

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   AWARD BID NO. 002-KK08 – COSMETOLOGY SUPPLIES,  
EQUIPMENT AND SPECIALTY FURNITURE CATALOG  
DISCOUNT**

**COMMITTEE:               INNOVATION, EFFICIENCY & GOVERNMENTAL  
RELATIONS**

**LINK TO STRATEGIC:     FINANCIAL EFFICIENCY/STABILITY  
FRAMEWORK**

The purpose of this bid is to purchase, at firm educational discounts, quantities, as may be required, of cosmetology supplies, equipment and specialty furniture, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at firm educational discounts, but is not obligated to purchase any guaranteed amount. Five (5) vendors responded to this advertised solicitation. This is an award to primary and alternate vendors.

No bids were received for Items 4, 8, 12, 16, 17, 20, 22, 25 and 26. The recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 - Bidding Process – Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure. No alternate bids were received for Items 5, 6, 7, 9, 10, 11, 13, 15, 19, 21, 23, 27 and 28.

Subsequent to bid evaluation, Procurement Management Services has obtained an additional 2% discount from The Burmax Co., Inc.

Fund Source  
0100 - General

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 002-KK08 – COSMETOLOGY SUPPLIES, EQUIPMENT AND SPECIALTY FURNITURE CATALOG DISCOUNT, to purchase, at firm educational discounts, quantities, as may be required, of cosmetology supplies, equipment and specialty furniture, for various locations, during the term of the bid, effective February 10, 2010, through February 9, 2012, as follows:

**PRIMARY**

1. THE BURMAX CO., INC.  
28 BARRETTS AVENUE  
HOLTSVILLE, NY 11742  
OWNER: BURTON H. SCHEFF, SECRETARY

Highest Discount Off Purchase Order: Items 1, 5 through 7, 10, 11, 14, 19, 27 and 28.

Item 1 - Aristocrat @ 7%.  
Item 5 - Burmax @ 7%.  
Item 6 - Celebrity @ 7%.  
Item 7 - Champion @ 7%.  
Item 10 - Diamond Edge @ 7%.  
Item 11 - Diamond Ice @ 7%.  
Item 14 - Gold Magic @ 7%.  
Item 19 - Hair Country @ 7%.  
Item 27 - Satin Edge @ 7%.  
Item 28 - Scalpmaster @ 7%.

2. MORRIS FLAMINGO-STEPHAN, INC.  
204 EASTGATE DRIVE  
DANVILLE, IL 61834  
OWNER: FRANK F. FEROLA, PRESIDENT

Highest Discount Off Purchase Order: Items 3, 9, 13, 15 and 23.

Item 3 - Belson @ 1%.  
Item 9 - Clairol @ 1%.  
Item 13 - Gold N' Hot @ 1%.  
Item 15 - Golden Supreme @ 1%.  
Item 23 - Milady @ 1%.

3. TNA WORLDWIDE  
23200 HAGGERTY ROAD  
FARMINGTON HILLS, MI 48335  
OWNER: LAWRENCE GAYNOR, C.E.O.

Highest Discount Off Purchase Order: Items 2, 18, 21 and 24.

Item 2 - Andis @ 40%.

Item 18 - Hot Tools @ 40%.  
Item 21 - Marianna @ 40%.  
Item 24 - Oster @ 25%.

Highest Discount off Credit Card: Items 2, 18, 21 and 24.

Item 2 - Andis @ 37%.  
Item 18 - Hot Tools @ 37%.  
Item 21 - Marianna @ 37%.  
Item 24 - Oster @ 22%.

#### **ALTERNATE**

4. APOPKA BEAUTY & BARBER SUPPLY, INC.  
64 EAST MAIN STREET  
APOPKA, FL 32703  
OWNER: JAYANTILAL NAYEE, PRESIDENT

Second Highest Discount off Purchase Order: Items 2 and 24.

Item 2 - Andis @ 10%.  
Item 24 - Oster @ 10%.

Second Highest Discount Off Credit Card

Item 2 - Andis @ 1%.  
Item 24 - Oster @ 1%.

5. MORRIS FLAMINGO-STEPHAN, INC.  
204 EASTGATE DRIVE  
DANVILLE, IL 61834  
OWNER: FRANK FEROLA, PRESIDENT

Second Highest Discount Off Purchase Order: Item 18.

Item 18 - Hot tools @ 1%.

6. **REJECT** Items 4, 8, 12, 16, 17, 20, 22, 25 and 26.
7. Authorize Procurement Management Services to purchase up to the total estimated amount of \$200,000.

RHH/ae