

TO: All Schools and Departments; Bookkeepers and Secretaries
FROM: Purchasing Department
DATE: August 20, 2008
RE: **IFB 09-01, Floor Maintenance Machines (Commercial)**

Please note that the School Board has awarded a contract to various vendors for the furnishing and delivery of various types of commercial floor maintenance machines to the District. The term of the contract is one (01) year, beginning August 19, 2008 through July 31, 2009.

The contract establishes firm percentage discounts from manufacturer's published catalog list prices. As part of contract, each vendor is required to provide maintenance and repair services necessary to maintain equipment at manufacturer recommended operational performance standards. You will find below (pages) a "quick reference guide" listing each selected manufacturer and corresponding awarded vendor with offered discount for the most common categories of floor maintenance equipment currently utilized in the District. In addition, you will find listed discounts offered for repair parts and supplies as well as hourly labor rates for equipment repair.

As the first step in the selection and purchase of equipment, once a decision has been made as to the category of equipment desired, one or more vendors should be contacted and request made for product literature, specifications, and price quote reflecting the net delivered price. Contact information for all contract awarded vendors can be found on page 16. As per the terms of the contract, discount offered shall include all handling, delivery, installation, necessary adjustments, demonstration, and training (if necessary).

In the event a vendor offers a special sales discount that is more favorable than the bid discount listed below, you may take advantage of the sales discount and the additional savings. It is recommended that you contact the vendor prior to ordering to determine current published list prices and the availability of such promotion offers.

If you have any further questions or need additional contract information, please contact the Purchasing Department at #7581.

VENDOR CONTACT INFORMATION

| Vendor/Website | Address | Contact | Phone/Fax # |
|---|--|---|------------------------------|
| National Vacuum www.nationalvac.com | 2225 NW 6 th St. Gainesville, FL 32609 | Richard Bernal rick@nationalvac.com | 372-1000 374-2310 |
| Unisource Worldwide www.unisourcelink.com | 4151 Woodcock Drive. Jacksonville, FL 32207 | P.J. Leonardi leonap01@unisourcelink.com | 800 631-1955 800 224-8799 |
| Lawton Bros., Inc. www.lawtonbros.com | 2515 Dinneen Ave. Orlando, FL 32804 | Nathan Norton | 352 629-8801 352 629-3797 |
| Resource One, Inc. www.resourceonefl.com | 1202 N. Magnolia Ave. Ocala, FL 34475 | Tom Potts tom@gatorchemical.com | 352 622-4224 352 732-5660 |

| Category # 1 | Commercial Up-Right Vacuum Cleaner, 14", 18" and other sizes | Discount off Mfg. List Price | |
|---|--|------------------------------|-------------------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Royal Appliance Kent Co. Simplicity | National Vacuum | 50% 20-25% 50% | 20-25% 20% 20-25% |
| Advance | Lawton Bros., Inc. | 30% | 25% |
| Allstar | Unisource Worldwide, Inc. | 10% | 10% |

| Category #2 | Commercial Vacuum, Cannister | Discount off Mfg. List Price | |
|--------------------------|------------------------------|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Delta Vacuum Kent Co. | National Vacuum | 40% 20% | 40% 20% |
| Advance Viper | Lawton Bros., Inc. | 30% 35% | 20% 10% |
| Nacecare | Resource One, Inc. | 20% | 15% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #3 | Commercial Automated Sweeper, wide area, walk-behind | Discount off Mfg. List Price | |
|--------------|--|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Kent Co. | National Vacuum | 15% | 15% |
| Advance | Lawton Bros., Inc. | 15% | 10% |

| Category #4 | Commercial Vacuum Cleaner with Wet/Dry Application | Discount off Mfg. List Price | |
|------------------------------------|--|------------------------------|-------------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Pacific Kent Co. Mastercraft | National Vacuum | 20% 20% 25% | 20% 20% 20% |
| Advance Viper | Lawton Bros., Inc. | 25% 35% | 15% 10% |
| Nacecare | Resource One, Inc. | 20% | 15% |
| Allstar | Unisource Worldwide, Inc. | 10% | 10% |

| Category #5 | Commercial Portable Carpet Soil Extractor | Discount off Mfg. List Price | |
|------------------------|---|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Century 400 Pacific | National Vacuum | 25% 20% | 20% 20% |
| Advance Viper | Lawton Bros., Inc. | 25% 35% | 15% 15% |
| Nacecare | Resource One, Inc. | 20% | 0% |

| Category #6 | Commercial Self-Contained Portable Carpet Extractor | Discount off Mfg. List Price | |
|---------------------|---|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Kent Co. Pacific | National Vacuum | 20% | 20% |
| | | 20% | 20% |
| Advance Viper | Lawton Bros., Inc. | 20% | 15% |
| | | 35% | 15% |
| Nacecare | Resource One, Inc. | 20% | 15% |
| Allstar | Unisource Worldwide, Inc. | 10% | 10% |

| Category #7 | Commercial Floor Machine, 175 RPM, electric, rotary, general purpose | Discount off Mfg. List Price | |
|------------------------------------|--|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Kent Co. Pacific Mastercraft | National Vacuum | 20% | 20% |
| | | 10-20% | 0% |
| | | 25% | 20% |
| Advance Viper | Lawton Bros., Inc. | 40% | 20% |
| | | 45% | 15% |
| Nacecare | Resource One, Inc. | 20% | 0% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #8 | Commercial Hi-Speed Floor Machine (1500 RPM), electric | Discount off Mfg. List Price | |
|------------------------------------|--|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Mastercraft Kent Co. Pacific | National Vacuum | 30% | 20% |
| | | 20% | 20% |
| | | 15% | 15% |
| Advance Viper | Lawton Bros., Inc. | 35% | 15% |
| | | 45% | 15% |
| Nacecare | Resource One, Inc. | 20% | 0% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #9 | Commercial Automatic Floor Scrubber, battery powered, walk-behind | Discount off Mfg. List Price | |
|---------------------|---|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Kent Co. Pacific | National Vacuum | 20% | 20% |
| | | 15% | 20% |
| Advance Viper | Lawton Bros., Inc. | 20% | 10% |
| | | 35% | 10% |
| Nacecare | Resource One, Inc. | 20% | 0% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #10 | Commercial Portable Air Moving Machine | Discount off Mfg. List Price | |
|------------------|--|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Century | National Vacuum | 33% | 0% |
| Advance Viper | Lawton Bros., Inc. | 15% 35% | 10% 10% |
| Sanitaire | Resource One, Inc. | 40% | 0% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #11 | Commercial Spot Cleaning Extractor | Discount off Mfg. List Price | |
|------------------|------------------------------------|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Pacific | National Vacuum | 20% | 20% |
| Advance Viper | Lawton Bros., Inc. | 15% 35% | 10% 10% |
| Nacecare | Resource One, Inc. | 20% | 15% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

| Category #12 | Manual Sweeper | Discount off Mfg. List Price | |
|--------------|---------------------------|------------------------------|-------------|
| Manufacturer | Vendor | Equipment | Accessories |
| Pacific | National Vacuum | 10% | 10% |
| Advance | Lawton Bros., Inc. | 15% | 10% |
| All Star | Unisource Worldwide, Inc. | 10% | 10% |

NATIONAL VACUUM

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| Repair Service: <i>Hourly Labor Rate for maintenance and repair of floor maintenance machines that are out of warranty (no parts included).</i> | |
| <i>Off-site at Bidder's service facility. Hourly rate shall include pick-up of equipment at any District location, repair, and return.</i> | \$ 55.00 per hour |
| <i>Off-site at Bidder's service facility, equipment dropped off and picked-up by District personnel.</i> | \$ 55.00 per hour |
| <i>On-site repair service at any District location. Travel time included in hourly rate.</i> | \$ 55.00 per hour |
| <i>Repair turn-around-time shall normally be accomplished with _____ calendar days.</i> | |

| | |
|---|--------|
| Repair Parts: <i>OEM or District approved manufacturer brands only. Bidder shall be responsible, upon request, for providing manufacturer list price information as cost verification. Parts pricing shall be based on: <input checked="" type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list.</i> | |
| List Manufacturer | |
| Royal | 20% |
| Simplicity | 20% |
| Kent Co. | 10-20% |
| Mastercraft | 10-20% |
| Pacific | 10-20% |
| Century | 10-20% |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of parts to any District location:</i> | |
| Small, special orders for parts will incur actual shipping cost | |

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| Miscellaneous Supplies (vacuum bags, belts, pads, etc.): <i>Pricing shall be based on: <input checked="" type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list.</i> | |
| <i>All Brands</i> | 10-25% |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of miscellaneous supplies to any District location:</i> | |
| <i>None in Gainesville, High Springs, Newberry, Alachua, minor UPS rates to Waldo, Archer</i> | |

LAWTON BROS., INC.

| | |
|---|----------------------|
| Repair Service: Hourly Labor Rate for maintenance and repair of floor maintenance machines that are out of warranty (no parts included). | |
| <u>Off-site</u> at Bidder's service facility. Hourly rate shall include pick-up of equipment at any District location, repair, and return. | \$ 62.00 per hour |
| <u>Off-site</u> at Bidder's service facility, equipment dropped off and picked-up by District personnel. | \$ 62.00 per hour |
| <u>On-site</u> repair service at any District location. Travel time included in hourly rate. | \$ 62.00 per hour |
| Repair turn-around-time shall normally be accomplished with 7-14 calendar days. | |

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| Repair Parts: OEM or District approved manufacturer brands only. Bidder shall be responsible, upon request, for providing manufacturer list price information as cost verification. Parts pricing shall be based on: <input type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list. | |
| List Manufacturer | |
| | % |
| | % |
| NO DISCOUNT ON PARTS | % |
| | % |
| | % |
| | % |
| | % |
| | % |
| | % |
| Bidder shall list any additional shipping charges that would apply for delivery of parts to any District location: | |
| All shipping charges are chargeable on express orders or orders for parts not part of repair. | |

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| Miscellaneous Supplies (vacuum bags, belts, pads, etc.): Pricing shall be based on: <input type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list. | |
| All Brands | 10% |
| Bidder shall list any additional shipping charges that would apply for delivery of miscellaneous supplies to any District location: | |
| Any order under \$350 is charged a \$14.50 small order charge. | |

RESOURCE ONE, INC.

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|--|----------------------|
| Repair Service: <i>Hourly Labor Rate for maintenance and repair of floor maintenance machines that are out of warranty (no parts included).</i> | |
| <i>Off-site at Bidder's service facility. Hourly rate shall include pick-up of equipment at any District location, repair, and return.</i> | \$ 65.00 per hour |
| <i>Off-site at Bidder's service facility, equipment dropped off and picked-up by District personnel.</i> | \$ 65.00 per hour |
| <i>On-site repair service at any District location. Travel time included in hourly rate.</i> | \$ n/a per hour |
| <i>Repair turn-around-time shall normally be accomplished with _____ calendar days.</i> | |

| | |
|--|-----|
| Repair Parts: <i>OEM or District approved manufacturer brands only. Bidder shall be responsible, upon request, for providing manufacturer list price information as cost verification. Parts pricing shall be based on: <input type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list.</i> | |
| List Manufacturer | |
| Nacecare | 15% |
| Sanitaire | 15% |
| Minuteman | 15% |
| Royal | 15% |
| | % |
| | % |
| | % |
| | % |
| | % |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of parts to any District location:</i> | |
| Free shipping \$100.00 or more sale. Under \$100.00, add \$14.95 | |

| | |
|--|---|
| Miscellaneous Supplies (vacuum bags, belts, pads, etc.): <i>Pricing shall be based on: <input checked="" type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list.</i> | |
| All Brands | % |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of miscellaneous supplies to any District location:</i> | |
| Free shipping \$100.00 or more sale. Under \$100.00, add \$14.95 | |

UNISOURCE WORLDWIDE, INC.

| | |
|---|----------------------|
| Repair Service: Hourly Labor Rate for maintenance and repair of floor maintenance machines that are out of warranty (no parts included). | |
| <i>Off-site at Bidder's service facility. Hourly rate shall include pick-up of equipment at any District location, repair, and return.</i> | \$ 75.00 per hour |
| <i>Off-site at Bidder's service facility, equipment dropped off and picked-up by District personnel.</i> | \$ 75.00 per hour |
| <i>On-site repair service at any District location. Travel time included in hourly rate.</i> | \$ 75.00 per hour |
| <i>Repair turn-around-time shall normally be accomplished with _____ calendar days.</i> | |

| | |
|--|-----|
| Repair Parts: OEM or District approved manufacturer brands only. Bidder shall be responsible, upon request, for providing manufacturer list price information as cost verification. Parts pricing shall be based on: <input checked="" type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list. | |
| List Manufacturer | |
| All Star line by Windsor Industries | 10% |
| | % |
| | % |
| | % |
| | % |
| | % |
| | % |
| | % |
| | % |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of parts to any District location:</i> | |

| | |
|---|-----|
| Miscellaneous Supplies (vacuum bags, belts, pads, etc.): Pricing shall be based on: <input checked="" type="checkbox"/> discount % off published manufacturer's catalog list prices <u>or</u> <input type="checkbox"/> mark-up % from published manufacturer's price list. | |
| All Brands | 10% |
| <i>Bidder shall list any additional shipping charges that would apply for delivery of miscellaneous supplies to any District location:</i> | |