



**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 #11-0050 FOR MIDDLE SCHOOL  
PHYSICAL EDUCATION UNIFORMS**

Bids to provide 'Middle School Physical Education Uniforms' were received from eight vendors on March 16, 2011. The bid of The Incentive Mall was the best low bid meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. 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 internal account budgets of the schools.

**Requested by:**  
Middle Schools

"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: 04-12-11

**Fiscal Impact:**

Not to exceed  
\$60,000.00

**Funding:**

Internal Accounts

**Recommended Motion:** That the bid of The Incentive Mall, to provide 'Middle School Physical Education Uniforms' in an amount not to exceed \$60,000.00, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

		American Apparel Designs		Authentic Promotions.com		Ball & Shoe Sports		
	Item Description	Sizes	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt
A	SHIRTS							
1	ANVIL - 923B - NO SUB <u>Youth</u> Ringer T Shirt	Youth S - XL	\$3.59	\$4.10	\$5.04	\$5.04		
2	ANVIL - 923 NO SUB <u>Adult</u> Ringer T Shirt	Adult S - XL	\$3.59	\$3.85	\$4.14	\$4.14		
		Adult XXL	\$4.60	\$4.78	\$5.64	\$5.64		
		Adult XXXL	\$4.60	\$4.78	\$5.75	\$5.75		
3	HANES - 6410 - NO SUB <u>Youth</u> Beefy T Shirt	Youth XS - XL	\$2.35	\$2.85	\$3.02	\$3.02		
4	HANES - 6307 - NO SUB <u>Adult</u> Beefy T Shirt	Adult S - XL	\$2.35	\$3.15	\$3.78	\$3.78		
		Adult XXL	\$4.07	\$5.00	\$5.30	\$5.30		
		Adult XXXL	\$4.07	\$5.25	\$5.35	\$5.35		
5	HANES - H5370 - NO SUB <u>Youth</u> ComfortBlend EcoSmart	Youth XS - XL	\$1.65	\$2.24	\$2.42	\$2.42		
6	HANES - H5170 - NO SUB <u>Adult</u> ComfortBlend EcoSmart	Adult S - XL	\$1.79	\$2.56	\$2.84	\$2.84		
		Adult XXL	\$3.12	\$3.91	\$4.27	\$4.27		
		Adult XXXL	\$3.12	\$3.91	\$4.60	\$4.60		
Up charge added to the cost of the shirts above.								
7	Imprinting on shirts, 1-color, 1-side.			\$0.50		\$1.00		
8	Imprinting on shirts, 2-color, 1-side.			\$0.60		\$1.25		
9	Imprinting on shirts, 3-color, 1-side.			\$0.70		\$1.40		
10	Imprinting on shirts, 4-color, 1-side.			\$0.80		\$1.65		

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Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

	Item Description	Sizes	Designlab, Inc.		Itchin' to bee Stitchin', Inc.		Soccer Line Sporting Goods	
			Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt
A	SHIRTS							
1	ANVIL - 923B - NO SUB <u>Youth</u> Ringer T Shirt	Youth S - XL	\$4.21	\$4.51	\$5.25	\$5.40	\$5.20	\$5.40
2	ANVIL - 923 NO SUB <u>Adult</u> Ringer T Shirt	Adult S - XL	\$3.75	\$3.96	\$4.25	\$4.60	\$4.17	\$4.46
		Adult XXL	\$4.60	\$4.77	\$5.85	\$6.30	\$5.68	\$6.09
		Adult XXXL	\$4.60	\$4.77	\$5.85	\$6.30	\$5.81	\$6.22
3	HANES - 6410 - NO SUB <u>Youth</u> Beefy T Shirt	Youth XS - XL	\$2.64	\$2.98	\$2.72	\$3.45	\$2.52	\$3.72
4	HANES - 6307 - NO SUB <u>Adult</u> Beefy T Shirt	Adult S - XL	\$2.69	\$3.39	\$2.80	\$3.75	\$2.82	\$4.40
		Adult XXL	\$3.66	\$4.85	\$4.73	\$6.07	\$5.28	\$5.82
		Adult XXXL	\$3.66	\$5.44	\$4.73	\$6.07	\$5.42	\$5.96
5	HANES - H5370 - NO SUB <u>Youth</u> ComfortBlend EcoSmart	Youth XS - XL	\$2.30	\$2.64	\$2.20	\$2.73	\$2.08	\$2.79
6	HANES - H5170 - NO SUB <u>Adult</u> ComfortBlend EcoSmart	Adult S - XL	\$2.24	\$2.66	\$2.33	\$3.03	\$2.13	\$2.98
		Adult XXL	\$3.45	\$3.94	\$3.85	\$4.65	\$3.79	\$4.48
		Adult XXXL	\$3.45	\$3.94	\$3.85	\$4.65	\$3.88	\$4.60
Up charge added to the cost of the shirts above.								
7	Imprinting on shirts, 1-color, 1-side.			\$0.30		\$0.55		\$0.75
8	Imprinting on shirts, 2-color, 1-side.			\$0.50		\$0.75		\$0.90
9	Imprinting on shirts, 3-color, 1-side.			\$0.70		\$1.50		\$1.05
10	Imprinting on shirts, 4-color, 1-side.			\$0.90		\$2.00		\$1.15

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Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

	Item Description	Sizes	The Incentive Mall		Xpressions Apparel & Promotions	
			Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt	Unit Price White Shirt	Unit Price Heather/ Ash Gray Shirt
A	SHIRTS					
1	ANVIL - 923B - NO SUB <u>Youth</u> Ringer T Shirt	Youth S - XL	<b>\$3.45</b>	<b>\$3.65</b>	\$6.50	\$6.75
2	ANVIL - 923 NO SUB <u>Adult</u> Ringer T Shirt	Adult S - XL	<b>\$3.35</b>	<b>\$3.50</b>	\$5.25	\$5.60
		Adult XXL	<b>\$3.90</b>	<b>\$4.05</b>	\$6.50	\$7.85
		Adult XXXL	<b>\$3.90</b>	<b>\$4.05</b>	\$6.60	\$7.95
3	HANES - 6410 - NO SUB <u>Youth</u> Beefy T Shirt	Youth XS - XL	<b>\$2.25</b>	<b>\$2.70</b>	\$3.15	\$4.10
4	HANES - 6307 - NO SUB <u>Adult</u> Beefy T Shirt	Adult S - XL	<b>\$2.50</b>	<b>\$2.85</b>	\$3.50	\$5.15
		Adult XXL	<b>\$3.70</b>	<b>\$4.20</b>	\$4.95	\$6.50
		Adult XXXL	<b>\$3.70</b>	<b>\$4.20</b>	\$4.95	\$6.50
5	HANES - H5370 - NO SUB <u>Youth</u> ComfortBlend EcoSmart	Youth XS - XL	<b>\$2.10</b>	<b>\$2.50</b>	\$2.60	\$3.30
6	HANES - H5170 - NO SUB <u>Adult</u> ComfortBlend EcoSmart	Adult S - XL	<b>\$2.10</b>	<b>\$2.50</b>	\$2.70	\$3.80
		Adult XXL	<b>\$3.05</b>	<b>\$3.50</b>	\$4.00	\$5.15
		Adult XXXL	<b>\$3.05</b>	<b>\$3.50</b>	\$4.00	\$5.25
Up charge added to the cost of the shirts above.						
7	Imprinting on shirts, 1-color, 1-side.		<b>\$0.50</b>		\$1.20	
8	Imprinting on shirts, 2-color, 1-side.		<b>\$0.65</b>		\$1.25	
9	Imprinting on shirts, 3-color, 1-side.		<b>\$0.80</b>		\$1.31	
10	Imprinting on shirts, 4-color, 1-side.		<b>\$0.95</b>		\$1.36	

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Bid Opening: March 16, 2011 - 2:00 P.M.

			American Apparel Designs	Authentic Promotions.com	Ball & Shoe Sports
	Item Description	Sizes	Unit Price	Unit Price	Unit Price
B	SHORTS				
11	SOFFE - B035 - NO SUB <u>Youth</u> Shorts	Youth XS - L	\$4.65	\$4.98	
12	SOFFE - M035 - NO SUB <u>Adult</u> Shorts	Adult XS - XL	\$5.75	\$6.25	
		Adult XXL	\$5.75	\$6.25	
		Adult XXXL	\$8.00	\$7.50	
13	SOFFE - B036 - NO SUB <u>Youth</u> Shorts	Youth S - L	\$4.65	\$5.65	
14	SOFFE - M036 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$5.75	\$6.25	
		Adult XXL	\$5.75	\$6.25	
		Adult XXXL	\$8.00	\$7.50	
15	AUGUSTA - 991 - NO SUB <u>Youth</u> Shorts	Youth XS - L	\$4.99	\$5.15	\$5.60
16	AUGUSTA - 990 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$5.70	\$5.94	\$6.75
		Adult XXL	\$6.90	\$7.15	\$7.75
		Adult XXXL	\$7.70	\$7.90	\$9.00
17	AUGUSTA - 916 - NO SUB <u>Youth</u> Shorts	Youth S - L	\$5.60	\$5.82	\$6.60
18	AUGUSTA - 915 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$6.78	\$6.93	\$7.60
		Adult XXL	\$8.25	\$8.29	\$8.60
		Adult XXXL	\$9.45	\$9.69	\$9.85
19	YALE - 8772Y - NO SUB <u>Youth</u> Shorts	Youth S - XL	\$5.75	\$5.95	
20	YALE - 8772 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$5.75	\$5.95	
		Adult XXL	\$7.75	\$5.95	
		Adult XXXL	\$8.75	\$8.45	
Up charge added to the cost of the shorts above.					
21	Imprinting on shorts, 1-color, 1-side.		\$0.50	\$1.60	\$0.85
22	Imprinting on shorts, 2-color, 1-side.		\$0.60	\$1.80	\$1.10
23	Set up fee for printing. One time fee.		n/c	\$0.00	n/c
	Number of days for delivery after receipt of purchase order.		14 days	12 days	

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			Designlab, Inc.	Itchin' to bee Stitchin', Inc.	Soccer Line Sporting Goods
	Item Description	Sizes	Unit Price	Unit Price	Unit Price
B	SHORTS				
11	SOFFE - B035 - NO SUB <u>Youth</u> Shorts	Youth XS - L	\$4.95	\$4.45	\$4.80
12	SOFFE - M035 - NO SUB <u>Adult</u> Shorts	Adult XS - XL	\$5.95	\$5.60	\$6.00
		Adult XXL	\$5.95	\$5.60	\$6.00
		Adult XXXL	\$7.95	\$7.88	\$7.98
13	SOFFE - B036 - NO SUB <u>Youth</u> Shorts	Youth S - L	\$5.45	\$5.00	\$5.40
14	SOFFE - M036 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$5.95	\$5.60	\$6.00
		Adult XXL	\$5.95	\$5.60	\$6.00
		Adult XXXL	\$7.95	\$7.88	\$7.98
15	AUGUSTA - 991 - NO SUB <u>Youth</u> Shorts	Youth XS - L	\$4.95	\$5.10	\$4.92
16	AUGUSTA - 990 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$5.69	\$5.90	\$5.70
		Adult XXL	\$6.91	\$7.20	\$6.90
		Adult XXXL	\$7.66	\$7.20	\$7.68
17	AUGUSTA - 916 - NO SUB <u>Youth</u> Shorts	Youth S - L	\$5.58	\$5.80	\$5.58
18	AUGUSTA - 915 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$6.59	\$6.95	\$6.66
		Adult XXL	\$7.97	\$8.35	\$8.04
		Adult XXXL	\$8.98	\$8.35	\$9.30
19	YALE - 8772Y - NO SUB <u>Youth</u> Shorts	Youth S - XL	\$7.83		\$6.30
20	YALE - 8772 - NO SUB <u>Adult</u> Shorts	Adult S - XL	\$8.05		\$6.60
		Adult XXL	\$9.20		\$7.80
		Adult XXXL	\$10.35		\$9.00
Up charge added to the cost of the shorts above.					
21	Imprinting on shorts, 1-color, 1-side.		\$0.30	\$0.55	\$0.75
22	Imprinting on shorts, 2-color, 1-side.		\$0.50	\$0.75	\$0.90
23	Set up fee for printing. One time fee.		\$20.00	\$0.00	n/c
	Number of days for delivery after receipt of purchase order.		14 days	30 days	21 days for initial order 14 days for re-order

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Bid Opening: March 16, 2011 - 2:00 P.M.

			<b>The Incentive Mall</b>	Xpressions Apparel & Promotions
	Item Description	Sizes	Unit Price	Unit Price
<b>B</b>	<b>SHORTS</b>			
11	SOFFE - B035 - NO SUB <u>Youth</u> Shorts	Youth XS - L	<b>\$4.15</b>	\$6.00
12	SOFFE - M035 - NO SUB <u>Adult</u> Shorts	Adult XS - XL	<b>\$5.00</b>	\$7.50
		Adult XXL	<b>\$5.00</b>	\$7.50
		Adult XXXL	<b>\$6.70</b>	\$10.50
13	SOFFE - B036 - NO SUB <u>Youth</u> Shorts	Youth S - L	<b>\$4.55</b>	\$6.75
14	SOFFE - M036 - NO SUB <u>Adult</u> Shorts	Adult S - XL	<b>\$5.00</b>	\$7.50
		Adult XXL	<b>\$5.00</b>	\$7.50
		Adult XXXL	<b>\$6.70</b>	\$10.50
15	AUGUSTA - 991 - NO SUB <u>Youth</u> Shorts	Youth XS - L	<b>\$4.85</b>	\$6.55
16	AUGUSTA - 990 - NO SUB <u>Adult</u> Shorts	Adult S - XL	<b>\$5.50</b>	\$7.80
		Adult XXL	<b>\$6.50</b>	\$8.85
		Adult XXXL	<b>\$7.15</b>	\$9.55
17	AUGUSTA - 916 - NO SUB <u>Youth</u> Shorts	Youth S - L	<b>\$5.40</b>	\$7.45
18	AUGUSTA - 915 - NO SUB <u>Adult</u> Shorts	Adult S - XL	<b>\$6.30</b>	\$8.95
		Adult XXL	<b>\$7.45</b>	\$10.25
		Adult XXXL	<b>\$8.50</b>	\$11.25
19	YALE - 8772Y - NO SUB <u>Youth</u> Shorts	Youth S - XL	<b>\$5.25</b>	\$7.90
20	YALE - 8772 - NO SUB <u>Adult</u> Shorts	Adult S - XL	<b>\$5.25</b>	\$8.25
		Adult XXL	<b>\$5.25</b>	\$9.00
		Adult XXXL	<b>\$6.75</b>	\$9.00
Up charge added to the cost of the shorts above.				
21	Imprinting on shorts, 1-color, 1-side.		<b>\$0.50</b>	\$1.55
22	Imprinting on shorts, 2-color, 1-side.		<b>\$0.70</b>	\$1.61
23	Set up fee for printing. One time fee.		<b>N/A</b>	waived
	Number of days for delivery after receipt of purchase order.		<b>20 days</b>	28 days

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Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

		American Apparel Designs	Authentic Promotions.com	Ball & Shoe Sports
	Notes:			
Contact Name:		Kevin Winkelmeyer	Amy Warner	David Ruth
Address:		121 Corporation Way Suite C	6151 Fair Oaks Blvd. Suite 103	4219 South Tamiami Trail
		Venice, FL 34285	Carmichael, CA 95608	Sarasota, FL 34231
Phone:		941.488.3770	800.497.7765	
Fax:		941.488.0979	800.497.7706	
Federal ID#:		650043276	743080693	
E-mail:		<a href="mailto:kevin@americanapparel.com">kevin@americanapparel.com</a>	<a href="mailto:amy@authentic.com">amy@authentic.com</a>	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

			Designlab, Inc.	Itchin' to bee Stitchin', Inc.	Soccer Line Sporting Goods
		Notes:		Item 3. Retail number is 6410, the wholesale number is 5380. Item 4. Retail number is 6307, the wholesale number is 5180.	
Contact Name:			Matt Moller	Marsha Nash	Scott Jones
Address:			3010 E. Hillsborough Avenue	209 Field End Street	2876 Ringling Boulevard
			Tampa, FL 33612	Sarasota, FL 34240	Sarasota, FL 34237
Phone:			864.297.7199	941.378.5694	941.365.6572
Fax:			864.297.7198	941.377.2953	941.366.6089
Federal ID#:			562051141	030406684	271982810
E-mail:			<a href="mailto:designlab2@aol.com">designlab2@aol.com</a>	<a href="mailto:info@itchinbee.com">info@itchinbee.com</a>	<a href="mailto:soccerline@aol.com">soccerline@aol.com</a>

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Tabulation for Middle School Physical Education Uniforms - BID #11-0050

Bid Opening: March 16, 2011 - 2:00 P.M.

			<b>The Incentive Mall</b>	Xpressions Apparel & Promotions
		Notes:		
	Contact Name:		<b>Kevin Brady</b>	Michelle Ireland
	Address:		<b>3250 North Post Road, Suite 295</b>	620 Cypress Avenue
			<b>Indianapolis, IN 46226</b>	Venice, FL 34285
	Phone:		<b>317.217.1543</b>	941.484.7100
	Fax:		<b>317.541.0699</b>	941.484.7625
	Federal ID#:		<b>320023621</b>	273253533
	E-mail:		<a href="mailto:kbrady@theincentivemall.com">kbrady@theincentivemall.com</a>	<a href="mailto:michelle@xpressionsapparel.com">michelle@xpressionsapparel.com</a>
			Recorded by: JoAnn Joyce	
			Witnessed by: Joyce Haney	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
MIDDLE SCHOOL PHYSICAL EDUCATION UNIFORMS - BID #11-0050

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

ITEM	BIDDER	REASON FOR NOT AWARDING
4	American Apparel Designs	Adult white S-XL awarded to The Incentive Mall as overall low for all items.
	Designlab, Inc.	Adult white XXL-XXXL awarded to The Incentive Mall as overall low for all items.
5	American Apparel Designs	Awarded to The Incentive Mall as overall low for all items.
6	American Apparel Designs	Adult white S-XL awarded to The Incentive Mall as overall low for all items.
7	American Apparel Designs	Tie bid. Imprinting awarded to The Incentive Mall per tie bid specifications and as overall low for all items.
7, 8, 9	Designlab, Inc.	Imprinting awarded to The Incentive Mall as overall low for all items.
10	American Apparel Designs	Imprinting awarded to The Incentive Mall as overall low for all items.
	Designlab, Inc.	
18	Itchin' to bee Stitchin', Inc.	Adult XXXL awarded to The Incentive Mall as overall low for all items.
21	American Apparel Designs	Tie bid. Imprinting awarded to The Incentive Mall per tie bid specifications and as overall low for all items.
	Designlab, Inc.	Imprinting awarded to The Incentive Mall as overall low for all items.
22	American Apparel Designs	Imprinting awarded to The Incentive Mall as overall low for all items.
	Designlab, Inc.	