

Henderson County Schools

1805 Second Street
Henderson, Kentucky 42420
Telephone: (270) 831-5000 Fax: (270) 831-5009



TO: Dr. Thomas Richey, Superintendent
And School Board Members

FROM: Walt Spencer, CPA
Assistant Superintendent of Finance

DATE: May 11, 2011

SUBJ: BID RECOMMENDATIONS

BID #11-11-5-5 – COPY PAPER

We sent bid packages to eight vendors and received four responses. We are recommending awarding this bid to River City Industrial and XPEDX on the basis of lowest bid price as indicated on the attached bid tabulation. We recommend awarding Warren Supply the bid for 65# cover stock.

BID #10-11-5-5 – COURIER SERVICE

Four vendors were invited to bid and we received responses from Markham Security Specialists and Silver Creek Transportation formerly known as Cowan Transportation. For the past four years we have used Markham Security but we have used Cowan Transportation in the past. Because the bids were relatively close, we asked each school to evaluate the service of both vendors using the scale included in the bid specifications. Markham Security received the higher bid evaluation based on dependability, professionalism and better service than Cowan offered. We are therefore recommending awarding the bid to Markham Security.

HENDERSON COUNTY SCHOOLS
1805 Second Street
Henderson, KY 42420

COPY PAPER
BID TABULATION
BID #11-11-5-5

SIZE	Estimated Cases Purchased Annually	Business Equipment	Consolidated Paper Group	Bye-More Inc.	Consolidated Paper Contract	Petter Business Systems	River City Industrial	Warren Supply	XPEDX
8.5 x 11 white 20# (10 rm/cs)	850	No Response	No Response	No Response	No Response	\$ 29.00	\$ 26.80	\$ 29.75	\$ 26.35
8.5 x 11 white 20# unwrapped	4000					No Bid	\$ 12.50	No Bid	No Bid
8.5 x 11 color	100					\$ 39.00	\$ 36.00	\$ 45.50	\$ 36.00
8.5 x 14 white	none needed					\$ 43.00	\$ 39.00	\$ 42.00	\$ 37.00
11 x 17 white	80					\$ 34.00	\$ 33.00	\$ 34.20	\$ 33.00
11 x 17 color	60					No Bid	No Bid	\$ 50.25	\$ 41.00
8.5 x 11 color 65# (cover stock)	10					No Bid	No Bid	\$ 48.00	\$ 55.00
8.5 x 11 white 20# (3 hole)							\$ 25.80		
							prices firm through June 2012	5-7% increase in June 2011	5-7% increase in July 2011
							all 20# whites must be awarded together		
							20# color together		

HENDERSON COUNTY BOARD OF EDUCATION

1805 Second Street
Henderson, Kentucky 42420

COURIER SERVICE

BID # 10-11-5-5

TABULATION OF BIDS

COMPANY	Silver Creek Transportation (formerly Cowan)	Deliveries Inc.	Markham Security Specialists	Pak Mail
Daily costs for Courier Service for all schools, offices and other buildings.	\$100.00	No Response	\$105.00	No Response
Daily rate x 185 days per year =	\$18,500.00		\$19,425.00	
Fuel Surcharge Rate	\$0.00		\$0.00	
Number of vehicles available in company fleet.	5		10	
Number of employees.	6		13	
Are vehicles properly insured?	yes		yes	
Are employees properly insured?	yes		yes	
Number of years experience handling cash in excess of \$5,000 daily	18		32	
Additional Services (chg. per hour)				
Commodity Runs (avg. 8-10/year)	\$ 23.00		\$0.00	
Phone	869-7777		270-310-4008	

Effective July 1, 2011

COURIER SERVICE EVALUATION

	COWAN	Comments	MARKHAM	Comments
Bus Garage	7		10	
Maint.	9		9	
CSS	8		9	
Bend Gate	8	X is at BG, they don't get along	7	
Cairo	6		9	
CLC	info not known			
Chandler	8		9	
East Hgts.	10		10	
Jefferson	6		8	more dependable, secure and prof.
Niagara	8	not professional	10	efficient, friendly, professional
So. Hgts.	9		7	arrogant personality
Spottsville	10		10	
NMS	9		10	happy with their service
SMS	6	bin dropped outside/ contents left on ground	10	More Dependable, more secure
HCHS	not known			
	104		118	

Markham Security Specialists, Inc.
P.O. Box 715
Henderson, KY 42419
Office: (270) 310-4008
Fax: (270) 310-4018

May 9, 2011

Markham Security Specialists started the courier program in the school system 27 years ago. Markham Security is a 34 year old company that carries insurance coverage for not only 3 million in general liability coverage; but an additional 1 million in robbery and employee dishonesty coverage. Having an armed uniformed officer that is retired law enforcement or previous military gives our couriers the experience and professional image to be the most successful. We challenge other companies to provide certificates of their insurance – and their experience in handling cash in a professional and discreet manner.

We also provide services on call/after hours/weekends & holidays.

I have enjoyed working with you, and hope you consider my company !

Thank you,

Larry Markham