



**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY  
PURCHASING & BUSINESS SERVICES DEPARTMENT**

**BID AWARD NOTICE**

**DATE:**  
**April 1, 2011**

**BID TITLE & REFERENCE:**  
**Audio Visual / Electrical Supplies, Bid #111804**

**DESCRIPTION OF PURCHASE:**

An annual pricing agreement to provide audio visual and electrical supplies, (31 items bid and awarded) as stocked and distributed by the Central Warehouse to schools and offices throughout the District. Items will be purchased on an as needed basis to replenish the Central Warehouse inventory. Bid award(s) to the lowest bidder(s) meeting specifications.

Effective Dates: May 1, 2011 through April 30, 2012.

**REQUESTED BY:**

Central Warehouse

| <b>SUPPLIER NAME:</b>                     | <b>ITEMS:</b> | <b>ESTIMATED ANNUAL EXPENDITURE:</b> |
|---|---------------|--------------------------------------|
| Acco Brand, LLC, East Texas, PA           | 1             | \$17,970.00                          |
| Standard Stationery Supply, Wheeling, IL  | 5             | 6,633.00                             |
| Graybar, Pensacola, FL                    | 5             | 2,371.00                             |
| Valiant, South Hackensack, NJ             | 5             | 2,125.00                             |
| Aves Audio Visual, Sugar Land, TX         | 1             | 1,205.00                             |
| Scott Electric, Greensburg, PA            | 4             | 590.00                               |
| VSA, Inc., Lincoln, NE                    | 2             | 402.00                               |
| Pyramid School Products, Tampa, FL        | 2             | 309.00                               |
| Competitive Edge, Schererville, IN        | 1             | 173.00                               |
| Mid Atlantic Media, Holmes, PA            | 3             | 113.00                               |
| IntellisMedia, Tampa, FL                  | 1             | 90.00                                |
| Batteries Plus #044, Ft. Walton Beach, FL | 1             | 52.00                                |

**AMOUNT OF PURCHASE:**

\$32,033.00 Est./Yr.

**FUNDING SOURCE:**

General Fund (1110)

**METHOD OF PROCUREMENT:**

ECSD Bid

Responses Received: 20

No Bids: 2

**POSTING DATE & TIME:**

April 1, 2011, 4:50pm Central Time

THE SCHOOL DISTRICT OF ESCAMBIA COUNTY  
PURCHASING DEPARTMENT  
75 NORTH PACE BLVD  
PENSACOLA,FL 32505

- RECOMMENDED AWARDED ITEMS

**BID TABULATION**

BID #111804

BID TITLE: AUDIO VISUAL / ELECTRICAL SUPPLIES

DATE: MARCH 25, 2011

| BIDDER NAME/<br>BID ITEM NUMBER | 1                 | 2                 | 3                 | 4                   | 5                 | 6                  | 7      |
|---------------------------------|-------------------|-------------------|-------------------|---------------------|-------------------|--------------------|--------|
| ACCO BRANDS                     | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| AVES AUDIO VISUAL               | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| BATTERIES PLUS                  | .42               | .85               | .85               | 1.50                | .42               | 1.99               | NB     |
| BULBTRONICS                     | .22 M96<br>M\$550 | .69 M72<br>M\$550 | .47 M72<br>M\$550 | .78 M72**<br>M\$550 | .22 M96<br>M\$550 | 2.95 M12<br>M\$550 | NB     |
| BUSINESS SERVICES               | NB                | NB                | NB                | NB                  | NB                | 10.69              | NB     |
| CAMCOR, INC.                    | .968 E/M4         | 2.32 E/M4         | 2.32 E/M4         | 3.00 E/M4           | 1.21 E/M4         | NB                 | NB     |
| COMPETITIVE EDGE                | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| DEMCO                           | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| DIRECT ADVANTAGE, INC.          | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| GRAYBAR                         | .22               | .60               | .47               | .86                 | .23               | DNBAS              | 8.75 A |
| INTELLISMEDIA                   | .26               | 1.03              | .80               | 1.03                | .26               | 2.88               | NB     |
| IRBY                            | .23               | .62               | .49               | .90                 | .24               | DNBAS              | NB     |
| MID ATLANTIC MEDIA              | .35               | .76               | .65               | 1.20                | .35               | NB                 | NB     |
| PYRAMID SCHOOL                  | .23 M96<br>M\$550 | .63 M72<br>M\$550 | .49 M72<br>M\$550 | .92 M72<br>M\$550   | .23 M96<br>M\$550 | 2.99 M24           | NB     |
| SCOTT ELECTRIC                  | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| STANDARD STATIONERY             | .193              | .568              | .416              | .832                | .203              | NB                 | NB     |
|                                 | .154 A/S          |                   |                   | .768 A              | .148 A/S          |                    |        |
| TECH DEPOT                      | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| TROXELL COMMUNICATIONS          | NB                | NB                | NB                | NB                  | NB                | NB                 | NB     |
| VALIANT IMC                     | .26               | .70               | .56               | 1.14                | .26               | NB                 | 5.98   |
| VSA, INC.                       | 0.27              | 0.79              | 0.66              | 1.28                | 0.28              | NB                 | NB     |

**BID #111804**

| <b>BIDDER NAME/<br/>BID ITEM NUMBER</b> | 8         | 9         | 10       | 11   | 12       | 13   | 14    |
|---|-----------|-----------|----------|------|----------|------|-------|
| ACCO BRANDS                             | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| AVES AUDIO VISUAL                       | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| BATTERIES PLUS                          | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| BULBTRONICS                             | NB        | NB        | NB       | NB   | 3.99 M10 | NB   | NB    |
| BUSINESS SERVICES                       | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| CAMCOR, INC.                            | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| COMPETITIVE EDGE                        | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| DEMCO                                   | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| DIRECT ADVANTAGE, INC.                  | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| GRAYBAR                                 | 13.50     | 12.25     | 24.25    | 6.55 | 3.50     | 4.25 | 9.91  |
| INTELLISMEDIA                           | 21.05     | 23.18     | 41.00    | 3.28 | 11.37    | 7.64 | 9.99  |
| IRBY                                    | NB        | 14.60 A   | 16.68 A  | 6.98 | 3.65     | 5.36 | 10.71 |
| MID ATLANTIC MEDIA                      | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| PYRAMID SCHOOL                          | 18.98 M12 | 16.98 M12 | 22.98 M6 | NB   | NB       | NB   | NB    |
| SCOTT ELECTRIC                          | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| STANDARD STATIONERY                     | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| TECH DEPOT                              | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| TROXELL COMMUNICATIONS                  | NB        | NB        | NB       | NB   | NB       | NB   | NB    |
| VALIANT IMC                             | 13.60     | 10.90     | 20.92    | NB   | NB       | NB   | NB    |
| VSA, INC.                               | NB        | NB        | NB       | NB   | NB       | NB   | NB    |

| <b>BIDDER NAME/<br/>BID ITEM NUMBER</b> | 15    | 16    | 17   | 18       | 19       | 20       | 21                     |
|---|-------|-------|------|----------|----------|----------|------------------------|
| ACCO BRANDS                             | NB    | NB    | NB   | NB       | NB       | NB       | 18.15                  |
| AVES AUDIO VISUAL                       | NB    | 21.90 | NB   | NB       | NB       | NB       | NB                     |
| BATTERIES PLUS                          | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| BULBTRONICS                             | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| BUSINESS SERVICES                       | NB    | 49.98 | NB   | NB       | NB       | NB       | NB                     |
| CAMCOR, INC.                            | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| COMPETITIVE EDGE                        | NB    | NB    | 5.25 | NB       | NB       | NB       | 17.50 A                |
| DEMCO                                   | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| DIRECT ADVANTAGE, INC.                  | NB    | NB    | NB   | NB       | NB       | NB       | 25.56                  |
| GRAYBAR                                 | 11.25 | NB    | NB   | NB       | NB       | NB       | NB                     |
| INTELLISMEDIA                           | 73.33 | 26.66 | NB   | NB       | NB       | NB       | NB                     |
| IRBY                                    | 11.90 | NB    | NB   | NB       | NB       | NB       | NB                     |
| MID ATLANTIC MEDIA                      | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| PYRAMID SCHOOL                          | NB    | NB    | NB   | 4.89 M10 | 8.98 M10 | 6.98     | 16.98 A                |
| SCOTT ELECTRIC                          | NB    | NB    | 3.56 | NB       | 6.25 A/S | 4.50 A/S | 19.00                  |
| STANDARD STATIONERY                     | NB    | NB    | NB   | 4.17 A   | 7.36 A/S | 5.74 A/S | 17.74 (1)<br>19.75 (2) |
| TECH DEPOT                              | NB    | NB    | NB   | NB       | NB       | NB       | NB                     |
| TROXELL COMMUNICATIONS                  | NB    | 31.36 | NB   | NB       | NB       | NB       | NB                     |
| VALIANT IMC                             | NB    | 27.02 | 4.12 | 5.07     | 10.68    | 5.79     | 17.10 A                |
| VSA, INC.                               | NB    | NB    | NB   | 5.61     | 6.95     | 7.89     | 28.21                  |

**BID #111804**

| <b>BIDDER NAME/<br/>BID ITEM NUMBER</b> | 22   | 23  | 24       | 25     | 26    | 27       | 28    |
|---|------|-----|----------|--------|-------|----------|-------|
| ACCO BRANDS                             | NB   | NB  | NB       | NB     | NB    | NB       | NB    |
| AVES AUDIO VISUAL                       | NB   | NB  | NB       | NB     | NB    | 3.39     | 5.70  |
| BATTERIES PLUS                          | NB   | NB  | NB       | NB     | NB    | NB       | NB    |
| BULBTRONICS                             | NB   | NB  | NB       | NB     | NB    | 5.18     | NB    |
| BUSINESS SERVICES                       | NB   | NB  | NB       | NB     | NB    | 29.98    | 16.29 |
| CAMCOR, INC.                            | NB   | NB  | NB       | NB     | NB    | 6.90     | NB    |
| COMPETITIVE EDGE                        | NB   | NB  | NB       | NB     | NB    | 3.25     | NB    |
| DEMCO                                   | NB   | NB  | NB       | NB     | NB    | NB       | NB    |
| DIRECT ADVANTAGE, INC.                  | NB   | NB  | NB       | NB     | NB    | NB       | NB    |
| GRAYBAR                                 | NB   | NB  | NB       | NB     | NB    | 19.19    | NB    |
| INTELLISMEDIA                           | NB   | NB  | .94      | 1.22   | 1.78  | 6.82     | 10.17 |
| IRBY                                    | NB   | NB  | NB       | NB     | NB    | DNBAS    | NB    |
| MID ATLANTIC MEDIA                      | 1.65 | .79 | .56      | .62    | 1.10  | 5.60     | NB    |
| PYRAMID SCHOOL                          | NB   | NB  | NB       | NB     | NB    | 3.49 M24 | 4.58  |
| SCOTT ELECTRIC                          | NB   | NB  | NB       | NB     | NB    | 2.35     | NB    |
| STANDARD STATIONERY                     | NB   | NB  | .388 A/S | .447 A | .64 A | 4.06     | 5.16  |
| TECH DEPOT                              | NB   | NB  | NB       | NB     | NB    | NB       | NB    |
| TROXELL COMMUNICATIONS                  | NB   | NB  | NB       | NB     | NB    | 10.52    | NB    |
| VALIANT IMC                             | 1.48 | NB  | NB       | NB     | NB    | NB       | 5.83  |
| VSA, INC.                               | 1.74 | .89 | .59      | .68    | .98   | 3.45     | NB    |

| <b>BIDDER NAME/<br/>BID ITEM NUMBER</b> | 29       | 30    | 31    |
|---|----------|-------|-------|
| ACCO BRANDS                             | NB       | NB    | NB    |
| AVES AUDIO VISUAL                       | 2.84     | DNBAS | 4.16  |
| BATTERIES PLUS                          | NB       | NB    | NB    |
| BULBTRONICS                             | 3.76     | 6.79  | 8.25  |
| BUSINESS SERVICES                       | 14.98    | NB    | NB    |
| CAMCOR, INC.                            | 6.19     | 5.85  | 7.79  |
| COMPETITIVE EDGE                        | 3.50     | NB    | 3.50  |
| DEMCO                                   | NB       | NB    | NB    |
| DIRECT ADVANTAGE, INC.                  | NB       | NB    | NB    |
| GRAYBAR                                 | 14.95    | 29.85 | 24.50 |
| INTELLISMEDIA                           | NB       | 7.62  | 8.67  |
| IRBY                                    | 4.88     | 5.31  | DNBAS |
| MID ATLANTIC MEDIA                      | 5.35     | 5.35  | 5.60  |
| PYRAMID SCHOOL                          | 4.56 M24 | NB    | 4.61  |
| SCOTT ELECTRIC                          | 2.65     | 3.40  | 3.90  |
| STANDARD STATIONERY                     | 3.20     | 3.48  | 4.81  |
| TECH DEPOT                              | NB       | NB    | NB    |
| TROXELL COMMUNICATIONS                  | 10.68    | NB    | 12.58 |
| VALIANT IMC                             | NB       | NB    | NB    |
| VSA, INC.                               | 2.81     | DNBAS | 4.25  |

**BID #111804**

**NOTES:**

- \*\* - THE MINIMUM ORDER REQUIREMENT IS TOO HIGH FOR THIS ITEM.
- A - ALTERNATE ITEM BID
- DNBAS - DID NOT BID AS SPECIFIED
- M \_\_\_ - ORDER IN MULTIPLES OF \_\_\_\_\_
- MQO \_\_\_ - MINIMUM QUANTITY ORDER \_\_\_\_\_
- M\$ \_\_\_ - MINIMUM DOLLAR ORDER: \$ \_\_\_\_\_
- NB - NO BID
- V1 - VALIENT EC25/14 (14AWG)
- V2 - VALIENT EC25/16 (16AWG)
- (1) - PRICE FROM 3/22/11 - 6/30/11
- (2) - PRICE FROM 7/1/11 - 12/31/11

**BID TABULATION, RECOMMENDATIONS, AND PROTEST**

Bid tabulations with award recommendations are posted for 72 hours in the Purchasing Department Office and are also posted to the School District's website address at [www.old.escambia.k12.fl.us/adminoff/finance/purchasing/](http://www.old.escambia.k12.fl.us/adminoff/finance/purchasing/).

Failure to file a protest within the time prescribed in Section 120.57(3) Florida Statutes, and School Board Rules shall constitute a waiver of proceedings. Bid tabulations or recommendations will be distributed solely through the Purchasing website address. Notices will not be automatically mailed.

I hereby certify that the prices and bidders reflected herein are valid, and have been received in compliance to Escambia County School Board Rules and Florida Law.

*John Dombroskie*  
John Dombroskie  
Director of Purchasing