



**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 #11-0016 FOR IRRIGATION  
INSTALLATION, MAINTENANCE AND REPAIR SERVICES**

Bids to provide 'Irrigation Installation, Maintenance, and Repair Services' were received from six vendors on November 23, 2010. The bid of Rainmaster, LLC dba Lang Irrigation for north county and mid county locations and Hazeltine Nurseries, Inc. for south county were the best low bids meeting the advertised specifications based on a sealed scenario. Rainmaster, LLC dba Lang Irrigation had enough technicians to cover two areas. 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 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: 12-17-10

**Fiscal Impact:** Not to exceed  
\$200,000.00

**Funding:** Capital

**Recommended Motion:** That the bids of Rainmaster, LLC dba Lang Irrigation for north county and mid county locations and Hazeltine Nurseries, Inc. for south county to provide 'Irrigation Installation, Maintenance, and Repair Services' in an amount not to exceed \$200,000.00, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Irrigation Installation, Maintenance and Repair Services - Bid #11-0016

Opened on November 23, 2010 at 2:00 p.m.

Item	Description	American Drilling of Sarasota	Central Florida Landscaping, Inc.
<b>NORTH COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
1.	Hourly rate for inspections at all North County locations (Includes all required manpower - NOT a per man hour rate).	\$75.00	\$38.50
Labor Rates for Repairs and Emergency Service Calls			
2.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	\$75.00	\$52.77
3.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	\$75.00	\$58.65
4.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.		\$44.90
5.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.		\$48.00
<b>MID COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
6.	Hourly rate for inspections at all Mid County locations (Includes all required manpower - NOT a per man hour rate).	\$75.00	\$38.50
Labor Rates for Repairs and Emergency Service Calls			
7.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	\$75.00	\$52.77
8.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly	\$75.00	\$58.65
9.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.		\$44.90
10.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.		\$48.00

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Item	Description	Hazeltine Nurseries, Inc.	Jackson Landscape
<b>NORTH COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
1.	Hourly rate for inspections at all North County locations (Includes all required manpower - NOT a per man hour rate).	<b>\$37.00</b>	\$37.50
Labor Rates for Repairs and Emergency Service Calls			
2.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	\$38.00	\$49.00
3.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	\$38.00	\$55.00
4.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	\$23.00	\$14.00
5.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	\$23.00	\$19.00
<b>MID COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
6.	Hourly rate for inspections at all Mid County locations (Includes all required manpower - NOT a per man hour rate).	\$37.00	\$37.50
Labor Rates for Repairs and Emergency Service Calls			
7.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	\$38.00	\$49.00
8.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly	\$38.00	\$55.00
9.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	\$23.00	\$14.00
10.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	\$23.00	\$19.00

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Opened on November 23, 2010 at 2:00 p.m.

Item	Description	Rainmaster LLC dba Lang Irrigation	Stahlman-England Irrigation
<b>NORTH COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
1.	Hourly rate for inspections at all North County locations (Includes all required manpower - NOT a per man hour rate).	<b>\$45.00</b>	\$37.50
Labor Rates for Repairs and Emergency Service Calls			
2.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	<b>\$35.00</b>	\$37.50
3.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	<b>\$35.00</b>	\$45.00
4.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	<b>\$15.00</b>	\$18.00
5.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	<b>\$15.00</b>	\$27.00
<b>MID COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
6.	Hourly rate for inspections at all Mid County locations (Includes all required manpower - NOT a per man hour rate).	<b>\$45.00</b>	\$37.50
Labor Rates for Repairs and Emergency Service Calls			
7.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	<b>\$35.00</b>	\$37.50
8.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly	<b>\$35.00</b>	\$45.00
9.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	<b>\$15.00</b>	\$18.00
10.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	<b>\$15.00</b>	\$27.00

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Opened on November 23, 2010 at 2:00 p.m.

Item	Description	American Drilling of Sarasota	Central Florida Landscaping, Inc.
<b>SOUTH COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
11.	Hourly rate for inspections at all South County locations (Includes all required manpower - NOT a per man hour rate).	\$75.00	\$38.50
Labor Rates for Repairs and Emergency Service Calls			
12.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	\$75.00	\$52.77
13.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	\$75.00	\$58.65
14.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.		\$44.90
15.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.		\$48.00
<b>MATERIALS PERCENTAGE MARK-UP</b>			
16.	Materials/chemicals for repairs, installations, and emergency services billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). Supplier's invoice will be required at time of billing.	15%	15%
<b>RENTAL OF EQUIPMENT PERCENTAGE MARK-UP</b>			
17.	For Rental equipment not used in the regular course of irrigation services. To be used only with prior written approval from the Facilities Services representative. Billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). For active use of equipment only. Payment for inactive use will not be allowed. Supplier's rental invoice will be required at time of billing.	15%	15%

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<b>SOUTH COUNTY</b>			
Rate for Monthly Inspection Service of Irrigation			
11.	Hourly rate for inspections at all South County locations (Includes all required manpower - NOT a per man hour rate).	<b>\$37.00</b>	\$65.00
Labor Rates for Repairs and Emergency Service Calls			
12.	Journeyman, standard working hours (Monday - Friday 7:00 AM - 5:00 PM); hourly rate.	<b>\$38.00</b>	\$75.00
13.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	<b>\$38.00</b>	\$95.00
14.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	<b>\$23.00</b>	\$25.00
15.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	<b>\$23.00</b>	\$35.00
<b>MATERIALS PERCENTAGE MARK-UP</b>			
16.	Materials/chemicals for repairs, installations, and emergency services billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). Supplier's invoice will be required at time of billing.	<b>15%</b>	15%
<b>RENTAL OF EQUIPMENT PERCENTAGE MARK-UP</b>			
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<b>SOUTH COUNTY</b>			
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11.	Hourly rate for inspections at all South County locations (Includes all required manpower - NOT a per man hour rate).	\$45.00	\$37.50
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13.	Journeyman, non-standard working hours (Monday - Friday prior to 7:00 AM and after 5:00 PM, and Saturday and Sunday); hourly rate.	\$35.00	\$45.00
14.	Helper, standard working hours (Monday - Friday 7:00 AM - 5:00 P.M.); hourly rate.	\$15.00	\$18.00
15.	Helper, non-standard working hours (Monday - Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate.	\$15.00	\$27.00
<b>MATERIALS PERCENTAGE MARK-UP</b>			
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<b>RENTAL OF EQUIPMENT PERCENTAGE MARK-UP</b>			
17.	For Rental equipment not used in the regular course of irrigation services. To be used only with prior written approval from the Facilities Services representative. Billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). For active use of equipment only. Payment for inactive use will not be allowed. Supplier's rental invoice will be required at time of billing.	10%	15%

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Item	Description	American Drilling of Sarasota				Central Florida Landscaping, Inc.			
USE OF CONTRACTOR OWNED EQUIPMENT									
18.	This is equipment that is owned by the Contractor and not used in the regular course of irrigation services. To be used only with prior written approval from the Facilities Services representative. Rate is for active use of equipment. Payment for inactive use will not be allowed. hourly, daily, weekly rate.	Description of Equipment	Hourly	Daily	Weekly	Description of Equipment	Hourly	Daily	Weekly
		Use of trencher machines and/or backhoe included in hourly rate				The cost of equipment use is included in hourly rate			
SUBCONTRACTED SERVICES PERCENTAGE MARK-UP									
19.	Subcontracted services for repairs, installations, and emergency services. To be used only with prior written approval from the Facilities Services representative. Billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). Invoice for itemized subcontracted services will be required at time of billing.	15%				15%			
Contact Name		Earl Milum				Charles M. Holder			
Address		4435 Independence Court Sarasota, FL 34234				4920 Lena Road / 6109 Orient Road Bradenton, FL 34211 / Tampa, FL 33610			
Phone		941-355-0810				941-755-5451 / 813-623-1771			
Fax		941-359-8493				813-620-3385			
Federal ID #		571183580				591927864			
E-Mail		<a href="mailto:americandrill1@aol.com">americandrill1@aol.com</a>				<a href="mailto:jreed@cflonline.com">jreed@cflonline.com</a>			

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Item	Description	Hazeltine Nurseries, Inc.				Jackson Landscape			
USE OF CONTRACTOR OWNED EQUIPMENT									
18.	This is equipment that is owned by the Contractor and not used in the regular course of irrigation services. To be used only with prior written approval from the Facilities Services representative. Rate is for active use of equipment. Payment for inactive use will not be allowed. hourly, daily, weekly rate.	<b>Description of Equipment</b>		<b>Daily</b>	<b>Weekly</b>	Description of Equipment	Hourly	Daily	Weekly
		trencher, walk behind	\$25.00	\$100.00	\$300.00	loader/backhoe		\$250.00	
		loader, skid steer	\$30.00	\$120.00	\$350.00	trencher		\$125.00	
		utility vehicle	\$10.00	\$30.00	\$100.00				
		wire tracker		\$25.00					
		locater, pulser		\$25.00					
		fault finder		\$25.00					
		mud pump, 1/2 hp	\$15.00	\$75.00	\$200.00				
SUBCONTRACTED SERVICES PERCENTAGE MARK-UP									
19.	Subcontracted services for repairs, installations, and emergency services. To be used only with prior written approval from the Facilities Services representative. Billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). Invoice for itemized subcontracted services will be required at time of billing.	15%				15%			
Contact Name		Stephen Hazeltine				Stephen C. Jackson			
Address		2401 North River Road Venice, FL 34292				1400 Cattlemen Road Sarasota, FL 34232			
Phone		941-485-1272				941-756-0121			
Fax		941-484-8617				866-211-7560			
Federal ID #		650300478				201352518			
E-Mail		<a href="mailto:tsufferling@hazeltinenurseries.com">tsufferling@hazeltinenurseries.com</a>				<a href="mailto:steve@jacksonlandscape.com">steve@jacksonlandscape.com</a>			

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Tabulation for Irrigation Installation, Maintenance and Repair Services - Bid #11-0016

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Item	Description	Rainmaster LLC dba Lang Irrigation				Stahlman-England Irrigation			
<b>USE OF CONTRACTOR OWNED EQUIPMENT</b>									
18.	This is equipment that is owned by the Contractor and not used in the regular course of irrigation services. To be used only with prior written approval from the Facilities Services representative. Rate is for active use of equipment. Payment for inactive use will not be allowed. hourly, daily, weekly rate.	<b>Description of Equipment</b>	<b>Hourly</b>	<b>Daily</b>	<b>Weekly</b>	Description of Equipment	Hourly	Daily	Weekly
		loader/backhoe	\$40.00	\$300.00	\$600.00	trencher	\$15.00	\$120.00	\$150.00
		excavator	\$40.00	\$250.00	\$600.00	mini-excavator	\$25.00	\$200.00	\$230.00
		utility vehicle	\$10.00	\$100.00	\$300.00	skid steer	\$40.00	\$320.00	\$400.00
<b>SUBCONTRACTED SERVICES PERCENTAGE MARK-UP</b>									
19.	Subcontracted services for repairs, installations, and emergency services. To be used only with prior written approval from the Facilities Services representative. Billed at net cost plus a mark-up for overhead and profit. Maximum of 15%. (No mark-up of sales tax allowed). Invoice for itemized subcontracted services will be required at time of billing.	<b>10%</b>				<b>15%</b>			
Contact Name		<b>Robert A. Bodi</b>				Will Delgado			
Address		<b>787 Commerce Drive #11</b>				2063 Trade Center Way			
		<b>Venice, FL 34292</b>				Naples, FL 34109			
Phone		<b>941-480-9808</b>				239-514-1200			
Fax		<b>941-480-9558</b>				239-514-1191			
Federal ID #		<b>582550920</b>				593614806			
E-Mail		<a href="mailto:rabodi@msn.com">rabodi@msn.com</a>				<a href="mailto:william@stahlman-england.com">william@stahlman-england.com</a>			
		Recorded by: Peggy Long				Witnessed by: Carol A. Lichon			