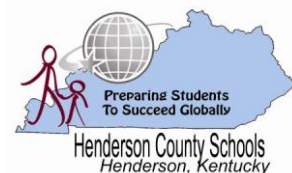


# Henderson County Schools

1805 Second Street, Henderson, Kentucky 42420

(270) 831-5000 Fax: (270) 831-5009

<http://www.hendersonschools.net>



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

FROM: Walt Spencer, CPA  
Assistant Superintendent of Finance

DATE: September 20, 2011

SUBJ: Bid Recommendations

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The following four items (Nursing/Health Science Supplies, Medical Supplies, Tee Shirts, Sweatshirts, Polos and Marquees) were bid since the August Board Meeting. There were also Bid Renewal Requests mailed for an additional 4 items (Uniforms, Toilet Tissue, Teaching Supplies & Science Supplies).

## **NURSING/HEALTH SCIENCE SUPPLIES 22-11-9-8**

Bids were received from two of the five solicited vendors for Nursing/Health Science Supplies. Medical Supply Group and Methodist Hospital Home Medical Equipment had comparable percentage of discount and we are recommending awarding the bid to both Medical Supply Group and Methodist Hospital Home Medical Equipment to allow for better price and availability.

## **MEDICAL SUPPLIES 23-11-9-9**

One out of the three vendors solicited for Medical Supplies responded to the bid. Pocket Nurse offers all of the supplies that were specified in the Medical Supplies bid and have good pricing and availability. We are recommending awarding the bid to Pocket Nurse.

## **TEE SHIRTS, SWEATSHIRTS, POLOS – BID #25-11-9-9**

Seven bids were received for Tee Shirts, Sweatshirts, Polos, etc. We are recommending approving all bids to allow the buyer to choose the vendor based on best price and availability of the specific apparel desired.

### **MARQUEE 24-11-9-9**

We received two bids on the Digital Marquee signs. Sign Crafters, from Evansville, has their signs installed at Holy Name and Henderson Community College as well as a few other locations in Henderson. The Robson Corporation is located in Sarasota, Florida and has signs installed across the US, but does not have any installed in Henderson. We modeled our bid specifications from documents we received from Henderson Community College. The sign in our bid specifications was for a 25mm pitch LED sign, which is what Sign Crafters quoted. Robson Corporation actually quoted a 16mm pitch sign, which is a higher resolution sign than the 25mm quoted by Sign Crafters. Sign Crafters assembles the sign but purchases the digital displays from Watch Fire located in Danville, IL. Robson Corporation manufactures the digital LED display themselves in Sarasota, FL and assembles the entire sign to our specifications. We had both vendors to bring their signs to our board office and were able to see a side by side comparison of both signs. There is a significant price difference between the two signs and the lower priced sign actually had better specifications for display resolution. Both vendors have the same warranty coverage. We had several people view both signs, not only from the images displayed but also from the internal components and ability to replaced LED modules if they should “burn out” or dim. The consensus was that although the Robson sign was significantly lower in price ( \$24,671.00 vs. \$43,253.56 from Sign Crafters), the 16mm resolution was superior to the 25mm display from Watch Fire. Both bid prices include delivery, installation and training. We have checked references from both vendors and received favorable reviews for both signs. We are recommending that we accept the lowest price bid from Robson Corporation for their 16mm pitch sign at \$24,671.00 installed.

### **RENEWAL REQUESTS WERE MAILED 9/6/2011 FOR THE FOLLOWING ITEMS:**

#### **UNIFORMS 21-10-5-9**

Armark is our current uniform vendor. We are satisfied with their service and product. It is this reason that we requested the renewal of the Uniform bid. Armark accepted our renewal request.

#### **TOLIET TISSUE 30-08-9-9**

Warren Supply Company is our current vendor to Toilet Tissue. We are satisfied with their product and service. A renewal request was mailed 9/6/2011 and was accepted. We are recommending the renewal of this bid.

#### **SCIENCE SUPPLIES 23-10-5-9**

The Science Supplies Bid has 15 approved vendors in which all were mailed a renewal request. All 15 accepted this request. We had no issues or concerns with any of the current approved vendors. We are recommending the renewal of the current Science Supplies bid.

**TEACHING SUPPLIES**

The Teaching Supplies Bid has 19 approved vendors in which all were mailed a renewal. All 19 vendors accepted this request. We had no issues or concerns with any of the current approved vendors. We are recommending the renewal of the current Teaching Supplies Bid.

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