

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

October 7, 2025

Bid No. 26-910-20 PB

**Bid Title: Stage Curtain: Furnish, Install, and
Cleaning/Fire Retardant Treatment**

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

- | | | | |
|---|--|---|---|
| ☐ Lowest Bid(s) | ☐ Request for Proposal(s) | ☐ Low Bid(s) Meeting Specification | ☐ Rejection/Cancellation |
| ☐ Revised Award | ☐ Renewal of Contract | ☐ Sole/Single Source | ☐ Re-Award (Partial/Whole) |
| ☐ Contract Termination | ☐ Amendments to Contract | ☐ Extension of Contract | ☐ Emergency |
| ☐ Reversed Auction | ☒ Piggyback: School District | ☐ Responsive/Responsible Bidders | |

Bid Contract Period: Group 1: 10/07/2025 through 10/08/2028
Group 2/3: 02/19/2026 through 10/08/2028

☒ 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 ☐ Length of ☒ Length of ☐ None
Remaining Each Term (month) Each Term (year)
2 1

Rationale/Reason: Piggyback the School Board of Broward County, Florida, ITB No. 26-025: Stage Curtain – Furnish, Install and Clean/Fire Retardant Treatment awarded to multiple vendors. HCSB Bid No. 26-910-20 PB has been assigned for internal tracking purposes.

Bidders Electronically Downloaded From Bidnet Direct Website: **Bids Received:** **No Bids:** **Late Bids:** **Rejected Bids:** ☒ N/A – Bids Not Required: Piggyback

Submitted By: Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By: William Hall
Fire Official – AHJ/Plans Examiner

Department(s): Facilities & Construction
Department

Recommended award: (See attached)

T/C CODE: 2620

GROUP 1 – Furnish and Install			Primary Vendor	1 st Alternate	2 nd Alternate	3 rd Alternate
Item	Description	Unit of Measure	Luxout Products, Inc.	Hile's Curtain Specialties	On-Site Services US, Inc.	New Generation Custom Window Treatments, LLC(*)
1	Main Stage drape front setting and valance for larger stages , per bid specifications section 6, item G, including hardware. Shall be “KM Fabrics Charisma 23-25 oz.” or approved equal.	SY	\$30.00	\$57.50	\$81.00	\$40.20
2	Main Stage drape front setting and valance for smaller stages , per bid specifications section 6, item G, including hardware. Shall be “KM Fabrics Charisma 18-22 oz.” or approved equal.	SY	\$24.00	\$55.00	\$71.00	\$33.62
3	Borders, Midstage or Rear Traveler, and side legs for larger stages , per specifications section 6, item H, including hardware. Shall be “KM Fabrics Crescent 18-22 oz.” or approved equal.	SY	\$24.00	\$52.50	\$70.00	\$33.62
4	Borders, Midstage or Rear Traveler, and side legs for smaller stages , per bid specifications section 6, item H, including hardware. Shall be “KM Fabrics Crescent 13-16 oz.” or 5approved equal.	SY	\$23.00	\$50.00	\$45.00	\$26.77
5	Fringe material (for stage curtain/valance) per bid specifications section 6, item I, including hardware. Shall be “Bullion Type” IFR polyester material 6” overall finish height. This bid item includes installation.	SY	\$8.00	\$5.00	\$112.00	\$16.99
6	Studio Drape per Section 6, Bid Specifications, Item J, including hardware. Shall be “Dazian PD Cloth 16 oz.” or approved equal.	SY	\$20.00	\$20.25	\$45.00	\$12.21
7	Cyclorama material, per Section 6, Bid Specifications, Item K, including hardware. Shall be Trevira 14 oz.” or approved equal.	SY	\$23.00	\$34.00	\$50.00	\$262.44
8	Cyclorama material, per Section 6, Bid Specifications, Item K, including hardware. Shall be “Chevron 2000 IFR” or approved equal.	SY	\$23.00	\$22.50	\$55.00	\$258.99

DRAPE INSTALLATION - To include removal and disposal of existing drapes, where applicable.			Primary Vendor	1st Alternate	2nd Alternate	3rd Alternate
Item	Description	Unit of Measure	Luxout Products, Inc.	Hile's Curtain Specialties	On-Site Services US, Inc.	New Generation Custom Window Treatments, LLC(*)
9	Drape Installation, using existing track, for 12' stage height or less, as specified	LF	\$7.00	\$4.50	\$10.00	\$4.08
10	Drape Installation, using existing track, for over 12' Stage height, as specified.	LF	\$8.00	\$5.50	\$16.00	\$4.08
11	Drape Installation, using new track, for 12' stage height or less, as specified	LF	\$9.50	\$6.50	\$10.00	\$4.08
12	Drape Installation, using new track, for over 12' stage height, as specified	LF	\$12.50	\$9.50	\$16.00	\$4.08
INSTALLATION – To include removal, all materials mounting/securing hardware), and the disposal of existing, where applicable.		Unit of Measure	Luxout Products, Inc.	Hile's Curtain Specialties	On-Site Services US, Inc.	New Generation Custom Window Treatments, LLC(*)
13	Traversing Stage Track , complete assembly, per Section 6, Bid Specifications, Item L. Shall be “Besteel #170” or approved equal. This bid item includes material and installation.	LF	\$33.00	\$30.00	\$50.00	\$36.18
14	Cyclorama Walk-Along Track , complete assembly, per Section 6, Bid Specifications, Item M. “Besteel #173” or approved equal. This bid item includes material and installation.	LF	\$25.00	\$26.00	\$50.00	\$36.18
15	Studio Track , complete assembly, per Section 6, Bid Specifications, Item N. Shall be “RIG-I-FLEX #142R” or approved equal. This bid item includes material and installation.	LF	\$28.00	\$24.00	\$50.00	\$29.80
16	Pipe, Support Assembly , per Section 6, Bid Specifications, Item O. Shall be 1.5” diameter schedule 40 steel for supporting tracks, curtains, etc. This bid item includes material and installation.	LF	\$14.00	\$30.00	\$40.00	\$8.87
17	Rope, Draw Cord. This bid item includes material and installation.	LF	\$1.60	\$0.38	\$2.00	\$5.06
18	Labor: Provide an hourly charge for additional work performed (not listed above)	HR	\$65.00	\$50.00	\$50.00	\$31.88
19	Materials: Provide a cost for materials (not listed above) based on Awardee(s) cost plus a mark-up percentage.	Cost Plus	15%	10%	10%	15%

GROUP 2 – Cleaning/Fire Retardant Treatment: <i>Labor & materials: all in-inclusive total cost for the “vacuum extractor cleaning” & flame-retardant treatment of stage curtains.</i>			Primary Vendor	1st Alternate	2nd Alternate
Item	Description	Unit of Measure	Hile’s Curtain Specialties	On-Site Services US, Inc.	New Generation Custom Window Treatments, LLC(*)
1	Labor and Materials: Provide an all-inclusive total cost for the "Vacuum Extractor Cleaning" of stage curtains.	SF	\$ 0.50	\$0.70	\$3.89
2	Labor and Materials: Provide an all-inclusive total cost for the "Vacuum Extractor Cleaning" and flame-retardant treatment of stage curtains.	SF	\$0.65	\$0.80	\$5.19
GROUP 3 – Cleaning/Fire Retardant Treatment: <i>Labor & materials: all in-inclusive total cost for the “non-immersion drum cleaning” & flame-retardant treatment of stage curtains.</i>			Primary Vendor	1st Alternate	2nd Alternate
Item	Description	Unit of Measure	On-Site Services US, Inc.	Hile’s Curtain Specialties	New Generation Custom Window Treatments, LLC(*)
1	Labor and Materials: Provide an all-inclusive total cost for the "Non-Immersion Drum Cleaning" of stage curtains.	SF	\$ 0.70	\$0.90	\$4.09
2	Labor and Materials: Provide an all-inclusive total cost for the "Non-Immersion Drum Cleaning" and flame-retardant treatment of stage curtains.	SF	\$0.80	\$1.00	\$5.40

(*)EDDC Certified

Vendor Contact:

Luxout Products, Inc.
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 Scott MacFadyen
 850-974-7201
scott@luxout.com

Hile’s Curtain Specialties
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On-Site Services US, Inc.
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New Generation Custom Window Treatments, LLC (*)
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