

June 17, 2002

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: EXTEND CONTRACT NO. 118-AA11 - SPEECH AND HEARING  
EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT**

The purpose of the bid, opened on April 24, 2001, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of speech and hearing equipment and accessories, for the Office of Exceptional Student Education and various schools. The terms of agreement, as contained in the contract, awarded by the Board on June 20, 2001, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be extended for two (2) additional one (1) year periods. The contract is currently in its initial year. The awardees have agreed to extend for the first one (1) year extension period, by letter, on file, with the exception of AVR Sonovation, of Eden Prairie, Minnesota. It is considered to be in the best interest of the Board to extend this contract, for an additional one (1) year period, at the current prices, to benefit from fixed prices, during the next twelve (12) months, inasmuch as the Consumer Price Index (CPI), as of April 2002, indicated an increase of 1.6%.

Fund Source  
Various

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **EXTEND CONTRACT** No. 118-AA11 - SPEECH AND HEARING EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT, to purchase, at firm discounts, quantities, as may be required, of speech and hearing equipment and accessories, for the Office of Exceptional Student Education and various schools, during the term of the contract, effective June 20, 2002, through June 19, 2003, as follows:

**REPLACEMENT**

**G-90**

1. ABLENET, INC.  
1081 TENTH AVENUE S.E.  
MINNEAPOLIS, MN 55414  
OWNER: CHERYL VOLKMAN, C.E.O.

Item 1 – Ablenet @ 0% discount.

2. DYNAVOX SYSTEMS, LLC  
2100 WHARTON STREET, 4<sup>TH</sup> FLOOR  
PITTSBURGH, PA 15203  
OWNER: SUNRISE MEDICAL, INC., PARENT

Item 8 – Dynavox @ 5% discount.

Item 30 – Hourly labor rate for repairs @ \$75 per hour.

3. ENVIRONMENTAL HEALTH SCIENCE, INC.  
D.B.A. HEALTH SCIENCE  
418 WALL STREET  
PRINCETON, NJ 08540  
OWNER: DAVID S. GOLDBERG, PRESIDENT/TREASURER

Item 29 – Saltillo Corporation @ 2% discount.

Great Talking Box @ 2% discount.

Enkido Research, Inc. @ 0% discount.

Assistive Technology, Inc. @ 2% discount.

Adaptivation, Inc. @ 2% discount.

AMD @ 0% discount.

Attainment Company @ 2% discount.

Mayer-Johnson, Inc. @ 0% discount.

Tash, Inc. @ 0% discount.

SoftTouch @ 0% discount.

Semerc @ 0% discount.

Judy Lynn Software @ 0% discount.

Simtech Publications @ 0% discount.

Slater Software @ 0% discount.

Franklin Electronic Publishers, Inc. @  
0% discount.

Keytech @ 0% discount.

Hearit Company @ 0% discount.

Siemens @ 0% discount.

4. HARRIS COMMUNICATIONS, INC.  
15155 TECHNOLOGY DRIVE  
EDEN PRAIRIE, MN 55344  
OWNER: ROBERT I. HARRIS, PRESIDENT

Item 12 – Harris Communications @ 10% discount,  
prepay and add freight.

Item 27 – Williams Sound @ 10% discount, prepay and  
add freight.

5. INDEPENDENT LIVING AIDS, INC.  
200 ROBBINS LANE  
JERICHO, NY 11753-2341  
OWNER: MIMI C. BERMAN, VICE PRESIDENT

Item 27 – Williams Sound @ 20% discount.

6. INTELLITOOLS, INC.  
1720 CORPORATE CIRCLE  
PETALUMA, CA 94954  
OWNER: STEVE GENSLER, CHAIRMAN

Item 15 – IntelliTools @ 2% discount.

7. MCSI/CENTRAL AUDIO VISUAL  
1212 SOUTH ANDREWS AVENUE  
FORT LAUDERDALE, FL 33316  
OWNER: MICHAEL S. LEVER, PRESIDENT/C.E.O.

Item 27 – Williams Sound @ 25% discount.

Item 29 – Telex-Soundmate @ 25% discount.

8. OAKTREE PRODUCTS, INC.  
716-J CROWN INDUSTRIAL COURT  
CHESTERFIELD, MO 63005  
OWNER: ROBERT J. KEMP, C.E.O.

Item 26 – Welch Allyn @ 10% discount.

Item 27 – Williams Sound @ 10% discount.

9. PHONIC EAR, INC.  
3880 CYPRESS DRIVE  
PETALUMA, CA 94954  
OWNER: WILLIAM DEMANT A/S DENMARK
- Item 6 – Beltone @ 5% discount.  
Item 22 – Phonic Ear @ 5% discount.  
Item 30 – Repair rate, per unit, per submitted price sheet.
10. PRENTKE ROMICH COMPANY  
1022 HEYL ROAD  
WOOSTER, OHIO 44691  
OWNER: BARRY ROMICH, C.E.O.
- Item 1 – Ablenet @ 0 to 15% discount based on dollar expenditure amount.  
Item 7 – Daessy @ 0 to 15% discount based on dollar expenditure amount.  
Item 23 – Prentke Romich Company @ 0 to 15% discount based on dollar expenditure amount.  
Item 30 – Hourly labor rate for repairs @ \$75 per hour.
11. SAY IT RIGHT  
2932 SEGOVIA WAY  
CARLSBAD, CA 92009  
OWNER: CHRISTINE L. RISTUCCIA, PRESIDENT
- Item 29 – Say It Right @ 0% discount.
12. TASH, INCORPORATED  
3512 MAYLAND COURT  
RICHMOND, VA 23233  
OWNER: COLIN WHEELER, PRESIDENT
- Item 29 – Tash – Real People @ 5% discount.  
Item 30 – Hourly labor rate for repairs @ \$60 per hour.

13. TELE-ACOUSTICS, INC.  
P.O. BOX 1635  
TITUSVILLE, FL 32781  
OWNER: BARBARA DESHLER, PRESIDENT

Item 2 – Acoustic Systems @ 2% discount.  
Item 3 – American Electromedics @ 2% discount.  
Item 4 – Audioscan @ 2% discount.  
Item 6 – Beltone @ 2% discount.  
Item 11 – Grason-Stadler @ 2% discount.  
Item 16 – Madsen @ 2% discount.  
Item 17 – Maico @ 2% discount.  
Item 18 – Micromedical @ 2% discount.  
Item 19 – Nicolet Bio Medical @ 2% discount.  
Item 20 – OZ Systems @ 0% discount.  
Item 21 – Pehrtek @ 0% discount.  
Item 25 – Tele-Acoustics @ 0% discount.  
Item 26 – Welch Allyn @ 2% discount.

**(First Annual Extension and Second Year of Contract)**

14. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$494,625.51.

RHH/lja