

January 29, 2003

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: EXTEND CONTRACT NO. 055-AA06 – PHYSICAL EDUCATION/  
ATHLETIC EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT**

**COMMITTEE: FINANCIAL AFFAIRS**

The purpose of the bid, opened on November 28, 2000, was to establish a contract, to purchase, at firm educational discounts, quantities, as may be required, of physical education/athletic equipment and supplies, for various locations. The terms of agreement, as contained in the contract, awarded by the Board on February 14, 2001, and extended on January 16, 2002, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be extended for one (1) additional one (1) year period and, if needed, ninety (90) days beyond the expiration date of the current contract period. The contract is currently in its final extension period. The awardees have agreed to extend for the final ninety (90) day extension period, by letter, on file, with the exception of Gill Athletic, of Urbana, Illinois, and Jaypro Sports, of Waterford, Connecticut, who did not respond. It is considered to be in the best interest of the Board to extend this contract, for a ninety (90) day period, at the current prices, to provide continuity of services during this period. Staff is in the process of developing a new bid.

Fund Source  
Various

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **EXTEND** Contract No. 055-AA06 – PHYSICAL EDUCATION/ATHLETIC EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT, to purchase, at firm educational discounts, quantities, as may be required, of physical education/athletic equipment and supplies, for various locations, during the term of the contract, effective February 14, 2003, through May 13, 2003, as follows:

- Item 1 – Percent discount off catalog or price list using purchase order.
- Item 2 – Percent discount off catalog or price list using credit cards.

1. ALUMINUM ATHLETIC EQUIPMENT COMPANY  
4 PORTLAND ROAD  
WEST CONSHOHOCKEN, PA 19428  
OWNER: TIMOTHY W. DRISCOLL, PRESIDENT/C.E.O.

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

2. ATLANTIC COAST SPORTS, INC.  
1825 PONCE DE LEON BOULEVARD, #444  
CORAL GABLES, FL 33134  
OWNER: HARRY VON SUSKIL, PRESIDENT

Item 1 - @ 10% discount.

3. BIGGER FASTER STRONGER, INC.  
843 WEST 2400 SOUTH  
SALT LAKE CITY, UT 84119  
OWNER: GREG SHEPARD, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

4. BOB'S ATHLETIC WEAR  
323 INDUSTRIAL PARKWAY  
MOULTRIE, GA 31768  
OWNER: BOB EUNICE

Item 1 - @ 10% discount.

Item 2 - @ 10% discount.

5. CANNON SPORTS, INC.  
9265 BORDEN AVENUE  
SUN VALLEY, CA 91352-2034  
OWNER: RAYMOND YU, PRESIDENT

Item 1 - @ 0% discount.

Item 2 - @ 0% discount.

6. COLLEGIATE PACIFIC, INC.  
13950 SENLAC, #200  
DALLAS, TX 75209  
OWNER: MICHAEL BLUMENFELD, PRESIDENT/C.E.O.  
  
Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.
7. DELSPORTS, INC.  
2639 WEST 79 STREET  
HIALEAH, FL 33016  
OWNER: RALPH DEL GUIDICE  
  
Item 1 - @ 25% discount.  
Item 2 - @ 22% discount.
8. FIRST TO THE FINISH, INC.  
1325 NORTH BROAD  
CARLINVILLE, IL 62626  
OWNER: FRAN VIANO, VICE PRESIDENT  
  
Item 1 - @ 20% discount.  
Item 2 - @ 20% discount.
9. GREGG-UNITED SPORTS, INC.  
10279 SUNSET BEND DRIVE  
BOCA RATON, FL 33428  
OWNERS: MITCH ETKIND, PRESIDENT  
  
Item 1 - @ 35% discount.
10. HL CLASSIC CORPORATION  
508 PIER AVENUE  
HERMOSA BEACH, CA 90254  
OWNER: DAVID LEVIN  
  
Item 1 - @ 10% discount.  
Item 2 - @ 5% discount.

11. M-F ATHLETIC COMPANY, INC.  
 11 AMFLEX DRIVE  
 CRANSTON, RI 02920  
 OWNER: WILLIAM FALK, PRESIDENT
- Item 1 - @ 10% discount.  
 Item 2 - @ 10% discount.
12. MAJESTIC SALES  
 20 PEQUOT TRAIL  
 WESTPORT, CT 06880  
 OWNERS: MELVIN ZIMMERS  
 HERB PODEL
- Item 1 - @ 8% discount.  
 Item 2 - @ 6% discount.
13. MIAMI LAKES SPORTS SHOP  
 6763 MAIN STREET  
 MIAMI LAKES, FL 33014  
 OWNER: ROSALYN M. HAMILTON, PRESIDENT
- Item 1 - @ 15% discount.  
 Item 2 - @ 10% discount.
14. ORLANDO TEAM SPORTS  
 21011 JOHNSON STREET, SUITE 103  
 PEMBROKE PINES, FL 33029  
 OWNER: CARMINE MCWEENEY, PRESIDENT
- Item 1 - @ 0% discount.  
 Item - @ 10% discount.  
 Item - @ 15% discount.  
 Item - @ 20% discount.  
 Item - @ 25% discount.  
 Item - @ 30% discount.  
 Item 2 - @ 0% discount.  
 Item - @ 10% discount.  
 Item - @ 15% discount.  
 Item - @ 20% discount.  
 Item - @ 25% discount.  
 Item - @ 30% discount.

15. PROMAXIMA MANUFACTURING, LTD.  
5325 ASHBROOK  
HOUSTON, TX 77081  
OWNER: BOB LEPPKE, PRESIDENT

Item 1 - @ 0% discount.

Item 1 - @ 0% discount.

16. PUERTO CYCLERY, INC.  
D.B.A. MIAMI SPRINGS CYCLERY  
157 WESTWARD DRIVE  
MIAMI SPRINGS, FL 33166  
OWNER: CARLOS PUERTO, PRESIDENT

Item 1 - @ 0% various discounts.

Item 2 - @ 0% various discounts.

17. PROPHET CORPORATION  
D.B.A. GOPHER SPORT  
220-24<sup>TH</sup> AVENUE N.W.  
OWATONNA, MN 55060-0998  
OWNER: JOEL JENNINGS, PRESIDENT

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

18. PYRAMID SCHOOL PRODUCTS  
6510 NORTH 54 STREET  
TAMPA, FL 33610-1994  
OWNER: JOHN O. MILLER, VICE PRESIDENT

Item 1 - @ 30% discount.

Item 2 - @ 25% discount.

19. RIDDELL/ALL AMERICAN SPORTS  
669 SUGAR LANE  
ELYRIA, OH 44035  
OWNER: ROBERT E. NEDERLANDER

Item 1 - @ 15% discount.

Item 2 - @ 15% discount.

20. S & S WORLDWIDE, INC.  
75 MILL STREET  
COLCHESTER, CT 06415  
OWNER: STEPHEN SCHWARTZ, PRESIDENT

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

21. SCHOOL HEALTH CORPORATION  
865 MUIRFIELD DRIVE  
HANOVER PARK, IL 60103  
OWNERS: ROBERT AND NANCY CORMACK

Item 1 - @ 11% discount.  
Item 2 - @ 11% discount.

22. SPORT SUPPLY GROUP, INC.  
D.B.A. BSN SPORTS  
715 TWINING ROAD, SUITE 101  
DRESHER, PA 19025  
OWNER: GEOFFREY JURICK, PRESIDENT  
EMERSON RADIO, INC.

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

23. SPORTIME, LLC  
ONE SPORTIME WAY  
ATLANTA, GA 30340-1402  
OWNER: SCHOOL SPECIALTY, INC.

Item 1 - @ 10% discount.  
Item 2 - @ 10% discount.

24. USA GYMNASTICS AND SUPPLY, INC.  
1721 24<sup>TH</sup> STREET  
GREAT BEND, KS 67530  
OWNER: MARK BALL, PRESIDENT

Item 1 - @ 0% discount.  
Item 1 - @ 0% discount.

25. VARSITY SPIRIT FASHIONS AND SUPPLIES  
2525 HORIZON LAKE DRIVE  
MEMPHIS, TN 38133  
OWNER: ROBERT NEDERLANDER  
CHAIRMAN OF THE BOARD

Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.

26. WEBSTER'S SPORT CENTERS, INC.  
3560 WEST PROSPECT ROAD  
FORT LAUDERDALE, FL 33309  
OWNER: WILLIAM L. WEBSTER, PRESIDENT

Item 1 - @ various discount  
Item 2 - @ various discount.

27. WORLD SPORTING GOODS, INC.  
33923 HIGHWAY 59  
LOXLEY, AL 36551  
OWNER: CHARLES P. FORREST, SR., PRESIDENT

Item 1 - @ 5% discount.  
Item 2 - @ 5% discount.

28. ZIPP SPORTING GOODS  
7210 RED ROAD  
SOUTH MIAMI, FL 33143  
OWNER: MARTIN HOCHMAN, PRESIDENT

Item 1 - @ 5% discount.  
          @ 30% discount.  
          @ 27% markup.  
          @ 15% markup.

**(Final Ninety (90) Day Extension Period)**

29. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$73,129.15.

RHH/lja