



Kenton County School District | It's about ALL kids.

Issue Paper

DATE:

09/23/21

AGENDA ITEM (ACTION ITEM):

Consider/Approve awarding Option 2 of the Can Liners bid to Mailender, Inc. as indicated on the attached tabulation for the period of October 5th, 2021 through March 31st, 2022

APPLICABLE BOARD POLICY:

Fiscal Management – 04.32 AP.1

HISTORY/BACKGROUND:

An advertisement was posted to the KCS D website on September 1, 2021, to accept sealed bids for trash can liners. Sealed bids were publicly opened and read on September 16, 2021 at 2:00 PM. The bid was listed with two options; high-density liners and low-density liners. Sample liners were required with the bid, in which in-house testing took place to verify the thickness and durability. The low-density liners were preferred by the custodial staff. Mailender, Inc. is not the lowest bidder on 2 of the low-density liners, however, it was determined their bags were much more durable compared to the lowest bid options. Mailender, Inc. was the lowest on 3 of the 5 can liner options.

FISCAL/BUDGETARY IMPACT:

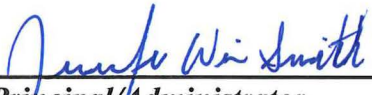
On a group basis, it is estimated that Mailender, Inc. will provide a savings of \$456 compared to the 2nd lowest bidder. The District currently uses high-density liners, in which double and triple bagging is occurring because of easy tearing and punctures. The low-density option will ultimately cut down on the amount of bags needing to be ordered, which should result in an overall savings to the District.

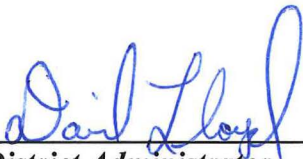
RECOMMENDATION:

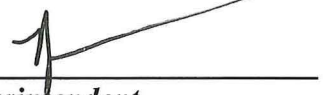
Approval to award Option 2 of the Can Liners Bid to Mailender, Inc. as indicated on the attached tabulation for the period of October 5th 2021 through March 31st, 2022.

CONTACT PERSON:

Jennifer Weis-Smith


Principal/Administrator


District Administrator


Superintendent

Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda.

Principal—complete, print, sign and send to your Director. Director—if approved, sign and put in the Superintendent's mailbox.

The Kenton County School District
Can Liners Bid Tabulation

OPTION 1 - HIGH DENSITY												
DESCRIPTION	MIC	CASE QTY	Price per liner									
			ALL PRO	CENTRAL POLY	CPS	FEDERAL SUPPLY	HILLYARD	INTERBORO PACKAGING	KY CLEANING SOLUTIONS	MAILENDER	UNIPAK CORP	
24" x 33", 16 GAL, Natural, Star Seal	8	1000	\$ 0.0231	\$ 0.0310	\$ 0.0340	\$ 0.0292	\$ 0.0254	\$ 0.0163	\$ 0.0377	NO BID	\$ 0.0265	
33" x 40", 33 GAL, Natural, Star Seal	16	250	\$ 0.0729	\$ 0.1100	\$ 0.1040	\$ 0.0966	\$ 0.0795	\$ 0.0669	\$ 0.1317	NO BID	\$ 0.0980	
40" X 46", 45 GAL, Black, Star Seal	16	150	\$ 0.1060	\$ 0.1607	\$ 0.1520	\$ 0.1976	\$ 0.1888	\$ 0.1121	\$ 0.1323	NO BID	\$ 0.1900	
38" X 58", 60 GAL, Black, Star Seal	22	200	\$ 0.0173	\$ 0.1800	\$ 0.2186	\$ 0.2186	\$ 0.1451	\$ 0.1434	\$ 0.2031	NO BID	\$ 0.1900	

OPTION 2 - LOW DENSITY												
DESCRIPTION	MIC	CASE QTY	Price per liner									
			ALL PRO	CENTRAL POLY	CPS	FEDERAL SUPPLY	HILLYARD	INTERBORO PACKAGING	KY CLEANING SOLUTIONS	MAILENDER	UNIPAK CORP	
24" X 32", 16 GAL, WHITE, STAR SEAL	0.35	500	\$ 0.0276	\$ 0.0660	\$ 0.0620	\$ 0.0327	\$ 0.0561	\$ 0.0290	NO BID	\$ 0.0281	\$ 0.0450	
33" X 39", 33 GAL, WHITE, STAR SEAL	0.6	100	\$ 0.0835	\$ 0.2090	\$ 0.1333	\$ 0.1151	\$ 0.1822	\$ 0.0934	NO BID	\$ 0.0674	\$ 0.1325	
40" X 46", 45 GAL, BLACK, STAR SEAL	0.6	100	\$ 0.1195	\$ 0.2980	\$ 0.1360	\$ 0.2006	\$ 0.3049	\$ 0.1432	NO BID	\$ 0.1010	\$ 0.1490	
38" X 58", 60 GAL, BLACK, STAR SEAL	0.7	100	\$ 0.1434	\$ 0.3400	\$ 0.1850	\$ 0.1759	\$ 0.2624	\$ 0.1784	NO BID	\$ 0.1375	\$ 0.1850	
38" X 58", 60 GAL, BLACK, STAR SEAL	1.5	100	\$ 0.2090	\$ 0.3300	\$ 0.3099	\$ 0.3056	\$ 0.2943	\$ 0.2782	NO BID	\$ 0.2315	\$ 0.2850	

Thickness Testing Results - Dicfeos Micrometer

All bags were tested three times in various spots to come up with an average thickness.

High Density					
Size	24" x 33"	33" x 40"	40" x 46"	38" x 58"	
Bid Specification	8 Mic	16 Mic	16 Mic	22 Mic	
AllPro Supply	8.67	16.67	17.67	22.50	
Central Poly	6.00	17.33	14.67	20.67	
CPS	No Sample	No Sample	No Sample	No Sample	
Federal Supply	6.67	12.00	21.00	20.67	
Hillyard	8.67	15.00	15.67	22.33	
Interboro Packaging	6.00	12.33	12.67	No Sample	
Kentucky Cleaning Solutions	No Sample	No Sample	No Sample	No Sample	
Mailender	No Bid	No Bid	No Bid	No Bid	
UniPak Corp	9.33	13.00	No Sample	22.67	

Low Density					
Size	24" x 33"	33" x 40"	40" x 46"	38" x 58"	38" x 58"
Bid Specification	0.35 MIL	0.60 MIL	0.60 MIL	0.70 MIL	1.50 MIL
AllPro Supply	0.354	0.604	0.630	0.669	1.417
Central Poly	0.735	0.578	0.630	0.564	1.457
CPS	No Sample	No Sample	No Sample	No Sample	No Sample
Federal Supply	0.656	0.682	0.814	0.656	1.457
Hillyard	0.354	0.604	0.643	0.669	1.496
Interboro Packaging	0.276	0.578	0.591	0.708	0.39
Kentucky Cleaning Solutions	No Bid	No Bid	No Bid	No Bid	No Bid
Mailender	0.433	0.602	0.614	0.76	1.429
UniPak Corp	No Sample	0.669	No Sample	0.748	1.483

Option 2 Group Award - Cost comparison of two lowest bidders			
	Estimated Qty	All Pro	Mailender
24" x 33"	86,000	\$ 2,374.46	\$ 2,416.60
33" x 40"	44,500	\$ 3,717.23	\$ 2,999.30
40" x 46"	11,000	\$ 1,314.50	\$ 1,111.00
38" x 58" (0.7 Mil)	25,500	\$ 3,656.70	\$ 3,506.25
38" x 58" (1.2 Mil)	25,500	\$ 5,329.50	\$ 5,903.25
		\$ 16,392.39	\$ 15,936.40

 = Lowest and Best Evaluated Bidder

RECOMMENDATION: It is recommended that the Kenton County Board

*In-house testing was conducted with the sample bags to determine between using high-density and low density liners. Low-density liners were preferred, in that they were able to handle the day to day trash needs better. Double and triple bagging has been occurring due to tearing and easy puncturing of the current high-density liners. The samples of the two-lowest bidders were compared, with the Mailender liners having better results with less tearing and puncturing than the All-Pro liners.

The Kenton County School District
Can Liners Bid Tabulation
Detailed Bid Response Information

BID SPECIFICATIONS			ALLPRO SUPPLY				MAILENDER				CENTRAL POLY			
HIGH DENSITY														
DESCRIPTION	MIC	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE
24" x 33", 16 GAL, Natural, Star Seal	8	1000	Z43308N	1000	\$ 23.06	\$ 0.0231		NO BID			CP2433N8	1000	\$ 31.00	\$ 0.0310
33" x 40", 33 GAL, Natural, Star Seal	16	250	334016N	250	\$ 18.22	\$ 0.0729		NO BID			CP3340N16	250	\$ 27.50	\$ 0.1100
40" X 46", 45 GAL, Black, Star Seal	16	150	404816K	250	\$ 26.50	\$ 0.1060		NO BID			CP4046K16	150	\$ 24.10	\$ 0.1607
38" X 58", 60 GAL, Black, Star Seal	22	200	386022K	150	\$ 25.95	\$ 0.1730		NO BID			CP3858K22	200	\$ 36.00	\$ 0.1800
LOW DENSITY														
DESCRIPTION	MIL	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE
24" X 32", 16 GAL, WHITE, STAR SEAL	0.35	500	2432XLW	1000	\$ 27.61	\$ 0.0276	PC32LWN	1000	\$ 28.10	\$ 0.0281	CP2432WL	500	\$ 33.00	\$ 0.0660
33" X 39", 33 GAL, WHITE, STAR SEAL	0.60	100	3339LW	150	\$ 12.53	\$ 0.0835	PC39HRN	250	\$ 16.85	\$ 0.0674	CP3339WM	100	\$ 20.90	\$ 0.2090
40" X 46", 45 GAL, BLACK, STAR SEAL	0.60	100	4046LB	100	\$ 11.95	\$ 0.1195	PC46HRBK	250	\$ 25.25	\$ 0.1010	CP4046KM	100	\$ 29.80	\$ 0.2980
38" X 58", 60 GAL, BLACK, STAR SEAL	0.70	100	3858LB	100	\$ 14.34	\$ 0.1434	PC58XHBK	100	\$ 13.75	\$ 0.1375	CP3858KM	100	\$ 34.00	\$ 0.3400
38" X 58", 60 GAL, BLACK, STAR SEAL	1.50	100	PGB6171	100	\$ 20.90	\$ 0.2090	PC58150BK	100	\$ 23.15	\$ 0.2315	CP3858KXH	100	\$ 33.00	\$ 0.3300
			CATALOG DISCOUNT 0%						CATALOG DISCOUNT TBD			CATALOG DISCOUNT 0%		
			LEAD TIME 3-5 DAYS						LEAD TIME 1-3 DAYS			LEAD TIME 30-45 DAYS		

BID SPECIFICATIONS				HILLYARD				FEDERAL SUPPLY				CPS			
HIGH DENSITY															
DESCRIPTION	MIC	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	
24" x 33", 16 GAL, Natural, Star Seal	8	1000	LH24338N	1000	\$ 25.43	\$ 0.0254	HD243308NR	1000	\$ 29.15	\$ 0.0292	BERHD24338N	1000	\$ 33.99	\$ 0.0340	
33" x 40", 33 GAL, Natural, Star Seal	16	250	LH334016N	250	\$ 19.88	\$ 0.0795	HD334016NR	250	\$ 24.15	\$ 0.0966	BERHD334016N	250	\$ 25.99	\$ 0.1040	
40" X 46", 45 GAL, Black, Star Seal	16	150	LH404816K	150	\$ 28.32	\$ 0.1888	HD404816KR	150	\$ 29.64	\$ 0.1976	BERHD404816N	250	\$ 37.99	\$ 0.1520	
38" X 58", 60 GAL, Black, Star Seal	22	200	LH386022K	200	\$ 29.02	\$ 0.1451	HD386022KR	150	\$ 32.79	\$ 0.2186	BERHD386017B	150	\$ 32.79	\$ 0.2186	
LOW DENSITY															
DESCRIPTION	MIL	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	
24" X 32", 16 GAL, WHITE, STAR SEAL	0.35	500	LL24333C	500	\$ 28.05	\$ 0.0561	LD233206WR	500	\$ 16.34	\$ 0.0327	BER243115C	500	\$ 30.99	\$ 0.0620	
33" X 39", 33 GAL, WHITE, STAR SEAL	0.60	100	LL33406K	100	\$ 18.22	\$ 0.1822	LD333908WR	150	\$ 17.26	\$ 0.1151	BER333920W	150	\$ 19.99	\$ 0.1333	
40" X 46", 45 GAL, BLACK, STAR SEAL	0.60	100	LL40487K	100	\$ 30.49	\$ 0.3049	LD404609KR	100	\$ 20.06	\$ 0.2006	BER40416B	250	\$ 33.99	\$ 0.1360	
38" X 58", 60 GAL, BLACK, STAR SEAL	0.70	100	LL38607K	100	\$ 26.24	\$ 0.2624	LD385807KR	100	\$ 17.59	\$ 0.1759	BER385818B	200	\$ 36.99	\$ 0.1850	
38" X 58", 60 GAL, BLACK, STAR SEAL	1.50	100	LR3860150K	100	\$ 29.43	\$ 0.2943	LD355815KR	100	\$ 30.56	\$ 0.3056	BER0232354	100	\$ 30.99	\$ 0.3099	
			CATALOG DISCOUNT 20% LEAD TIME 10-14 DAYS				CATALOG DISCOUNT 25% LEAD TIME 3 DAYS				CATALOG DISCOUNT 0% LEAD TIME NO LISTED				

BID SPECIFICATIONS			KENTUCKY CLEANING SOLUTIONS				UNIPAK CORP				INTERBORO PACKAGING			
HIGH DENSITY														
DESCRIPTION	MIC	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE
24" x 33", 16 GAL, Natural, Star Seal	8	1000	S243308N	1000	\$ 37.73	\$ 0.0377	UPC243308	1000	\$ 26.50	\$ 0.0265	INT-2433-L	1000	\$ 16.34	\$ 0.0163
33" x 40", 33 GAL, Natural, Star Seal	16	250	S334016N	250	\$ 32.93	\$ 0.1317	UPC334016	250	\$ 24.50	\$ 0.0980	INT-3340-H	250	\$ 16.72	\$ 0.0669
40" X 46", 45 GAL, Black, Star Seal	16	150		150	\$ 19.85	\$ 0.1323	UPC404816	150	\$ 28.50	\$ 0.1900	IN-4048-X-HVY	150	\$ 16.82	\$ 0.1121
38" X 58", 60 GAL, Black, Star Seal	22	200		200	\$ 40.62	\$ 0.2031	UPC386022	150	\$ 28.50	\$ 0.1900	INT-3860-XH	200	\$ 28.68	\$ 0.1434
LOW DENSITY														
DESCRIPTION	MIL	CASE QTY	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE	VENDOR ITEM#	CASE QTY	CASE PRICE	LINER PRICE
24" X 32", 16 GAL, WHITE, STAR SEAL	0.35	500		NO BID			UPC33R	500	\$ 22.50	\$ 0.0450	INT-2433-REG	500	\$ 14.48	\$ 0.0290
33" X 39", 33 GAL, WHITE, STAR SEAL	0.60	100		NO BID			UPC406	100	\$ 13.25	\$ 0.1325	INT-3340-X-HVY	100	\$ 9.34	\$ 0.0934
40" X 46", 45 GAL, BLACK, STAR SEAL	0.60	100		NO BID			UPC466	100	\$ 14.90	\$ 0.1490	INT-4046-HVY	100	\$ 14.32	\$ 0.1432
38" X 58", 60 GAL, BLACK, STAR SEAL	0.70	100		NO BID			UPC587	100	\$ 18.50	\$ 0.1850	INT-3858-HEAVY	100	\$ 17.84	\$ 0.1784
38" X 58", 60 GAL, BLACK, STAR SEAL	1.50	100		NO BID			UPC5815	100	\$ 28.50	\$ 0.2850	INT-2858-EXH	100	\$ 27.82	\$ 0.2782
			CATALOG DISCOUNT 0% LEAD TIME 4 WEEKS				CATALOG DISCOUNT 10% LEAD TIME 1-10 DAYS				CATALOG DISCOUNT 50% LEAD TIME 7-10 DAYS			