

# Henderson County Schools

1805 Second Street, Henderson, Kentucky 42420  
(270) 831-5000 Fax: (270) 831-5009  
www.henderson.kyschools.us



To: Marganna Stanley, Superintendent  
And School Board Members

From: Cindy Cloutier  
Director of Finance

A handwritten signature in blue ink that reads 'Cindy Cloutier'.

Date: September 19, 2016

Re: Bid Recommendations

## **Bid Recommendations:**

### **Surplus Busses Bid # 13-16-5-9**

No bids were received for surplus busses. We will bid again.

### **LED Lamps and Fixtures Bid # 12-16-5-9**

Invitations were sent to eleven vendors. Bids were received from Galloway Electric Supply, Graybar Electric, Nichols Electric, CED/Superior Electric, and Tri-State Lighting & Supply Company. The option to award multiple vendors was included in the specifications of the bid. We are recommending that Galloway Electric Supply be awarded LED light fixtures and bulbs and Tri-State Lighting & Supply Company be awarded light bulbs and the High Bay Fixtures for the Gymnasiums.

### **Document Imaging and Maintenance Bid # 11-16-5-9**

After consideration and review of the document and imaging bids that were received we are in favor of not accepting any of the bids at this time. This decision is being made for the following reasons:

1. Accepting any of the bids that were received would mean the District's long term financial obligations would be more than what the renewal will be for 10 Docuware software licenses which we already own.
2. Vendors who responded could not guarantee migration of our current Docuware database which would require re-imaging of documents we no longer have in our possession.

**Intercom/Paging & Bell Schedule Platform RFP # 10-16-6-8**

Invitations were sent to South West Communications, Alliant Integrators, Inc., IP Security Reps, and Graybar. Of those 4 vendors only South West Communications responded with a bid. It is our recommendation that the bid be awarded to South West Communications.

**Tabulation Sheet**  
**Surplus Busses**  
**Bid # 13-16-5-9**

Bus	Gospel Light Baptist Church	Hutchison Salvage	J & B Mechanical	Valencia Harvesting	Paul Marcelin	Benjie Allen	Tony Samples
1998 International VIN ...083190	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
1999 International VIN ...021082							
1999 International VIN ...21084							
2000 International VIN ...930470							
2001 International VIN ...912144							
2001 International VIN ...912145							
2002 International VIN ...944318							

**HENDERSON COUNTY BOARD OF EDUCATION  
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**Tabulation Sheet  
LED Light Bulb and Fixture  
Bid # 12-16-5-9**

		A-M Electric	Bowling Green Winlectric	CED/Superior Electric	CPG Paper Group	Galloway Electric Supply	Graybar Electric	Kirby Risk Electrical Supply	Light America	Nicholas Electric	Tri-State Lighting & Supply Co	Voss Electric
Fixture Type	Model											
Shoe Box	Lithonia KAX LED	No Bid	No Bid	No Bid	No Bid	\$402.17	\$446.43	No Bid	No Bid	No Bid	\$412.50	No Bid
	Hundred Bulbs					\$397.84	\$446.43			No Bid		
	Hundred + Bulbs					\$393.61	\$446.43			No Bid		
Canopy	Acculite CPLA03-5K-UN					\$201.09	\$178.57			No Bid	\$172.50	
	Hundred Bulbs					\$198.91	\$178.57			No Bid		
	Hundred + Bulbs					\$196.81	\$178.57			No Bid		
Canopy	Lithonia VRC LED					\$201.09	\$327.38			No Bid	\$302.50	
	Hundred Bulbs					\$198.91	\$327.38			No Bid		
	Hundred + Bulbs					\$196.81	\$327.38			No Bid		
Canopy	Maxlite CAN20U50B					\$125.00	\$101.20			No Bid	\$134.95	
	Hundred Bulbs					\$123.66	\$101.20			No Bid		
	Hundred + Bulbs					\$122.44	\$101.20			No Bid		
Wall Pak	Lithonia TWS LED					\$119.60	\$142.86			No Bid	\$134.50	
	Hundred Bulbs					\$118.28	\$142.86			No Bid		
	Hundred + Bulbs					\$117.02	\$142.86			No Bid		
Wall Pak	Lithonia TWH					\$255.45	\$422.62			No Bid	\$394.05	
	Hundred Bulbs					\$252.70	\$422.62			No Bid		
	Hundred + Bulbs					\$250.00	\$422.62			No Bid		
Shoe Box Retrofit Kit	KADRD					\$282.61	\$416.68			No Bid	\$388.50	
	Hundred Bulbs					\$279.60	\$416.68			No Bid		
	Hundred + Bulbs					\$276.60	\$416.68			No Bid		
Exit Light	Lithonia EXR LED					\$17.34	\$22.03			No Bid	\$22.50	
	Hundred Bulbs					\$17.15	\$22.03			No Bid		
	Hundred + Bulbs					\$17.00	\$22.03			No Bid		
Emergency Light	Lithonia EU2 LED M12					\$17.34	\$22.03			No Bid	\$22.50	
	Hundred Bulbs					\$17.15	\$22.03			No Bid		
	Hundred + Bulbs					\$17.00	\$22.03			No Bid		



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**Tabulation Sheet**  
**LED Light Bulb and Fixture**  
**Bid # 12-16-5-9**

		A-M Electric	Bowling Green Winlectric	CED/Superior Electric	CPG Paper Group	Galloway Electric Supply	Graybar Electric	Kirby Risk Electrical Supply	Light America	Nicholas Electric	Tri-State Lighting & Supply Co	Voss Electric
Fixture Type	Model											
Combo	ECR LED HOMB					\$51.85	\$64.29			No Bid	\$62.10	
	Hundred Bulbs					\$51.29	\$64.29			No Bid		
	Hundred + Bulbs					\$50.75	\$64.29			No Bid		
Bulbs	Bulb Model											
U-Tube	Keystone KT-LED 17 T8U66C-840-S			Phillips 16.5VWT8/2440000IF \$13.30		\$17.72	\$23.75			Quoting Eiko Equals \$14.69	\$16.40 Minimum of 25	
	Hundred Bulbs			\$13.30		\$17.15	\$23.75			\$13.82		
	Hundred + Bulbs			\$13.30		\$16.96	\$23.75			\$13.35		
Flood	GE PAR38 LED 12038W0383040			Phillips 17PAR38/F25 4000 \$15.85		\$12.75	\$16.68			\$8.74	\$16.80 Minimum of 6	
	Hundred Bulbs			\$15.85		\$12.36	\$16.68			\$8.22		
	Hundred + Bulbs			\$15.85		\$11.65	\$16.68			\$8.22		
Multi-Directional	SATCO 10A19 LED			9A19/LED/830 \$5.12		\$4.27	\$3.28			\$3.44	\$3.15	
	Hundred Bulbs			\$5.12		\$4.14	\$3.28			\$3.23		
	Hundred + Bulbs			\$5.12		\$4.10	\$3.28			\$3.23		
Multi-Directional	SATCO 11.5 A19 LED			No Bid		\$6.61	\$7.09			\$6.88	\$6.85	
	Hundred Bulbs			No Bid		\$6.40	\$7.09			\$6.47		
	Hundred + Bulbs			No Bid		\$6.33	\$7.09			\$6.47		
Multi-Directional	SATCO 16 A21 LED			No Bid		\$11.05	\$11.85			\$9.69	\$11.15	
	Hundred Bulbs			No Bid		\$10.70	\$11.85			\$9.12		
	Hundred + Bulbs			No Bid		\$10.58	\$11.85			\$9.12		
Combination Fixture/Bulb Type	Model											
High Bay Frosted Lens 12K	145-5K LOU PHX22			\$266.30		\$336.95	\$291.68			\$312.50	\$305.00	
	Hundred Bulbs			\$266.30		\$333.33	\$291.68			\$306.00		
	Hundred + Bulbs			\$266.30		\$329.80	\$291.68			\$306.00		

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Tabulation Sheet  
LED Light Bulb and Fixture  
Bid # 12-16-5-9

		A-M Electric	Bowling Green Winlectric	CED/Superior Electric	CPG Paper Group	Galloway Electric Supply	Graybar Electric	Kirby Risk Electrical Supply	Light America	Nicholas Electric	Tri-State Lighting & Supply Co	Voss Electric
Fixture Type	Model											
High Bay Frosted Lens 18K	145-5K LOU PHX22											
				\$320.65		\$353.26	\$351.20			\$312.50	\$305.00	
	Hundred Bulbs			\$320.65		\$349.49	\$351.20			\$306.00		
	Hundred + Bulbs			\$320.65		\$545.75	\$351.20			\$306.00		
Contact				Ron Hannon		G William Galloway	George Wunderlich			Matt Nichols	Kenny Cochrane	
Address				208 NW Eighth St Evansville, IN \$47,708.00		1414 S. Green Street Henderson, KY 4220	2110 N. Fares Ave Evansville, IN 47711			7450 Marco Dr Evansville, IN 47716	1163 Diamond Ave Evansville, IN 47711	
Phone				812-423-7837		270-826-1224	812-434-4308			812-492-1600	812-423-4257	
Fax				812-428-7534		270-826-1229	812-424-7701			812-492-1699	812-428-4041	
E-mail				<a href="mailto:rhannon@cedsuperior.com">rhannon@cedsuperior.com</a>		<a href="mailto:bgalloway@gallowayelectric.com">bgalloway@gallowayelectric.com</a>	<a href="mailto:george.wunderlich@graybar.com">george.wunderlich@graybar.com</a>			<a href="mailto:mattnichols@michelselectric.org">mattnichols@michelselectric.org</a>	<a href="mailto:kcocrane@tslsupply.com">kcocrane@tslsupply.com</a>	

1. Prices are firm except for regular manufacturer published price increases. Prices subject to change by the percentage of the published manufacturer increase. Prices are firm, except for the terms above, for the period October 1, 2016 - September 30, 2017.

2. Each order placed is subject to the manufacturer stated published freight allowance terms. Freight incoming may be charged depending on the size of each order per the manufacturer published terms. Orders also will be subject to each manufacturer's published minimum order requirements.

3. For the Shoe Box above, need to confirm if fixture is for square or round pole. Price the same for both. Also need to confirm color required.

4. For the Shoe Box Retrofit Kit, need to confirm color required.

1. Quoting Elko equals for Keystone, GE, and Satco

2. Samples available upon request

3. Unable to quote Lithonia fixtures. We are not set up with that manufacturer

4. We offer 2x day deliveries Monday - Friday at no cost to our customers. Trucks leave our warehouse 9 a.m. and 1 p.m. every work day for deliveries.

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**Tabulation Sheet  
Document Imaging & Management  
Bid # 11-16-5-9**

	<b>Business Information Systems</b>	<b>Data Records Management Services, LLC</b>	<b>Knowledge Lake Capture Software</b>	<b>KY Underground Storage</b>	<b>KY Dept of Libraries &amp; Archives</b>	<b>Pollux Business Services (Formerly Phoenix Imaging)</b>	<b>Ricoh</b>
Software Program	No Bid		No Bid	Doc Manager-Open Source Records Management System	No Bid	Response was not filled out on the form provided. Unable to distinguish cost as requested.	Response was not filled out on the form provided. Unable to distinguish cost as requested.
Software License Per Location				N/A			
Software License For District		\$10,797.00		N/A			
		Includes 20 Concurrent User Licenses		\$10, 236 First Year \$2,000 to \$3,000 Year 2 thru 5			
<b>Total Contract Price</b>		\$53,985.00		\$22, 236.00			
Contact		Ben Gurrola		Myrna Hale		Jeff McGowan	Paul Wiemeier
Address		1400 Husband Road Pacucah, KY 42003		3830 High Bridge Wilmore, KY 40390		1415 N Royal Avenue Evansville, IN 47715	5625 E Virginia St # D Evansville, IN 47715
Phone		270-443-1610		859-509-8821		812-759-8280	812-479-0000
Fax		270-443-1255		859-918-0498		812-759-0642	
E-mail		<a href="mailto:ben.gurrola@drmsusa.com">ben.gurrola@drmsusa.com</a>		<a href="mailto:mhale@kentuckyunderground.com">mhale@kentuckyunderground.com</a>		<a href="mailto:jpm@polluxsystems.com">jpm@polluxsystems.com</a>	<a href="mailto:paul.wiemeier@ricoh-usa.com">paul.wiemeier@ricoh-usa.com</a>



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**Tabulation Sheet  
Intercom /Paging and Bell Schedule Platform RFP  
Bid # 10-16-6-8**

School	South West Communication	Alliant Integrators, Inc	IP Security Reps	Graybar		
North Middle	\$10,206.00	No Bid	No Bid	No Bid		
South Middle	\$10,206.00					
Thelma B Johnson ELC	\$9,090.00					
AB Chandler	\$9,090.00					
Bend Gate	\$9,191.00					
Cairo	\$9,090.00					
East Heights	\$9,090.00					
Niagara	\$9,090.00					
South Heights	\$9,090.00					
<b>Total Project Price</b>	<b>\$84,143.00</b>					
Contact	Dennis Skinner					
Address	4871 Rosebud Lane Newburgh, IN 47630					
Phone	812-477-6495					
	C-812-499-4489					
Fax	812-477-6465					
E-Mail	<a href="mailto:dennis.skinner@swc.net">dennis.skinner@swc.net</a>					