



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 #12-0005 FOR SCTI PRINTING SERVICES

Bids to provide 'SCTI Printing Services' were received from six vendors on May 10, 2012. The bids of Access Direct Mail, Inc., Manatee Printers, Inc., PRIDE Enterprises, and Sun Coast Press were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. These services are for commercial printing beyond the scope of the Print Shop. 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 operating budget of the Sarasota County Technical Institute.

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: 05-29-2012

Fiscal Impact:

Not to exceed
\$55,000.00

Funding:

Operating

Recommended Motion: That the bids of Access Direct Mail, Inc., Manatee Printers, Inc., PRIDE Enterprises, and Sun Coast Press, to provide 'SCTI Printing Services' in an amount not to exceed \$55,000, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Access Direct Mail, Inc. | | | Central Florida Publishing, Inc. | | |
|---------------------------------|--|--------------------------|-------|-----------|----------------------------------|-------|-----------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty |
| 1 | Handout, full color front and back on 65# uncoated card stock (8 1/2" x 11") - one sheet, two sided, no folds. | | | | | | |
| a | 1 - 250 Pieces | \$0.27 | | 50 | | | |
| b | 250 - 500 pieces | \$0.27 | | | | | |
| 2 | Handout, full color front and back on 65# uncoated card stock (4 1/4" x 11") - one sheet, two sided, no folds. | | | | | | |
| a | 1 - 250 pieces | \$0.135 | | 50 | | | |
| b | 250 - 500 pieces | \$0.135 | | 50 | | | |
| 3 | Tri-fold Brochure, full color on 100# Endurance Gloss Text stock (8 1/2" x 11" folded to 3 1/2" x 8 1/2") - one sheet, three folds. | | | | | | |
| a | 1 - 500 pieces | \$0.244 | | 50 | | | |
| b | 501 - 1000 pieces | \$0.244 | | 50 | | | |
| c | 1001 - 1500 pieces | \$0.244 | | 50 | | | |
| d | 1501 - 2000 pieces | \$0.244 | | 50 | | | |
| 4 | Catalog, with full color front and back covers - 80# gloss covers stock (8 1/2" x 11") (4 pages for cover) - one fold, approximately 48 pages. | | | | | | |
| a | 1 -1000 pieces REJECT | \$1.136 | | 1000 | | | |
| b | 1001 - 2500 pieces | \$1.136 | | 1000-2500 | | | |
| c | 2501 - 5000 pieces | \$1.136 | | 2500-5000 | | | |
| d | 5001 - 7500 pieces | \$1.054 | | 5000-7500 | | | |
| e | 7501 - 10,000 pieces | \$1.054 | | 7500-10M | | | |
| f | 10,001 - 12,500 pieces | \$1.013 | | 10M-12500 | | | |
| g | 12,501 - 15,000 pieces | \$1.013 | | 12500-15M | | | |
| 5 | Mini Schedule, one color on 100# Endurance Gloss Text stock (11" x 17", no bleeds, folded to 4 1/4"x11") - one page, four folds. | | | | | | |
| a | 1 - 500 pieces | \$0.25960 | | 50 | | | |
| b | 501 - 1000 pieces | \$0.15740 | | | | | |
| c | 1001 - 1500 pieces | \$0.12390 | | | | | |
| d | 1501 - 2000 pieces | \$0.11000 | | | | | |
| e | 2001 - 2500 pieces | \$0.09726 | | | | | |
| f | 2501 - 3000 pieces | \$0.09200 | | | | | |
| g | 3001 - 3500 pieces | \$0.08800 | | | | | |
| h | 3501 - 5000 pieces | \$0.07900 | | | | | |

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Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Access Direct Mail, Inc. | | | Central Florida Publishing, Inc. | | |
|--|--|--|-------------|-----------|--|-------------|-----------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty |
| 6 | Course Schedule - all options 6" wide x 10 1/2" high, no folds, catalog format. See options one, two, and three for color. | | | | | | |
| One | Full color on all pages, process/full color on all pages. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.28415 | \$62,513.00 | | \$0.110 | \$24,200.00 | |
| b | 220,000 (32 pages) | \$0.36088 | \$79,393.60 | | \$0.134 | \$29,480.00 | |
| c | 220,000 (40 pages) | \$0.43173 | \$94,980.60 | | \$0.163 | \$35,860.00 | |
| Two | Process/full color on 8 pages inside catalog and front and back cover in full color. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.21883 | \$48,142.60 | | \$0.106 | \$23,320.00 | |
| b | 220,000 (32 pages) | \$0.26235 | \$57,717.00 | | \$0.130 | \$28,600.00 | |
| c | 220,000 (40 pages) | \$0.30137 | \$66,301.40 | | \$0.157 | \$34,540.00 | |
| Three | Color on front and back cover only. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.20973 | \$46,140.60 | | \$0.105 | \$23,100.00 | |
| b | 220,000 (32 pages) | \$0.25325 | \$55,715.00 | | \$0.128 | \$28,160.00 | |
| c | 220,000 (40 pages) | \$0.29228 | \$64,301.60 | | \$0.155 | \$34,100.00 | |
| Name of printing plant | | Access Direct Mail, Inc. | | | Central Florida Publishings, Inc. | | |
| Address of printing plant | | 2305 Industrial Blvd. | | | 700 W. Fulton Street | | |
| City, State, Zip | | Sarasota, FL 34234 | | | Sanford, FL 32771 | | |
| Length of working days required for completion of printing and delivery to SCTI after receipt of camera ready files. | | Every job is different turnaround days will vary. Note: Jobs 1, 2, 3 approx 24-48 hr based on approval. Job 5 depending on quantity 24-48 hrs based on approval. Job 4 & 6 based on quantity + color + approval. | | | As you require. | | |
| Contact: | | Dori Ann Giglio | | | Thomas R. Thomas | | |
| Address: | | 2305 Industrial Blvd. | | | PO Box 1057 | | |
| | | Sarasota, FL 34234 | | | Sanford, FL 32772 | | |
| Phone: | | 941.351.3455 x101 | | | 407.365.6604 | | |
| Fax: | | 941.355.0517 | | | 407.366.0729 | | |
| Federal I.D.: | | 650502519 | | | 593360933 | | |
| Email: | | dori@accessdmi.com | | | tomt@centralfloridapublishing.com | | |
| Recorded by: JoAnn Joyce | | | | | | | |
| Witnessed by: Joyce Haney | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Manatee Printers, Inc. | | | PRIDE Enterprises | | | |
|---------------------------------|---|------------------------|----------------|------------|-------------------------------------|-------------------|--------------|------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty | |
| 1 | Handout, full color front and back on 65# uncoated card stock (8 1/2" x 11") - one sheet, two sided, no folds. | | | | | | | |
| a | 1 - 250 Pieces | \$0.20752 | \$51.88 | 250 | \$0.2500 | \$62.50 | | |
| b | 250 - 500 pieces | | | | \$0.2500 | \$125.00 | | |
| 2 | Handout, full color front and back on 65# uncoated card stock (4 1/4" x 11") - one sheet, two sided, no folds. | | | | | | | |
| a | 1 - 250 pieces | \$0.14962 | \$37.41 | 250 | \$0.1500 | \$37.50 | | |
| b | 250 - 500 pieces | | | | \$0.1500 | \$75.00 | | |
| 3 | Tri-fold Brochure, full color on 100# Endurance Gloss Text stock (8 1/2 " x 11" folded to 3 1/2" x 8 1/2") - one sheet, three folds. | | | | | | | |
| a | 1 - 500 pieces | | | | \$0.2300 | \$115.00 | | |
| b | 501 - 1000 pieces | | | | \$0.2300 | \$230.00 | | |
| c | 1001 - 1500 pieces | | | | \$0.2300 | \$345.00 | | |
| d | 1501 - 2000 pieces | \$0.24000 | \$360.00 | 1500 | \$0.2300 | \$460.00 | | |
| 4 | Catalog, with full color front and back covers - 80# gloss covers stock (8 1/2 " x 11") (4 pages for cover) - one fold, approximately 48 pages. | | | | | | | |
| a | 1 -1000 pieces | REJECT | | | \$2.4000 | \$2,400.00 | | |
| b | 1001 - 2500 pieces | | | | \$1.2000 | \$3,000.00 | 1001 | |
| c | 2501 - 5000 pieces | | | | \$0.8510 | \$4,255.00 | 2501 | |
| d | 5001 - 7500 pieces | | | | \$0.6600 | \$4,950.00 | 5001 | |
| e | 7501 - 10,000 pieces | \$0.71800 | \$6,462.00 | 9000 | \$0.5876 | \$5,876.00 | 7501 | |
| f | 10,001 - 12,500 pieces | | | | \$0.5750 | \$7,187.50 | 10001 | |
| g | 12,501 - 15,000 pieces | | | | \$0.5700 | \$8,550.00 | 12501 | |
| 5 | Mini Schedule, one color on 100# Endurance Gloss Text stock (11" x 17", no bleeds, folded to 4 1/4"x11") - one page, four folds. | | | | | | | |
| a | 1 - 500 pieces | | | | \$0.2500 | \$125.00 | | |
| b | 501 - 1000 pieces | | | | \$0.2500 | \$250.00 | | |
| c | 1001 - 1500 pieces | | | | \$0.1550 | \$232.50 | 1001 | |
| d | 1501 - 2000 pieces | | | | \$0.1420 | \$284.00 | 1501 | |
| e | 2001 - 2500 pieces | | | | \$0.1240 | \$310.00 | 2001 | |
| f | 2501 - 3000 pieces | \$0.17960 | \$449.00 | 2500 | \$0.1130 | \$339.00 | 2501 | |
| g | 3001 - 3500 pieces | | | | Note: Each of 3 lots total\$1347.00 | \$0.1120 | \$392.00 | 3001 |
| h | 3501 - 5000 pieces | | | | | \$0.0950 | \$475.00 | 3501 |

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Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Manatee Printers, Inc. | | | PRIDE Enterprises | | |
|--|--|--|-------------|-----------|--|-------------|-----------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty |
| 6 | Course Schedule - all options 6" wide x 10 1/2" high, no folds, catalog format. See options one, two, and three for color. | | | | | | |
| One | Full color on all pages, process/full color on all pages. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.21250 | \$46,750.00 | | \$0.1501 | \$33,022.00 | |
| b | 220,000 (32 pages) | \$0.26394 | \$58,066.80 | | \$0.2015 | \$44,330.00 | |
| c | 220,000 (40 pages) | \$0.32541 | \$71,590.20 | | \$0.2434 | \$53,548.00 | |
| Two | Process/full color on 8 pages inside catalog and front and back cover in full color. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.21250 | \$46,750.00 | | \$0.1497 | \$32,934.00 | |
| b | 220,000 (32 pages) | \$0.26394 | \$58,066.80 | | \$0.1815 | \$39,930.00 | |
| c | 220,000 (40 pages) | \$0.32541 | \$71,590.20 | | \$0.2237 | \$49,214.00 | |
| Three | Color on front and back cover only. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.20238 | \$44,523.60 | | \$0.1321 | \$29,062.00 | |
| b | 220,000 (32 pages) | \$0.25000 | \$55,000.00 | | \$0.1719 | \$37,818.00 | |
| c | 220,000 (40 pages) | \$0.30570 | \$67,254.00 | | \$0.2039 | \$44,858.00 | |
| Name of printing plant | | | | | PRIDE South Florida Graphics | | |
| Address of printing plant | | | | | 600 US Highway 27 South | | |
| City, State, Zip | | | | | South Bay, FL 33493 | | |
| Length of working days required for completion of printing and delivery to SCTI after receipt of camera ready files. | | 21 days | | | 10 working days | | |
| Contact: | | Ron Pickelsimer | | | Petar Radanovich | | |
| Address: | | 1007 30th Ave West | | | 9400 4th St. North, Suite 200 | | |
| | | Bradenton, FL 34205 | | | St. Petersburg, FL 33702 | | |
| Phone: | | 941.746.9100 | | | 727.556.3300 | | |
| Fax: | | 941.747.7988 | | | 727.570.3449 | | |
| Federal I.D.: | | | | | 592167018 | | |
| Email: | | ron@manateepinters.com | | | bids@pride-enterprises.org | | |
| Recorded by: JoAnn Joyce | | | | | | | |
| Witnessed by: Joyce Haney | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Serbin Printing, Inc. | | | Sun Coast Press | | |
|---------------------------------|--|-----------------------|------------|-----------|-----------------|-------|-----------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty |
| 1 | Handout, full color front and back on 65# uncoated card stock (8 1/2" x 11") - one sheet, two sided, no folds. | | | | | | |
| a | 1 - 250 Pieces | \$0.420 | \$105.00 | 250 | | | |
| b | 250 - 500 pieces | \$0.300 | \$150.00 | 500 | | | |
| 2 | Handout, full color front and back on 65# uncoated card stock (4 1/4" x 11") - one sheet, two sided, no folds. | | | | | | |
| a | 1 - 250 pieces | \$0.340 | \$85.00 | 250 | | | |
| b | 250 - 500 pieces | \$0.210 | \$105.00 | 500 | | | |
| 3 | Tri-fold Brochure, full color on 100# Endurance Gloss Text stock (8 1/2" x 11" folded to 3 1/2" x 8 1/2") - one sheet, three folds. | | | | | | |
| a | 1 - 500 pieces | \$0.370 | \$185.00 | 500 | | | |
| b | 501 - 1000 pieces | \$0.280 | \$280.00 | 1000 | | | |
| c | 1001 - 1500 pieces | \$0.250 | \$375.00 | 1500 | | | |
| d | 1501 - 2000 pieces | \$0.250 | \$500.00 | 2000 | | | |
| 4 | Catalog, with full color front and back covers - 80# gloss covers stock (8 1/2" x 11") (4 pages for cover) - one fold, approximately 48 pages. | | | | | | |
| a | 1 -1000 pieces REJECT | \$2.000 | \$2,000.00 | 1000 | | | |
| b | 1001 - 2500 pieces | \$1.120 | \$2,800.00 | 2500 | | | |
| c | 2501 - 5000 pieces | \$0.820 | \$4,100.00 | 5000 | | | |
| d | 5001 - 7500 pieces | \$0.710 | \$5,325.00 | 7500 | | | |
| e | 7501 - 10,000 pieces | \$0.620 | \$6,200.00 | 10000 | | | |
| f | 10,001 - 12,500 pieces | \$0.600 | \$7,500.00 | 12500 | | | |
| g | 12,501 - 15,000 pieces | \$0.590 | \$8,850.00 | 15000 | | | |
| 5 | Mini Schedule, one color on 100# Endurance Gloss Text stock (11" x 17", no bleeds, folded to 4 1/4"x11") - one page, four folds. | | | | | | |
| a | 1 - 500 pieces | \$0.580 | \$290.00 | 500 | | | |
| b | 501 - 1000 pieces | \$0.320 | \$320.00 | 1000 | | | |
| c | 1001 - 1500 pieces | \$0.230 | \$345.00 | 1500 | | | |
| d | 1501 - 2000 pieces | \$0.190 | \$380.00 | 2000 | | | |
| e | 2001 - 2500 pieces | \$0.160 | \$400.00 | 2500 | | | |
| f | 2501 - 3000 pieces | \$0.150 | \$450.00 | 3000 | | | |
| g | 3001 - 3500 pieces | \$0.140 | \$490.00 | 3500 | | | |
| h | 3501 - 5000 pieces | \$0.110 | \$550.00 | 5000 | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for SCTI Printing Services - Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Cost for SCTI Printing Services | | Serbin Printing, Inc. | | | Sun Coast Press | | |
|--|--|--|-------------|-----------|--|--------------------|-----------|
| Item # | Description | Piece | Price | Order Qty | Piece | Price | Order Qty |
| 6 | Course Schedule - all options 6" wide x 10 1/2" high, no folds, catalog format. See options one, two, and three for color. | | | | | | |
| One | Full color on all pages, process/full color on all pages. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.182 | \$40,040.00 | | \$0.109 | \$23,980.00 | |
| b | 220,000 (32 pages) | \$0.223 | \$49,060.00 | | \$0.132 | \$29,040.00 | |
| c | 220,000 (40 pages) | \$0.277 | \$60,940.00 | | \$0.166 | \$36,520.00 | |
| Two | Process/full color on 8 pages inside catalog and front and back cover in full color. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.182 | \$40,040.00 | | \$0.106 | \$23,320.00 | |
| b | 220,000 (32 pages) | \$0.223 | \$49,060.00 | | \$0.127 | \$27,940.00 | |
| c | 220,000 (40 pages) | \$0.277 | \$60,940.00 | | \$0.159 | \$34,980.00 | |
| Three | Color on front and back cover only. Size – 6" wide x 10 1/2" high, paper – 60# covers, 50# offset and text pages. Bindery – stitched/stapled and trimmed. | | | | | | |
| a | 220,000 (24 pages) | \$0.171 | \$37,620.00 | | \$0.106 | \$23,320.00 | |
| b | 220,000 (32 pages) | \$0.210 | \$46,200.00 | | \$0.127 | \$27,940.00 | |
| c | 220,000 (40 pages) | \$0.260 | \$57,200.00 | | \$0.159 | \$34,980.00 | |
| Name of printing plant | | Serbin Printing, Inc. | | | Newspaper Printing Company | | |
| Address of printing plant | | 1500 N. Washington Blvd. | | | 5210 South Lois Avenue | | |
| City, State, Zip | | Sarasota, FL 34236 | | | Tampa, FL 33611 | | |
| Length of working days required for completion of printing and delivery to SCTI after receipt of camera ready files. | | 15 days | | | 5 days | | |
| Contact: | | Robin K. Clark | | | Richard A. Hackney | | |
| Address: | | 1500 N. Washington Blvd. Sarasota, FL 34236 | | | 200 East Venice Avenue Venice, FL 34285 | | |
| Phone: | | 941.366.0755 | | | 941.207.1400 | | |
| Fax: | | 941.365.6327 | | | 941.484.8452 | | |
| Federal I.D.: | | 591458674 | | | 541040083 | | |
| Email: | | rclark@serbinprinting.com | | | rhackney@suncoastpress.com | | |
| Recorded by: JoAnn Joyce | | | | | | | |
| Witnessed by: Joyce Haney | | | | | | | |

SARASOTA COUNTY, FLORIDA
JUSTIFICATION FOR AWARD TO OTHER THAN LOW BIDDER

SCTI-ACEC Printing Services -
Bid #12-0005

Opened May 10, 2012 at 2:00 p.m.

| Item # | Description of Item | Vendor | Reason For Not Awarding |
|-----------------------|--|----------------------------------|--|
| 4 - a | Catalog, 8 1/2" x 11" | REJECT | Item over budget. |
| 4 - b & c | Catalog, 8 1/2" x 11" | Serbin Printing, Inc. | Awarded to PRIDE Enterprises as overall low for catalog all options. |
| 5 - a | Mini Schedule, 11" x 17" | PRIDE Enterprises | Awarded to Access Direct Mail, Inc., as overall low for mini schedule. |
| 6, Option 1, c | Course Schedule, 6" wide x 10 1/2" high. | Central Florida Publishing, Inc. | Awarded to Sun Coast Press as overall low for course schedule, item 6. |
| 6, Option 2, a | Course Schedule, 6" wide x 10 1/2" high. | Central Florida Publishing, Inc. | Tie Bid. Awarded to Sun Coast Press per tie bid specifications as overall low for course schedule, item 6. |
| 6, Option 2, c | Course Schedule, 6" wide x 10 1/2" high. | Central Florida Publishing, Inc. | Awarded to Sun Coast Press as overall low for course schedule, item 6. |
| 6, Option 3, a & c | Course Schedule, 6" wide x 10 1/2" high. | Central Florida Publishing, Inc. | Awarded to Sun Coast Press as overall low for course schedule, item 6. |