:
- 0 -

N/A – Bids Not
Required:

Submitted By:

Neil D. McDonald
Director of Purchasing & Warehousing

School(s): District Wide

Requested By:

Purchasing Department

Department(s): District Wide

Recommended award, description of items and prices: (See attached)

T/C CODE: 2326

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
BSN Sports, LLC (Furniture Only)	BSN Sports, LLC	10.00%	0.00%	See Exception List with the Purchasing Department.	2 – 4 weeks	Bleachers, Benches, Chairs, Picnic Tables	Chris Bloomfield bsnbid@bsnsports.com 800-527-7510 ext 7324 Iyron Hamel ihamel@bsnsports.com 972-884-7317

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
Ernie Morris Enterprises, Inc. (V-2172)	All Seating	60.00%	55.20%		2 to 22 weeks depending on manufacturer	Administrative, Classroom, LT, Maker Space, Food Service, Media Center, Industrial arts, Outdoor, Lobby, Signage, Panel Systems, Shelving	Cole Durgan: 352-793-2745 cdurgan@erniemorris.com Nicole Bates 352-793-2745 nbates@erniemorris.com www.erniemorris.com
	AmTab	42.40%	41.40%				
	Artco Bell	60.80%	55.80%				
	Balt/ Best Right	44.50%	39.50%				
	Broadart	52.50%	36.50%				
	Bush Industries	49.20%	43.10%				
	Carpet for Kids	15.20%	6.80%				
	CEF, Inc.	35.50%	27.90%				
	Columbia Manufacturing	52.00%	46.20%				
	Cramer	20.90%	16.80%				
	Datum Filing Systems	42.30%	35.30%				
	ESI	58.00%	52.00%				
	Fireking	45.20%	37.00%				
	Flagship Carpets	12.10%	6.90%				
	Fleetwood Group	35.30%	30.10%				
	Group LaCassee	46.80%	42.10%				
	Hann	38.00%	32.00%				
Highpoint	54.90%	49.40%					
Hirsh	43.90%	39.80%					
HON	61.00%	60.10%					

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
Ernie Morris Enterprises <i>Continued</i>	HON Company	61.00%	60.10%				
	Indiana Desk	48.80%	42.60%				
	JSI	61.60%	56.70%				
	KI	49.10%	47.10%				
	Kimball Office Furniture	60.00%	55.20%				
	Luxor	25.90%	17.10%				
	MooreCo	44.50%	39.50%				
	MyTCoat	6.00%	0.00%				
	National Office Furniture	58.20%	53.10%				
	National Public Seating	48.20%	44.20%				
	Office Star	53.40%	46.80%				
	Palmeri	22.10%	16.90%				
	Russwood	52.30%	49.60%				
	Safco	59.10%	50.70%				
	Workrite	32.60%	26.80%				

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
Lakshore Learning Materials, LLC	Lakeshore Learning Educational Furniture	5.00%	0.00%		7 – 21 Business Days		Penny Stone- 800-778-4456 orderdept@lakeshorelearning.com Clara Sykes- 800-428-4414 lakesohore@lakeshorelearning.com www.lakeshorelearning.com
OEC Business Interiors, Inc	9 to 5 Seating SteelCase	60.70% 69.00%	19.00% 19.00%	If order is over \$2,000, a PO must be put in place. Freight charges & surcharges will apply to applicable vendors. Inside deliver services will incur an additional fee.	Vary and subject to change at time of order.	Casegoods, Classroom, Storage, Whiteboards, Conference Tables, Seating, Systems Furniture	Brenda Wawers 352-332-1192 bwawers@oec-fl.com Deanna Griffis 352-332-1192 dgriffis@oec-fl.com

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
Schoolhouse Products, Inc.	Allied Plastics	50%	43%	Additional discounts will be applied to larger orders/ quantities	6 – 10 weeks	Classroom, Cafeteria, Media, Admin/ Office, Science, Outdoor Furniture, Early Childhood, Technology/ Lab, STEM/ STEAM, Music Rooms, Computer Labs	Andrea Posusta 813-855-1414 727-452-2442 (cell) andrea@schoolhouseproducts.com Alana Melling 813-855-1414 Alana@schoolhouseproducts.com www.schoolhouseproducts.com
	Corilam	40%	33%				
	Diversified Woodcraft	54%	47%	Additional fees may apply for orders less than \$5,000			
	FomCore	47%	40%				
	Global Industries	51%	45%				
	Jonti-Craft	20%	13%				
	Midwest Folding Products	42%	35%				
	Mien	43%	36%				
	Office To Go Furniture	55%	48%				
	Oklahoma Sound Company	48%	41%				
	Palmer Hamilton	45%	38%				
	Pargon Furniture	38%	31%				
	Scholarcraft Products, Inc.	50%	43%				
	Smith Systems	38%	31%				
	Tennsco Corp	34%	27%				
	Tesco	34%	27%				
Ultra Play	6%	1%					
WB Manufacturing	62%	55%					

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
School Specialty	ChildCraft Education	25%	15%	Reference Q-287689 when ordering	2 – 4 weeks	Early Childhood, Classroom Chairs/ Tables, Task Chairs, Soft Seating, Classroom Desks, Office, Cafeteria Tables, Storage, Makerspace, Science, Carpets, Music	Benjamin Bortz 843-480-1745 benjaminbortz@schoolspecialty.com www.schoolspecialty.com
	Class Room Select	25%	15%				
	Eurotech Seating	47%	40%				
	J2	25%	25%				
	KFI	54%	47%				
	Sico America	37%	32%				
Signature Products	Frog Furnishings	10.1%	2.6%	Additional discounts on volume orders/ quotes	6 – 16 weeks	Student desks & chairs, Teacher desks, Administrative desks, Workstations/ cubicles, Activity tables, Shelving, Soft Seating, Steel Filing & Storage, Lounge furniture, Cafeteria tables & seating, Conference tables, Classroom storage/ cubbies	Emilyann Tobias 407-299-0896 emily@signatureschoolproducts.com Sharon O’Dea sharon@signatureschoolproducts.com www.signatureschoolproducts.com
	Ghent	32.7%	24%				
	Norva Nivel	40.7%	35%				
	Phoenix Safe USA	46.4%	40%				
	Special T	43.6%	35.1%				
	USA Capital	34.4%	26.7%				
	Waddell Display Cases	28.97%	20.8%				

Bid # 23-420/425-26 – Furniture, All Types

VENDOR	FURNITURE MANUFACTURER REPRESENTED	DISCOUNT		EXCEPTIONS/ SPECIAL CONDITIONS	DELIVERY ARO (DAYS)	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		Inside Delivery	Inside Delivery & Installed				
Virco, Inc.	Virco Manufacturing	72.3%	68.4%	Price list updated annually	2 – 8 weeks	Classroom, Science, Office, Library, Music, Computer, Cafeteria, Storage Cabinets, STEM/ STEAM, Art Drafting, Early Childhood, Other	Sylvia Joyer 800-448-4726 orders@virco.com Amber Blakely 800-448-4726 Amberblakely@virco.com www.virco.com