



**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 #11-0037 FOR SCTI COSMETOLOGY  
FURNITURE AND EQUIPMENT**

Bids to provide 'SCTI Cosmetology Furniture and Equipment' were received from five vendors on December 7, 2010. The bids of AB Salon Equipment and Evolution were the best low bids meeting the advertised specifications. Justifications 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 capital budget allocated for the project.

**Requested by:**  
Todd Bowden

"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:** \$82,181.61

**Funding:** Capital

**Recommended Motion:** That the bids of AB Salon Equipment and Evolution, to provide 'SCTI Cosmetology Furniture and Equipment' in an amount of \$82,181.61, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			AB Salon Equipment		Contemporary Interiors, Inc.		Evolution	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1.	Kaemark Client Chair (Item #E-68 Echo) or approved alternate.	6					<b>\$169.00</b>	<b>\$1,014.00</b>
	Alternate brand & model bid:		Global Brand Comet 2171					
	Alternate brand & model pricing:		\$129.00	\$774.00				
	Included manufacturer's warranty:		1 yr warranty					
2.	Kaemark Monet Styling Chairs with Hydraulic Base & Footrest (Item #MN-260, #HS10GB, #PL60) or approved alternate.	22					<b>\$499.99</b>	<b>\$10,999.78</b>
	Alternate brand & model bid:		Collins Brand Corivas 8600					
	Alternate brand & model pricing:		\$485.00	\$10,670.00				
	Included manufacturer's warranty:		1 yr chair top/7 yr base					
3.	Collins Shampoo Chair (Item #QSE 1850L) or approved alternate.	5	<b>\$489.00</b>	<b>\$2,445.00</b>			\$599.96	\$2,999.80
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Included manufacturer's warranty:							
4.	Kaemark Monet Dryer Chair (Item #MN-266) or approved alternate.	4					<b>\$450.00</b>	<b>\$1,800.00</b>
	Alternate brand & model bid:		Collins Brand Corivas 8620					
	Alternate brand & model pricing:		\$483.00	\$1,932.00				
	Included manufacturer's warranty:		1 yr					
5.	Kaemark Ionic Hair Dryer (Item #1570-H) or approved alternate.	4					<b>\$225.00</b>	<b>\$900.00</b>
	Alternate brand & model bid:		Collins Brand 2200 Ionic					
	Alternate brand & model pricing:		\$281.00	\$1,124.00				
	Included manufacturer's warranty:		5 yr warranty motor plus hood					
6.	Collins Ion-Tech Hair Dryer with Wheels (Item #2200B) or approved alternate.	1					\$299.99	\$299.99
	Alternate brand & model bid:		Collins Brand 2200W Ionic					
	Alternate brand & model pricing:		\$299.00	\$299.00				
	Included manufacturer's warranty:		5 yr warranty motor plus hood					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			SYR Beauty Salon Furniture, Inc.		Wholesale Salon Equipment	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price
1.	Kaemark Client Chair (Item #E-68 Echo) or approved alternate.	6	\$137.54	\$825.24	\$145.28	\$871.68
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
2.	Kaemark Monet Styling Chairs with Hydraulic Base & Footrest (Item #MN-260, #HS10GB, #PL60) or approved alternate.	22	\$454.45	\$9,997.90	\$516.00	\$11,352.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 yr hydraulic pump/1 yr all other parts, no labor			
3.	Collins Shampoo Chair (Item #QSE 1850L) or approved alternate.	5	\$453.94	\$2,269.70	\$497.14	\$2,485.70
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 yr reclining mech/1 yr all other parts, no labor			
4.	Kaemark Monet Dryer Chair (Item #MN-266) or approved alternate.	4	\$387.25	\$1,549.00	\$426.00	\$1,704.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
5.	Kaemark Ionic Hair Dryer (Item #1570-H) or approved alternate.	4	\$191.53	\$766.12	\$211.43	\$845.72
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		3 yr motor/1 yr all other parts, no labor			
6.	Collins Ion-Tech Hair Dryer with Wheels (Item #2200B) or approved alternate.	1	\$243.00	\$243.00	\$308.57	\$308.57
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 yr motor/1 year all other parts, no labor			

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Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			AB Salon Equipment		Contemporary Interiors, Inc.		Evolution	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
7.	Kaemark Manicure Stool (Item #SAV-005B) or approved alternate.	4					<b>\$99.99</b>	<b>\$399.96</b>
	Alternate brand & model bid:		Pibbs Brand 549 JoJo Stool					
	Alternate brand & model pricing:		\$139.00	\$556.00				
	Included manufacturer's warranty:							
8.	Collins QSE Manicure Stool with Back (Item #1860 QSE) or approved alternate.	12	<b>\$197.00</b>	<b>\$2,364.00</b>			\$225.00	\$2,700.00
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Included manufacturer's warranty:							
9.	Kaemark Hair Cutting Stool with Back	56					<b>\$139.90</b>	<b>\$7,834.40</b>
	Alternate brand & model bid:		Pibbs Brand 731					
	Alternate brand & model pricing:		\$145.00	\$8,120.00				
	Included manufacturer's warranty:		1 yr warranty					
10.	Kaemark Manicure Non-Vented Manicure Tables (Item #RP-71) or approved alternate.	6	<b>\$679.00</b>	<b>\$4,074.00</b>			\$699.99	\$4,199.94
	Alternate brand & model bid:		AB Custom Brand Econo \$129.00		Contemporary Interiors, Inc.			
	Alternate brand & model pricing:				\$560.00	\$3,360.00		
	Included manufacturer's warranty:		<b>1 yr</b>		10 yrs			
11	Collins Midtown Two Stylists Island (Item #796-60) or approved alternate.	10	<b>\$3,667.00</b>	<b>\$36,670.00</b>			\$4,500.00	\$45,000.00
	Alternate brand & model bid:				Contemporary Interiors, Inc.			
	Alternate brand & model pricing:				\$2,430.00	\$24,300.00		
	Included manufacturer's warranty:				10 yrs			
12.	Kaemark Kurative Shampoo Mat (Item #K-1525X75/B) or approved alternate.	5					<b>\$49.99</b>	<b>\$249.95</b>
	Alternate brand & model bid:		IC Urethane Brand 1525					
	Alternate brand & model pricing:		\$49.00	\$245.00				
	Included manufacturer's warranty:		5 yr warranty					
13.	Kaemark Kurative Styling Station Mats (Item #K-4060X75/B) or approved alternate.	20					<b>\$189.99</b>	<b>\$3,799.80</b>
	Alternate brand & model bid:		IC Urethane Brand 4050					
	Alternate brand & model pricing:		\$110.00	\$2,200.00				
	Included manufacturer's warranty:		5 yr warranty					

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Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			SYR Beauty Salon Furniture, Inc.		Wholesale Salon Equipment	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price
7.	Kaemark Manicure Stool (Item #SAV-005B) or approved alternate.	4	\$83.54	\$334.16	\$85.64	\$342.56
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
8.	Collins QSE Manicure Stool with Back (Item #1860 QSE) or approved alternate.	12	\$449.80	\$5,397.60	\$197.14	\$2,365.68
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
9.	Kaemark Hair Cutting Stool with Back	56	\$110.54	\$6,190.24	\$117.00	\$6,552.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
10.	Kaemark Manicure Non-Vented Manicure Tables (Item #RP-71) or approved alternate.	6	\$569.48	\$3,416.88	\$633.43	\$3,800.58
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
11	Collins Midtown Two Stylists Island (Item #796-60) or approved alternate.	10	\$3,224.00	\$32,240.00	\$3,714.00	\$37,140.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
12.	Kaemark Kurative Shampoo Mat (Item #K-1525X75/B) or approved alternate.	5	\$47.47	\$237.35	\$49.25	\$246.25
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 yr - replacement			
13.	Kaemark Kurative Styling Station Mats (Item #K-4060X75/B) or approved alternate.	20	\$165.51	\$3,310.20	\$180.00	\$3,600.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 yr - replacement			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			AB Salon Equipment		Contemporary Interiors, Inc.		Evolution	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
14.	Kaemark Personal Assistant Trolley (Item #SAV-505-B) or approved alternate.	28					<b>\$219.99</b>	<b>\$6,159.72</b>
	Alternate brand & model bid:		Dina Meri Brand C180					
	Alternate brand & model pricing:		\$149.00	\$4,172.00				
	Included manufacturer's warranty:		1 yr warranty					
15.	R & B Wire Products Plastic Laundry Cart (Item #4608) or approved alternate.	2	<b>\$310.00</b>	<b>\$620.00</b>				
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Included manufacturer's warranty:							
16.	Collins Portable Pedicure Assistant (Item #PPA-6) or approved alternate.	4	<b>\$638.00</b>	<b>\$2,552.00</b>			\$799.99	\$3,199.96
	Alternate brand & model bid:				Contemporary Interiors, Inc.			
	Alternate brand & model pricing:				\$430.00	\$1,720.00		
	Included manufacturer's warranty:				10 yr warranty			
Notes:							Item #6 price extension corrected.	
Contact Name:			<b>Cory Lopopolo</b>		Ryan W. Anderson		<b>Mark Talpalar</b>	
Address:			<b>14220 66th Street North, #E</b>		2626 NW 35th Street		<b>5858 St. Augustine Road</b>	
City, State, Zip:			<b>Clearwater, FL 33764</b>		Ocala, FL 34475		<b>Jacksonville, FL 32207</b>	
Telephone:			<b>727-531-5405</b>		352-620-8686		<b>904-731-4177 x104</b>	
Fax:			<b>727-535-7428</b>		352-620-2138		<b>904-731-5242</b>	
Federal I.D. #:			<b>592557377</b>		592979654		<b>591850294</b>	
E-Mail:			<a href="mailto:cory@abse.us">cory@abse.us</a>		<a href="mailto:rander1107@aol.com">rander1107@aol.com</a>		<a href="mailto:mtalpalar@evolution411.com">mtalpalar@evolution411.com</a>	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Cosmetology Furniture Equipment - Bid #11-0037

Bid Opening: December 7, 2010 at 3:00 p.m.

ITEM & DESCRIPTION			SYR Beauty Salon Furniture, Inc.		Wholesale Salon Equipment	
A.	COSMETOLOGY EQUIPMENT AND WARRANTIES	Each	Unit Price	Total Price	Unit Price	Total Price
14.	Kaemark Personal Assistant Trolley (Item #SAV-505-B) or approved alternate.	28	\$157.79	\$4,418.12	\$179.95	\$5,038.60
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
15.	R & B Wire Products Plastic Laundry Cart (Item #4608) or approved alternate.	2	\$449.00	\$898.00	\$256.42	\$512.84
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
16.	Collins Portable Pedicure Assistant (Item #PPA-6) or approved alternate.	4	\$587.42	\$2,349.68	\$663.00	\$2,652.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 yr parts only, no labor			
Notes:			Above prices do not include assembly or installation. Does include inside delivery to 2nd floor and freight receiving instructions.			
Contact Name:			Joey Cassalia		Leslie L. Hever	
Address:			1926 Park Street		11516 K-Tel Drive	
City, State, Zip:			Syracuse, NY 13208		Minnetonka, MN 55343	
Telephone:			315-424-0585		800-466-5289	
Fax:			315-424-1495		952-933-8988	
Federal I.D. #:					411889697	
E-Mail:			<a href="mailto:syrbeauty@cnyemail.com">syrbeauty@cnyemail.com</a>		<a href="mailto:llhever@aol.com">llhever@aol.com</a>	
			Recorded by: JoAnn Joyce		Witnessed by: JoyceHaney	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
SCTI - COSMETOLOGY FURNITURE AND EQUIPMENT - BID #11-0037  
JUSTIFICATION FOR AWARD TO OTHER THAN LOW BIDDER

ITEM #	BIDDER	JUSTIFICATION
1	AB Salon Equipment	Alternate item bid has a seat that appears to have thinner padding, the right arm rest is not configured as the unit specified in the bid specification.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
2	AB Salon Equipment	Base of alternate unit bid is chrome vs. specified black powder-coated steel base; unable to evaluate the thickness of seat or the back of seat material with the specifications included with the bid response.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
3	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
4	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
5	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
6	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
7	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
9	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
10	AB Salon Equipment	Alternate item bid does not include 4 rigid drawers inside a cabinet door, UL® listed electrical multi-strip plug, a foam-padded upholstered armrest, or grommets in top as the unit specified in bid specifications.
	Contemporary Interiors, Inc.	Alternate item bid has a stack of 4 drawers vs. 4 rigid drawers inside a cabinet door as specified in bid specifications.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
SCTI - COSMETOLOGY FURNITURE AND EQUIPMENT - BID #11-0037  
JUSTIFICATION FOR AWARD TO OTHER THAN LOW BIDDER

ITEM #	BIDDER	JUSTIFICATION
11	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Contemporary Interiors, Inc.	Alternate item bid does not have a vanelle style mirror, has side panels where no side panels are indicated, does not include cast aluminum legs (unit built to floor), includes 1 drawer and 1 door instead of 2 drawers, and does not include an elevated work surface or a tip-out tool panel as unit specified in bid specifications.
12	AB Salon Equipment	Awarded items #12 and #13 as a group to the overall low bid meeting the advertised specifications for the mats.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
13	AB Salon Equipment	Alternate item bid does not have a chair depression as the unit specified in bid specifications. Awarded items #12 and 13 as a group to the overall low bid meeting the advertised specifications for the mat.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
14	AB Salon Equipment	Unable to evaluate size and materials of alternate item bid as detailed specifications were not included with bid submittal - only a picture of unit was included. Unit appears to be all plastic vs. powder-coated steel for unit as specified in bid specifications.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.
	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
15	Wholesale Salon Equipment	Vendor's unit prices do not include assembly, installation, or delivery as required in bid specifications. A total bid price was indicated for product, assembly, installation, and delivery. Vendor has withdrawn bid.
16	Contemporary Interiors, Inc.	Alternate item bid does not include retention rails on three sides or a bread-board pull-out as the unit specified in bid specifications.
	SYR Beauty Salon Furniture, Inc.	Vendor's prices do not include assembly, installation, or delivery to 2nd floor as required in bid specifications.