



BALTIMORE COUNTY PUBLIC SCHOOLS

Division of Business Services
Department of Fiscal Services
Office of Purchasing

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To: Dr. Joe A. Hairston
Superintendent

From: Patrick M. Fannon, Controller

And

Richard L. Gay, Purchasing Manager
Office of Purchasing

Date: October 9, 2001

Re: **Recommendations for Award of Contracts**
Board Exhibit – October 23, 2001

The following contract recommendations are presented for consideration by the Board of Education of Baltimore County.

1. **Supplies Contract -Ceiling Tile** **Estimated Award Value: \$100,000**
One-Year Extension **Building Specialties**
Contract # 3-326-01

A bid was issued to 18 vendors on November 16, 2000 for the purchase of ceiling tiles. Proposals were received from five vendors with one "no-bid" and one bid rejected as "non-responsive". The bid was developed in conjunction with the Office of Maintenance and the bidders at a pre-bid meeting. The specifications were designed to qualify products and to obtain firm fixed pricing for the purchase and delivery of ceiling tiles and the related grid-work. Installation will be provided through the maintenance department. A provision for one one-year extension was contained in the specifications. The Award Bidder has agreed to provide the products at the same price and under the same terms and conditions for one year.

Item #1	B&B Concepts	<u>Building Specialties</u>	Capitol Building	Mid Atlantic Supply Material, Inc.
USG #562	\$17.29	\$16.64	\$16.89	\$20.35
USG #102	\$59.38	\$53.28	\$60.00	\$66.70
USG #101	\$59.28	\$53.28	\$60.00	\$66.70
DX #24	\$69.38	\$66.00	\$64.50	\$72.35
DX #422	\$60.27	\$57.00	\$58.50	\$63.18
DX #216	\$30.43	\$30.75	\$29.70	\$31.95
DX #M7	\$69.29	\$67.20	\$66.72	\$71.15
ARM #1729	\$28.59	\$30.72	\$25.92	\$25.92
RADAR #2410	\$21.94	\$18.24	\$20.80	\$24.40
VAN #197	\$31.00	\$28.22	\$31.97	\$28.61
CELOTEX #224	\$43.00	\$41.76	\$40.50	\$39.30
ORON #64111	\$29.07	\$33.92	\$27.36	\$40.28
ARM #730D	\$0.00	\$34.80	\$0.00	\$0.00

Based upon historical purchases of these products, the estimated award value for this contract is \$100,000.00. Recommendation of extension of contract is made to **Building Specialties, Baltimore, MD** for all items included within the specifications. Funding will be provided by the operating budget of the Office of Maintenance, Aging School Funding, and Capital Projects.

2. **Supplies Contract :Electrical Supplies** **Estimated Award Value: \$200,000**
Contract # 3-322-02

An annual bid was issued on August 16, 2001 to 21 vendors for the purchase of electrical supplies. Proposals were received from five vendors. The bid was developed in conjunction with the Office of Maintenance and the bidders at a pre-bid meeting. The specifications were designed to qualify products and to obtain firm fixed pricing for the purchase and delivery of electrical supplies. Installation will be provided through the maintenance department.

Award of contract is recommended to the following responsive and responsible vendors offering the lowest aggregate price per category.

<u>Product</u>	<u>Award Bidders</u>
Ballasts	Graybar Electric Co., Inc., Baltimore, MD
Conduit	Shepherd Electric Supply Co., Inc. Baltimore, MD
Switches	Tristate Electrical Supply Co., Inc., Baltimore, MD
Wire Nuts	Graybar Electric Co., Inc., Baltimore, MD
Wiring, Cable	Graybar Electric Co., Inc., Baltimore, MD
Exit Lights	Tristate Electrical Supply Co., Inc., Baltimore, MD
Photocells	Graybar Electric Co., Inc., Baltimore, MD
Exterior Lighting Fixtures	C. N. Robinson Lighting Supply Co., Baltimore, MD
Failsafe Light Fixtures	C. N. Robinson Lighting Supply Co., Baltimore, MD
Various Lighting Fixtures	Shepherd Electric Supply Co., Inc. Baltimore, MD
Contactors & Starters	Tristate Electrical Supply Co., Inc., Baltimore, MD
Wire Molding	Shepherd Electric Supply Co., Inc. Baltimore, MD
Emergency Lights	Tristate Electrical Supply Co., Inc., Baltimore, MD

The estimated award value for this contract is \$200,000.00 based upon historical purchases of these products. Funding will be provided by the operating budget of the Office of Maintenance, Aging School Funding, Capital Projects, and the individual schools' operating budget.

3. **Telephone Maintenance** **Estimated Award Value: \$200,000**
Two-Year Contract
Contract # 2-276-02

A bid to provide telephone maintenance was issued on August 9, 2001 to 15 vendors. Responses were received from four vendors. The bid establishes labor rates for repair, maintenance, modification, wiring and installation of new or replacement telephone equipment. Responses are as follows:

Vendor	Hourly Rate
Quality Telecom	\$30.69
<u>International Fibercon</u>	<u>\$45.00</u>
<u>Light Industries</u>	<u>\$45.00</u>
Allen's Telephone	\$50.00

Recommendation of award is to **Quality Telecom, Oxon Hill, MD** as the primary award bidder and to **International Fibercon, Columbia, MD** and **Light Industries, Millersville, MD** as secondary award bidders.

4. **Travel Services**
One-Year Extension
Contract # 4-418-00

Estimated Award Value: \$98,000
AAA Mid-Atlantic Travel Agency

A two-year bid for Travel Agency Services was issued on October 21, 1999 to 13 vendors. Proposals were received from five vendors. The award of contract was approved by the Board of Education on December 7, 1999.

Vendors were requested to submit proposals with the intent to reduce travel expenditures, while providing the highest level of service and convenience to the BCPS staff, for travel arrangements to Board related conferences, seminars and training services. The bid was designed to provide one one-year extension of the contract upon the request of BCPS.

The award bidder has agreed to honor all terms and conditions of the original proposals. Extension of the contract through November 30, 2002 is recommended to **AAA Mid-Atlantic Travel Agency, Inc., Baltimore, MD** in the estimated amount of \$98,000.00. Funding for the services will be provided by the operating budgets of various schools, offices or program grants which require travel services to BCPS personnel.