

**BALTIMORE COUNTY PUBLIC SCHOOLS**

**DATE:** January 14, 2002  
**TO:** BOARD OF EDUCATION  
**FROM:** Dr. J. Hairston, Superintendent  
**SUBJECT:** Recommendations for Award of Contracts  
Board Exhibit – January 29, 2002  
**ORIGINATOR:** Robert Haines, Deputy Superintendent of Business Services  
**RESOURCE**  
**PERSON(S):** Patrick Fannon, Controller; Richard Gay, Purchasing Manager

**RECOMMENDATION**

That the Board of Education approves the recommendations for award of contracts Board Exhibit for the January 29, 2002 board meeting.

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See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

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Appendix I – Recommendations for Award of Contracts – Board Exhibit

**Recommendations for Award of Contracts  
Board Exhibit – January 29, 2002**

The following contract recommendation is presented for consideration by the Board of Education of Baltimore County.

**1. Audio-Visual Equipment **Estimated Award Value: \$200,000**  
**Contract #2-283-02****

The annual bid for Audio-Visual equipment was issued on November 21, 2001 to 12 vendors. Proposals were received from eight vendors. The bid establishes fixed pricing for the purchase of individual items on an as needed basis throughout the contract term. Awards of contract are recommended to the following:

**CTL Communications, Silver Spring, MD**

Camcorder, Videocassette Recorder, Camcorder Tripod, Laser Disc Player, LCD Data/Video Projector, Floor Screens

**Kunz, Inc., Baltimore, MD**

Television Monitor/Receiver, Television Stand, Slide Projector, Overhead Projector, CD Player, Audio Cassette Recorder, Portable Amplifier w/Speaker, Screen Tripod, Laminator, Wireless Microphone, Portable Document Camera, Interactive Whiteboard

**Landon Systems, Westminster, MD**

Television/VCR Combo Unit, Wall Screens and Brackets,

**Nelson White, Baltimore, MD**

Multimedia Color Television Receiver, LCD Video Projector, Portable Document Camera

**Nicholas Pipino Associates, Columbia, MD**

Audiocard Reader, Phonograph, Audio Cassette Recorder, Overhead Projector

**School Specialties, Mansfield, OH**

Television Stand, Laminator

Funding will be provided through the operating budgets of the individual schools and offices.

2. **Judith P. Hoyer Early Care  
and Education Center**  
**Contract # 5-540-02**

**Award Value: \$318,002**  
**The Family Tree, Inc.**  
**Abilities Network**  
**Towson University**  
**Child Care Links**

The Office of Elementary Education applied for and has received an 18-month grant from the Maryland State Department of Education to provide comprehensive educational services to young children and their families. Partnerships to facilitate the educational services were established for execution of the grant. Funding by the Maryland State Department of Education is based on the utilization of these partnerships. The ultimate goal of the “Judy Center” is to prepare all young children to enter elementary school ready to learn. The center includes programs for three-year olds, pre-kindergarten, an all-day kindergarten, extended day child-care, special education and Head Start. Emphasizing the whole child, the center offers programs that address all issues of child development and family needs, such as effective parenting, early literacy, health issues and good nutrition. Partners include **Family Tree, Inc., Baltimore, MD; Abilities Network, Baltimore, MD; Child Care Links, Baltimore, MD; and Towson University, Towson, MD.** Each partner will bear responsibility for direct services to children, services to families and/or professional development. The “Judy Center” will be located at Campfield Early Childhood Center. The current student enrollment at Campfield Center is 429. Students are drawn from the Northwest portion of Baltimore County and return to their home schools for either kindergarten or first grade.

**Family Tree, Inc.** will provide parenting support services through the use of parenting support models of service. These models will serve to provide an intensive level of support for at-risk families thereby creating nurturing environments for children. **Abilities Network** will provide Project ACT and Healthy Families Baltimore County Programs to the “Judy Center” children and families. Project ACT facilitates on-site special instruction and technical assistance to early care and education providers. **Child Care Links** will encourage the region’s licensed child-care centers to link with on-site accredited programs and provide technical assistance, training and support. This enables all eligible children to receive equitable programs. **Towson University** will provide professional development services for assistant teachers and parent helpers, student teacher interns and a literacy program for family members and child care providers.

The initial 18-month period has the possibility of being extended for an additional three years pending approval of the grant funding by the Maryland State Department of Education.

3. **Printing: Science Lab Manuals** **Estimated Award Value: \$17,154**  
**Contract # 4-411-02** **Reproductions, Inc.**

A bid for the printing of Science Lab Manuals (seven titles,) to be delivered to the BCPS Distribution Center for distribution to the schools, was issued on November 15, 2001 to 27 vendors because the BCPS print shop lacks the capability to provide the binding for this project. Proposals were received from 11 vendors. One bidder submitted a no-bid response. Two bidders were rejected for failing to meet all specifications.

<b>Reproductions, Inc., Gaithersburg, MD</b>	<b>\$17,154.00</b>
General Business Supply, Inc., Cohoes, NY	\$18,319.00
Eikenberg Printing Company, Manchester, MD	\$18,960.00
Victor Graphics, Inc., Baltimore, MD	\$19,075.00
Imatek, Inc., Germantown, MD	\$21,894.76
Associated Printers, Inc. Baltimore, MD	\$21,950.47
Von Hoffman Graphics, Inc., St. Louis, MO	\$24,394.00
John D. Lucas Company, Baltimore, MD	\$24,396.00
District Creative Printing, Upper Marlboro, MD	\$24,575.00
Moore North America, Inc., Laurel, MD	\$27,546.40
Graphicolor Corporation, Vineland, NJ	\$40,016.00

Award of contract is recommended to the lowest bidder meeting all specifications, **Reproductions, Inc., Gaithersburg, MD**, in the amount of \$17,154. Funding will be provided by the Office of Science.

4. **Supplies Contract: Custodial Supplies** **Estimated Yearly Value: \$650,000**  
**Five-Year Bid** **Estimated Award Value: \$3,250,000**  
**Contract #3-317-02**

A five-year bid was issued to 15 vendors on November 1, 2001 for various custodial supplies. Proposals were received from 13 vendors. Three vendors submitted no bid responses. The specifications, developed in conjunction with the Office of Operations and the bidders at a pre-bid meeting, were designed to obtain firm fixed pricing for pre-qualified products, including the purchase and delivery of various custodial supplies, paper hand towels, and toilet tissues. All pricing is to be held firm for the first year of the contract. After that time period, the vendors may request an increase in price by providing 90 days prior notice and documentation that the manufacturer is increasing their price by the amount of the requested increase.

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

**Award Bidders**

**Products**

**American Wood Products, Sawdust  
Columbia, MD**

**Best Supply, Inc.,  
Baltimore, MD**

Toilet tissue (jumbo roll), dust mop treatment, green earth products

**Kahn Paper,  
Capitol Heights, MD**

Paper towels (jumbo roll), paper towels (single fold)

**Porter Supply,  
Baltimore, MD**

Hand and scrub brushes, dispenser for single fold towels, 16" and 24" floor sweep, toilet tissue (single ply)

**Sterling Chemical,  
Timonium, MD**

Air freshener, bleach, spray bottles, brooms, brushes, buckets, custodial carts, cleaners, rags, putty knives, laundry detergent, various dispensers, trashcans, trashcan lids, trashcan dollies, dust pans, dusters, carpet extractor, mops and frames, furniture polish, gloves, handles, doodlebug pads, sanitary napkins, sanitary napkin receptacles and receptacle liners, buffer and stripper, buffer scrubber pads, sink plunger, toilet plunger, graffiti remover, gum remover, food service disinfectant, sanitizer and chlorinated degreaser, squeegee w/replacements, folding signs, Go Jo soap, and S.A.M. (Spartan Accurate Measure) system products

**Superior Supply, LTD.  
Baltimore, MD**

Sanitary Napkin Dispenser

The estimated five-year award value for this contract is \$3,250,000 based upon historical purchase of these products. Funding will be provided by the operating budget of the Office of Maintenance.

