

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID NO. 073-BB06 – MEDICAL EQUIPMENT AND SUPPLIES,
CATALOG DISCOUNT**

The purpose of this bid, opened on March 19, 2002, is to establish a contract, to purchase, at firm educational discounts, quantities, as may be required, of medical equipment and supplies, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 25 vendors sent bid forms or card notices of this advertised bid, 12 responded, with 10 bids meeting specifications and 2 no bids.

Fund Source
Various

M/WBE Eligibility
Hispanic Male - No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 073-BB06 – MEDICAL EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT, to purchase, at firm educational discounts, quantities, as may be required, of medical equipment and supplies, for various locations, during the term of the bid, effective May 15, 2002, through December 31, 2003, as follows:

- Item 1 - Percent discount off catalog or price lists using purchase orders.
- Item 2 - Percent discount off catalog or price lists using credit cards.

1. AERO PRODUCTS CORPORATION
D.B.A. AMERICAN LA FRANCE MEDIC MASTER
P.O. BOX 1707
SANFORD, FL 32772
OWNER: KAREN HAUN, PRESIDENT

Item 1 - @ 12% discount.
Item 2 - @ 12% discount.
2. ASCENSION
A DIVISION OF AGM CONTAINER CONTROLS, INC.
P.O. BOX 40020
TUCSON, AZ 85717-0020
OWNER: HOWARD N. STEWART, PRESIDENT

Item 1 - @ 3% discount.
Item 2 - @ 3% discount.
3. CENTRAL POLY-CORP
18 DONALDSON PLACE
LINDEN, NJ 07306
OWNER: ANDREW HOFFER, PRESIDENT

Item 1 - @ 30% discount.
Item 2 - @ 31% discount.
4. GRAINGER INDUSTRIAL SUPPLY
2255 N.W. 89 PLACE
MIAMI, FL 33172
OWNER: RICHARD L. KEYSER, PRESIDENT/C.E.O.

Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
5. HENRY SCHEIN, INC.
135 DURYEA ROAD, M495
MELVILLE, NY 11747
OWNER: STANLEY M. BERGMAN, PRESIDENT

Item 1 - @ 20% discount on all disposable items.
 @ 15% discount on all diagnostic equipment.
Item 2 - @ 20% discount on all disposable items.
 @ 15% discount on all diagnostic equipment.

6. LAERDAL MEDICAL CORPORATION
167 MEYERS CORNERS ROAD
WAPPINGERS FALLS, NY 12590
OWNER: TORE LAERDAL

Item 1 - @ 10% discount on life support and first aid.
@ 5% discount on educational materials.
Item 2 - @ 10% discount on life support and first aid.
@ 5% discount on educational materials.

7. MOORE MEDICAL CORPORATION
389 JOHN DOWNEY DRIVE
P.O. BOX 2740
NEW BRITAIN, CT 06050
OWNER: HEARTLAND ADVISORS

Item 1 - @ 16% discount.
Item 2 - @ 16% discount.

8. OFFSHORE MEDICAL GROUP, INC.
1700 S.W. 57 AVENUE, #218
MIAMI, FL 33155
OWNER: RALF HEYER, PRESIDENT

Item 1 - @ 20% discount.

9. PHARMED GROUP
3075 N.W. 107 AVENUE
MIAMI, FL 33172
OWNER: CARLOS M. DE CESPEDES
CHAIRMAN/C.E.O.

(HM)

Item 1 - @ 10% discount.
Item 2 - @ 12% discount.

10. SAMMONS PRESTON
P.O. BOX 5071
BOLINGBROOK, IL 60440
OWNER: ED DONNELLY, PRESIDENT

Item 1 - @ 5% discount.

Item 2 - @ 5% discount.

11. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$274,572.16.

RHH/lja