



**THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA**

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

**MEMORANDUM**

**TO: Members of the School Board  
Lori White, Superintendent  
Mitsi Corcoran, Chief Financial Officer**

**FROM: Pat Black, CPPB, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #12-0111 FOR VARIABLE FREQUENCY  
DRIVE MATERIALS AND REPAIR SERVICES**

Bids to provide 'Variable Frequency Drive Materials and Repair Services' were received from four vendors on September 27, 2011. The bid of Bill Gukeisen, Inc., was the best low bid meeting the advertised specifications. The bid of Hazeltine Nurseries, Inc., was non-responsive to the specifications requiring repairs of all types of equipment using variable frequency drives. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the transfer from capital budget allocated to the Facilities Services Department.

**Requested by:**  
Jody Dumas

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 10-25-11

**Fiscal Impact:**

Not to exceed  
\$60,000.00

**Funding:**

Transfer from Capital

**Recommended Motion:** That the bid of Bill Gukeisen, Inc., to provide 'Variable Frequency Drive Materials and Repair Services' in an amount not to exceed \$60,000, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Variable Frequency Drive Materials and Repair Services - Bid #12-0111

Opened September 27, 2011 at 2:00 p.m.

Cost to provide all materials, labor, supervision, travel, fuel, equipment, tools, etc., for variable frequency drive materials and repair services.		<b>Bill Gukeisen, Inc.</b>	DriveTech, Inc.
<b>HOURLY RATES</b>			
1.	Technician, standard working hours (Monday - Friday 7:00 A.M. - 5:00 P.M.); hourly rate.	<b>\$75.00</b>	\$85.00
2.	Technician, non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	<b>\$112.50</b>	\$100.00
<b>MATERIALS: PERCENTAGE MARK-UP</b>			
3.	Materials to be billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. No mark-up of sales tax allowed. A copy of the itemized materials invoice from the supplier must be included with all billings to the SBSC.	<b>10%</b>	15%
<b>SUBCONTRACTED SERVICES: PERCENTAGE MARK-UP</b>			
4.	Subcontracted services to be used on occasion and only with prior written approval from the Facilities Services representative to be billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC.	<b>10%</b>	0%
<b>THIRD PARTY FEES: PERCENTAGE MARK-UP</b>			
5.	Reimbursement of approved third party fees (dump fees, disposal fees), will be allowed with a mark-up for overhead and profit. Maximum 15%. No mark-up of sales tax allowed. Must have prior written approval from the Facilities Services representative. A copy of the itemized invoice from the third party must be included with all billings to the SBSC.	<b>10%</b>	0%
<b>RENTAL FEES: PERCENTAGE MARK-UP</b>			
6.	Rental of equipment not used in the regular course of repair services to be billed at net cost plus a mark-up for overhead and profit. Maximum 15%. No mark-up of sales tax allowed. A copy of the itemized rental invoice must be included with all billings to the SBSC. Rental is for active use of equipment. Payment for inactive use will not be allowed.	<b>10%</b>	0%
<b>Contact</b>		<b>William P. Gukeisen</b>	Joe Palladino
<b>Address</b>		<b>703 Hancock Avenue</b>	11805 North Armenia Avenue
		<b>Sarasota, FL 34232</b>	Tampa, FL 33612
<b>Phone</b>		<b>941-302-8201</b>	813-915-0087
<b>Fax</b>		<b>941-377-7551</b>	813-932-9615
<b>Federal I.D.</b>		<b>200371823</b>	593381019
<b>Email</b>		<a href="mailto:wpg11@comcast.net">wpg11@comcast.net</a>	<a href="mailto:drivetechtpa@yahoo.com">drivetechtpa@yahoo.com</a>
<b>Recorded by</b>			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Variable Frequency Drive Materials and Repair Services - Bid #12-0111

Opened September 27, 2011 at 2:00 p.m.

Cost to provide all materials, labor, supervision, travel, fuel, equipment, tools, etc., for variable frequency drive materials and repair services.		Hazeltine Nurseries, Inc.	RJH Technical Services, Inc.
<b>HOURLY RATES</b>			
1.	Technician, standard working hours (Monday - Friday 7:00 A.M. - 5:00 P.M.); hourly rate.	\$35.00	\$72.40
2.	Technician, non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	\$45.00	\$98.46
<b>MATERIALS: PERCENTAGE MARK-UP</b>			
3.	Materials to be billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. No mark-up of sales tax allowed. A copy of the itemized materials invoice from the supplier must be included with all billings to the SBSC.	15%	15%
<b>SUBCONTRACTED SERVICES: PERCENTAGE MARK-UP</b>			
4.	Subcontracted services to be used on occasion and only with prior written approval from the Facilities Services representative to be billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC.	15%	15%
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<b>Contact</b>		Thomas Truesdale	Dorothy Hinderliter
<b>Address</b>		PO Box 236	PO Box 3658
		Venice, FL 34284	Brandon, FL 33509-3658
<b>Phone</b>		941-485-1272	813-655-7947
<b>Fax</b>		941-484-9316	813-655-7546
<b>Federal I.D.</b>		6880121994770	593121811
<b>Email</b>		<a href="mailto:ttruesdale@hazeltinenurseries.com">ttruesdale@hazeltinenurseries.com</a>	<a href="mailto:rjhtsi@verizon.net">rjhtsi@verizon.net</a>
<b>Recorded by</b>		Recorded by: Peggy Long Witnessed by: Joyce E. Haney	