



**SARASOTA  
County Schools**

**Materials Management**  
Purchasing Department  
101 Old Venice Road, Osprey, FL 34229  
Phone 941-486-2183 • Fax 941-486-2188  
SarasotaCountySchools.net

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**MEMORANDUM**

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

**FROM: Carol A. Lichon, CPPO, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #16-0291 FOOD SERVICE SMALL  
EQUIPMENT**

Bids to provide 'Food Service Small Equipment' were received from five vendors on February 3, 2016. The bids of General Hotel & Restaurant Supply Corporation, Sam Tell and Son, Inc., and Trimark Strategic were the best low bids 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 Food and Nutrition Services budget.

**Requested by:**  
Beverly Girard

"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: 2-23-2016

**Fiscal Impact:** Not to exceed  
\$135,000.00

**Recommended Motion:** That the bids of General Hotel & Restaurant Supply Corporation, Sam Tell and Son, Inc., and Trimark Strategic, to provide 'Food Service Small Equipment' in an amount not to exceed \$135,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Food Service Small Equipment - Bid #16-0291

Opened February 03, 2016 at 2:00 p.m.

Indicate the percentage discount off the list price. A FIRM PERCENTAGE DISCOUNT MUST BE SUBMITTED.		Calico Industries of Florida LLC	Cheney Brothers, Inc.	General Hotel & Restaurant Supply Corp.	Sam Tell and Son, Inc.	Trimark Strategic
Item #	Manufacturer	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
1	C&K Manufacturing				40%	40%
2	Cambro	25%	30%	50%	50%	60%
3	Camwear		30%	50%	50%	55%
4	Carlisle	25%	33%	50%	50%	55%
5	Channel	40%	33%	30%	40%	35%
6	Chef's Choice/Edge Craft		35%	30%	40%	
7	Comark		30%	40%	40%	40%
8	Daymark <b>REJECT</b>					
9	Dexter Russell	20%	30%	45%	40%	50%
10	Edlund		32%	40%	50%	40%
11	Hobart	20%		30%	30%	32%
12	Hubert <b>REJECT</b>					
13	Johnson-Rose		12%	38%	40%	60%
14	Lakeside	40%	30%	41%	35%	51%
15	Lincoln/Vollrath Wearever	25%	30%	50%	40%	50%
16	Mundial	25%		46%	40%	
17	Pelouze	25%	35%	38%	40%	45%
18	Regalware			42%	40%	45%
19	Rubbermaid	25%	35%	38%	40%	45%
20	San Jamar	30%	33%	45%	40%	50%
21	Sparta		29%	48%	50%	50%
22	Tablecraft		30%	35%	40%	45%
23	Taylor	30%	21%	51%	40%	55%
24	Vollrath	25%	30%	50%	40%	55%
25	Waring	40%	30%	35%	40%	55%
26	Wearever		30%	50%	40%	55%
27	Winco	33%	22%	58%	40%	55%
28	World Kitchen/Ekco			37%		40%

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Item #	Manufacturer	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
29	INDICATE ADDITIONAL NAMES OF MANUFACTURERS/BRANDS NOT INDICATED ABOVE AND DISCOUNT OFF CURRENT LIST PRICE. A FIRM PERCENTAGE DISCOUNT MUST BE SUBMITTED.					
a	NAME OF ADDITIONAL MANUFACTURER/BRAND OFFERED: Percentage Discount	Calico **Please see attached letter** 20%	Cooper-Atkins 35%	American Metal Craft 40%	Stanton 55%	Update International 60%
b	NAME OF ADDITIONAL MANUFACTURER/BRAND OFFERED: Percentage Discount			Hamilton Beach Commercial 38%		
c	NAME OF ADDITIONAL MANUFACTURER/BRAND OFFERED: Percentage Discount			Nemco Food Equipment 45%		
d	NAME OF ADDITIONAL MANUFACTURER/BRAND OFFERED: Percentage Discount			Cal-Nil 45%		
	Number of days for delivery after order.	30		30	30	30
Notes:		** Must order by manufacturer's case pack **	Items 2,3,5,6,7,9,14,15,17,21,23,24,25, 26, & 29a indicate plus freight			
Contact		Christopher Hartnett	Giuseppe Cino	Donald N. Alloian	Marc Tell	Paul Treptow
Address		1609 Cherrywood Lane Longwood, FL 32750	1 Cheney Way Punta Gorda, FL 33982	13900 N.W. 82nd Avenue Miami Lakes, FL 33016	300 Smith Street Farmingdale, NY 11735	5843 Barry Road Tampa, FL 33634
Phone		800-638-0828	941-505-5885	305-885-8651	631-501-9700	813-983-2146
Fax		321-206-7070	352-620-7031	305-362-0082	631-501-9709	813-882-3075
Federal ID#		46-1486613	59-1003104	59-0746569	13-2526262	36-4388781
Email		<a href="mailto:bids@calicoindustriesfl.com">bids@calicoindustriesfl.com</a>	<a href="mailto:giuseppec@cheneybrothers.com">giuseppec@cheneybrothers.com</a>	<a href="mailto:moquendo@generahotel.com">moquendo@generahotel.com</a>	<a href="mailto:fsmilow@samtell.com">fsmilow@samtell.com</a>	<a href="mailto:ptreptow@strategic-equipment.com">ptreptow@strategic-equipment.com</a>

Recorded by: Simone Pascarella

Witnessed by: JoAnn Joyce

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
Justification for Award to Other Than Low Bidder

Food Service Small Equipment - Bid #16-0291

Opened February 3, 2016 at 2:00 p.m.

Item	Vendor	Description
1	Sam Tell and Son, Inc.	Per tie bid procedure, awarded to Trimark Strategic.
5	Calico Industries of Florida LLC	Vendor qualified item with quantity ordering based on manufacturer's packaging, awarded to Sam Tell & Son, Inc.
7	General Hotel & Restaurant Supply Corp.	Per tie bid procedure, awarded to Trimark Strategic.
	Sam Tell and Son, Inc.	
8		Reject item - no bids received.
12		Reject item - no bids received.
15	General Hotel & Restaurant Supply Corp.	Per tie bid procedure, awarded to Trimark Strategic.
21	Sam Tell and Son, Inc.	Per tie bid procedure, awarded to Trimark Strategic.
29a	Calico Industries of Florida LLC	Vendor qualified item with quantity ordering based on manufacturer's packaging, no award.
	Cheney Brothers, Inc.	Vendor qualified item with freight added, no award.