

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:           EXTEND CONTRACT NO. 039-AA07 - INDUSTRIAL/  
TECHNOLOGY EDUCATION EQUIPMENT AND SUPPLIES,  
CATALOG DISCOUNT**

**COMMITTEE:       FINANCIAL AFFAIRS**

The purpose of the bid, opened on November 14, 2000, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of industrial/technology education equipment and supplies, for various schools and departments. 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 two (2) additional one (1) year periods. The contract is currently in its first extension period. The awardees have agreed to extend for the second year renewal period, by letter, on file, with the exception of Hampden Engineering Corporation, of East Longmeadow, Massachusetts, Razor Tec, of Oldsmar, Florida, and RCR Technology, Inc., of Melbourne, Florida. 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 August 2002, indicated an increase of 1.8%.

Fund Source  
Various

M/WBE Eligibility  
Female-No Dollar Amount

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **EXTEND** Contract No. 039-AA07 - **INDUSTRIAL/TECHNOLOGY EDUCATION EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT**, to purchase, at firm discounts, quantities, as may be required, of industrial/technology education equipment and supplies, for various schools and departments, during the term of the contract, effective February 14, 2003, through February 13, 2004, as follows:

Item 1 – Fixed percentage discount, including installation, inside delivery, and training if required:

- a) For equipment.
- b) For supplies.
- c) For software.

1. ADVANCED TECHNOLOGIES CONSULTANTS, INC.  
110 WEST MAIN STREET  
P.O. BOX 905  
NORTHVILLE, MI 48167  
OWNER: THOMAS S. CLOSE, PRESIDENT

- Item 1 – a) @ 5% discount.  
b) @ 5% discount.  
c) @ 5% discount.

Threshold amount for additional discounts - \$1,000,000.  
Minimum order - \$100,000.  
FOB Farmingdale, NJ.

2. ADVANCED MICRO SERVICES  
12455 S.W. 42 STREET  
MIAMI, FL 33175  
OWNER: ALAIN AGRAMONTE, PRESIDENT

- Item 1 – a) @ 35% discount.  
b) @ 35% discount.  
c) @ 35% discount.

Threshold amount for additional discounts - \$5,000.

3. ATLANTIC AUTO SUPPLIERS, INC.  
141 N.E. 24 STREET  
MIAMI, FL 33137  
OWNER: JOSE SUAREZ, PRESIDENT

- Item 1 – a) @ 17% discount.  
Mohawk A-7 @ \$4,648.  
Mohawk SYST-1 @ \$5,187.50.  
Mohawk LMF-12 @ \$7,470.  
Mohawk TP-15 @ \$10,458.

Mohawk TR-25(24"x20ft.) @ \$7,387, plus  
10% installation.

Mohawk TR-25(24"x25ft.) @ \$9,047 plus  
10% installation.

Mohawk TR-25(24"x30ft.) @ \$10,292, plus  
10% installation.

4. BRODHEAD GARRETT  
A DIVISION OF SCHOOL SPECIALTY  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903  
OWNER: PUBLICLY OWNED

Item 1 - a) @ 10% discount.  
b) @ 10% discount.  
c) @ 10% discount.

5. D.C. JAEGER CORPORATION  
135 NORTH KNOWLES AVENUE  
WINTER PARK, FL 32789  
OWNER: DONALD C. JAEGER, CHAIRMAN/C.E.O.

Item 1 - a) @ 0% discount.  
b) @ 0% discount.  
c) @ 0% discount.

6. FLORIDA TECHNOLOGY SYSTEMS, INC.  
1122 W.C.-48, SUITE 5  
BUSHNELL, FL 33513-1805  
OWNER: DANIEL D. WHITE, PRESIDENT

Item 1 - a) @ 5% discount.  
b) @ 0% discount.  
c) @ 5% discount.

Threshold for additional discounts--Minimum \$30,000 lab  
quote, purchase of 3 or more labs, additional 3%.

7. HEARLIHY & COMPANY  
714 WEST COLUMBIA STREET  
SPRINGFIELD, OH 45504  
OWNER: PATRICK HEARLIHY, PRESIDENT
- Item 1 - a) @ 10% discount orders \$2,500 plus.  
b) @ 10% discount orders \$2,500 plus.  
c) @ 10% discount orders \$2,500 plus.  
Free freight order greater than \$500.
8. HOLMQUIST EDUCATIONAL CONSULTANTS, INC.  
3315 SILVERPOND DRIVE  
PLANT CITY, FL 33567-2722  
OWNER: STEPHANIE KAYE HOLMQUIST, PRESIDENT
- Item 1 - a) @ 10% discount.  
b) @ 10% discount.  
c) @ 10% discount.
9. INDUSTRIAL ARTS SUPPLY COMPANY  
5724 WEST 36 STREET  
MINNEAPOLIS, MN 55416  
OWNERS: LESLIE J. RAYMOND, PRESIDENT
- Item 1 - a) @ 0% discount.  
b) @ 0% discount.  
c) @ 0% discount.  
Fob Point: Minneapolis
10. MLCS, LTD.  
2381 PHILMONT AVENUE  
HUNTINGDON, PA 19006  
OWNER: MERLE LEVY, PRESIDENT
- Item 1 - a) @ 0% discount.  
b) @ 0% discount.  
c) @ 0% discount.

11. MEDICAL PLASTICS LABORATORY, INC.  
226 HIGHWAY 116  
GATESVILLE, TX 76528-0038  
OWNER: LAERDAL MEDICAL CORPORATION PARENT  
COMPANY

Item 1 – a) @ 5% discount.  
b) @ 5% discount.  
c) @ 0% discount.

Threshold amount for additional discounts - \$10,000.  
Minimum order - \$500.

12. MIDWEST TECHNOLOGY PRODUCTS AND SERVICES  
2600 BRIDGEPORT DRIVE  
SIOUX CITY, IA 51102  
OWNER: LINDA A. FLOM, C.E.O. (WF)

Item 1 – a) @ 10% discount.  
b) @ 10% discount.  
c) @ 10% discount.

13. MODERN SCHOOL SUPPLIES, INC.  
1335 BLUE HILLS AVENUE  
BLOOMFIELD, CT 06002  
OWNER: ALVIN SHOHAM, VICE PRESIDENT

Item 1 – a) @ 5% discount.  
b) @ 15% discount.  
c) @ 0% discount.

Minimum order - \$50

14. PITSCO, INC.  
913 EAST JEFFERSON  
PITTSBURG, KS 66762  
OWNER: HARVEY R. DEAN, PRESIDENT

Item 1 – a) @ 5% discount.  
b) @ 5% discount.  
c) @ 5% discount.

Threshold amount for additional discounts - \$2,500.  
Minimum order - \$25.

15. R.T. JOHNSON COMPANY, INC.  
351 CROSSINGS BOULEVARD, APT. 1316  
ORANGE PARK, FL 32067-0963  
OWNER: RICHARD T. JOHNSON, PRESIDENT

Item 1 – a) @ 0% discount.  
b) @ 0% discount.  
c) @ 0% discount.

16. SATCO SUPPLY  
2021 WEST COUNTY ROAD, C-2  
ROSEVILLE, MN 55113  
OWNER: PETER FIELD, PRESIDENT

Tools for schools and industry – 1600 page catalog.

Item 1 – a) @ 0% discount.  
b) @ 10% discount.

Tools for schools – 95 page catalog.

Item 1 – a) @ 0% discount.  
b) @ 0% discount.

17. TECHNICAL TRAINING AIDS, INC.  
1791 BLOUNT ROAD, SUITE 905  
POMPANO BEACH, FL 33069  
OWNER: LARRY BAGGETT, PRESIDENT

Item 1 – a) @ 2% discount.  
b) @ 2% discount.  
c) @ 2% discount.

Threshold amount for additional discounts - \$100,000.

18. ZOOM TECHNOLOGY, INC.  
1003 INDUSTRIAL BOULEVARD  
WEST BERLIN, NJ 08091  
OWNER: CHARLES C. HANSEN, SR., PRESIDENT

Item 1 – a) @ 0% discount.

VBT4000 test machine - @ \$14,850 each.  
VBT-HEAT heating system - @ \$1,840 each.  
VBT-EASL manual support - @ \$63 each.  
VBT-VISE – bench top @ \$85 each.  
02.02-01 - test set @ \$630 each.  
03.02-01 - test set @ \$898 each.  
03.04-01 - test set @ \$898 each.  
03.08-01 - test set @ \$898 each.  
04.03-01 - test set @ \$735 each.  
04.04-01 - test set @ \$898 each.  
04.11-01 - test set @ \$898 each.  
TX2000 – TRANX 2000 @ \$1,499 each.  
04X002 – AXODE/AX4N @ \$50 each.  
Freight - @ \$220 each system.

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

19. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$1,084,425.51.

RHH/lja