

### **Agenda Item Details**

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Meeting Sep 14, 2015 - Regular Meeting  
 Category 7. Consent Agenda  
 Subject 7.16 Renewal of Tag-On Bid: 12-B-064 Cafeteria Smallwares, Catalog Discount Bid, presented by Vince Windham, Program Director, Purchasing, and recommended by the Superintendent for approval.  
 Access Public  
 Type Action (Consent)  
 Fiscal Impact Yes  
 Budgeted Yes  
 Budget Source Federal/State Funds  
 Recommended Action Motion to approve renewing Tag-On Bid #12-B-064 Cafeteria Smallwares, Catalog Bid through The School District of Osceola County, FL.

### **Public Content**

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Request approval to renew Tag-On Bid #12-B-064 Cafeteria Smallwares, Catalog Bid through The School District of Osceola County, FL. The awarded vendors are International Restaurant Distributors and General Hotel & Restaurant Supply Corporation. Purchases will be made on an as needed basis from Federal/State funds. The contract is effective through July 18, 2016. Copies of the award tabulation and renewal letters are attached.

For additional information, please contact Rick Norris, Specialist, School Food Service at (850) 301-3020.

[CAFETERIA SMALLWARES.pdf \(255 KB\)](#)

### **Administrative Content**

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*Our adopted rules of Parliamentary Procedure, Robert's Rules, provide for a consent agenda listing several items for approval of the Board by a single motion. Documentation concerning these items have been provided to all Board members and the public in advance to assure an extensive and thorough review. Items may be removed from the consent agenda at the request of any board member.*

### **Motion & Voting**

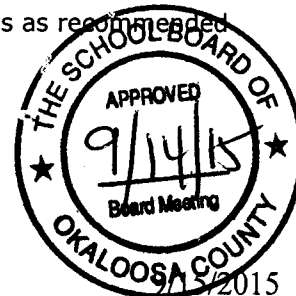
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Motion to approve the Consent Agenda as amended and all of the Consent Agenda items as recommended by the Superintendent

Motion by Dewey Destin, second by Rodney Walker.

Final Resolution: Motion Carries

Yes: Dewey Destin, Cathy Thigpen, Melissa Thrush, Rodney Walker, Lamar White



# THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

## Purchasing/Property Records/Warehouse

817 Bill Beck Boulevard, Building 2000 • Kissimmee • Florida 34744-4492

Phone: 407-870-4630 • Fax: 407-870-4616 • [www.osceola.k12.fl.us](http://www.osceola.k12.fl.us)

### SCHOOL BOARD MEMBERS

District 1 – Jay Wheeler  
407-973-4141  
District 2 – Kelvin Soto, Vice Chair  
407-361-2462  
District 3 – Tim Weisheyer, Chair  
407-361-0235  
District 4 – Clarence Thacker  
407-818-9498  
District 5 – Ricky Booth  
407-818-9464



Superintendent  
Melba Luciano

Executive Director of Contract Services  
Stacey McMillian

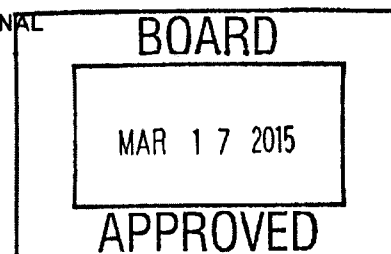
Supervisor of Purchasing  
Cheryl M. Jessee, CPPB, FCCM

February 9, 2015

Mr. A. Howard Zufelt  
International Restaurant Distributors, Inc.  
150 Semoran Commerce Place  
Apopka, FL 32703

RE: BID RENEWAL REQUEST  
Bid # SDOC 12-B-064-LH, Cafeteria Smallwares, Catalog Bid

ORIGINAL



Dear Mr. Zufelt:

Our current contract with your firm expires on July 17, 2015. Pending School Board approval, we would like to renew this contract for an additional one (1) year period. The bid's terms and conditions allow for two (2) one (1) year renewals of the contract under the same terms and conditions if agreeable to both parties.

The first one year renewal period would begin on July 18, 2015 and expire on July 18, 2016. If you are agreeable to renewing the contract, please sign below and mail the ORIGINAL to the Purchasing Department of the School District of Osceola County by February 20, 2015 so we may ensure the contract continues uninterrupted. You will be notified when this renewal is School Board approved.

Please contact Linda Hysell, Senior Buyer at 407-343-8604 or by email at [hyselli@osceola.k12.fl.us](mailto:hyselli@osceola.k12.fl.us) if you should have any questions. Thank you for your past services, and we look forward to working with you in the future.

Sincerely,

Cheryl Jessee, CPPB, FCCM  
Supervisor of Purchasing

International Restaurant Distributors, Inc., agrees to a one year renewal of ITB # SDOC 12-B-064-LH until July 18, 2016. The terms and conditions of the Bid remain in full force and effect except for the term, which is renewed by this letter.

Signature

Title

02/13/2015  
Date

Accepted:

The School Board of Osceola County, Florida

Tim Weisheyer

Date 3/17/15

Attested by:

Melba Luciano, Superintendent

Date 3/17/15

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**Superintendent**  
Melba Luciano

**Executive Director of Contract Services**  
Stacey McMillian

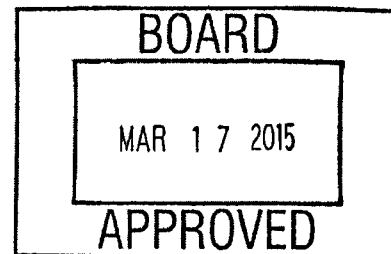
**Supervisor of Purchasing**  
Cheryl M. Jessee, CPPB, FCCM

February 9, 2015

ORIGINAL

Mr. Walter L. Simon  
General Hotel & Restaurant Supply Corporation  
13900 N.W. 82nd Avenue  
Miami Lakes, FL 33016

RE: **BID RENEWAL REQUEST**  
Bid # SDOC 12-B-064-LH, Cafeteria Smallwares, Catalog Bid



Dear Mr. Simon:

Our current contract with your firm expires on July 17, 2015. Pending School Board approval, we would like to renew this contract for an additional one (1) year period. The bid's terms and conditions allow for two (2) one (1) year renewals of the contract under the same terms and conditions if agreeable to both parties.

The first one year renewal period would begin on July 18, 2015 and expire on July 18, 2016. If you are agreeable to renewing the contract, please sign below and mail the ORIGINAL to the Purchasing Department of the School District of Osceola County by February 20, 2015 so we may ensure the contract continues uninterrupted. You will be notified when this renewal is School Board approved.

Please contact Linda Hysell, Senior Buyer at 407-343-8604 or by email at [hyselli@osceola.k12.fl.us](mailto:hyselli@osceola.k12.fl.us) if you should have any questions. Thank you for your past services, and we look forward to working with you in the future.

Sincerely,

  
Cheryl Jessee, CPPB, FCCM  
Supervisor of Purchasing

**General Hotel & Restaurant Supply Corporation**, agrees to a one year renewal of ITB # SDOC 12-B-064-LH until July 18, 2016. The terms and conditions of the Bid remain in full force and effect except for the term, which is renewed by this letter.

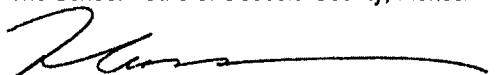
Signature

Title

Date

Accepted:

The School Board of Osceola County, Florida

  
Tim Weisheyer

Date 3/17/15

Attested by:

  
Melba Luciano, Superintendent

Date 3/17/15

<p>TABULATION SHEET FOR:          BID# <b>SDOC-12-B-064-LH</b>          PAGES GO ACROSS THEN DOWN          DATE/TIME: <b>5/9/2012 @ 2:00PM</b>  <b>Cafeteria Smallwares, Catalog Bid</b></p> <p>READ BY: LINDA HYSSELL          RECORDED BY: MEGAN PEARISON</p> <p><b>"REVISED TAB SHEET" pending Board Approval.          Recommend award to the highlighted vendor.</b></p>	<p>*Calico Industries, Inc.          9045 Junction Drive          Annapolis Junction, MD 20701</p>	<p>**Clark Distribution Center          2551 Horseshoe Rd          Leola, PA 17540</p>	<p>Gen Hotel and Restaurant Supply          13900 NW 82nd Ave.          Miami, FL 33016</p>	<p>***Hubert Co.          9555 Dry Fork Rd.          Harrison, OH 45030</p>
Bid Signed - Non Collusion Form	3	YES	YES	YES
Drug Free Workplace Certification Form	YES	YES	YES	YES
Certificate of Debarment	YES	YES	YES	YES
Emergency Form	YES	YES	YES	YES
Conflict of Interest	YES	YES	YES	YES
References	YES	YES	YES	YES
Hold Harmless	N/A	NO	N/A	YES
Non-Disclosure Agreement	N/A	NO	N/A	NO
Certified Business Program Affidavit	N/A	NO	N/A	N/A
Certification Statement	YES	NO	NO	YES
Proof of Insurance	YES	NO	YES	NO
Local Business Tax Receipt	YES Howard County	NO LANCASTER, PA DOES NOT ISSUE LOCAL BUSINESS TAX RECEIPTS	YES MIAMI-DADE COUNTY	NO
Bankruptcy	NO	NO	NO	NO
Litigation	NO	NO	NO	NO
<b>PRICE SHEET</b>				
1. Cafeteria Smallware Manufacturer/Catalog Name Offered with the discounts off list price				
a. Manufacturer/Catalog Name	Calico	Carlisle	American Metal Craft	Hubert Co.
Discount Off Catalog and/or Price Sheet	20% See Attached Letter	30-50%	40%	5%
b. Manufacturer/Catalog Name	Cambro	Cambro	Carlisle Food Service	
Discount Off Catalog and/or Price Sheet	44.50%	30-50%	45%	

\*Exceptions Taken

\*\*Minimum order required, higher discounts offered from other bid submittals.

\*\*\*Non-Responsive to the bid submittal requirement(s)

TABULATION SHEET FOR: BID# <b>SDOC-12-B-064-LH</b> PAGES GO ACROSS THEN DOWN DATE/TIME: <b>5/9/2012 @ 2:00PM</b> <b>Cafeteria Smallwares, Catalog Bid</b>  READ BY: LINDA HYSSELL RECORDED BY: MEGAN PEARISON  <b>"REVISED TAB SHEET" pending Board Approval.</b> <b>Recommend award to the highlighted vendor.</b>				
	*Calico Industries, Inc. 9045 Junction Drive Annapolis Junction, MD 20701	**Clark Distribution Center 2551 Horseshoe Rd Leola, PA 17540	Gen Hotel and Restaurant Supply 13900 NW 82nd Ave. Miami, FL 33016	***Hubert Co. 9555 Dry Fork Rd. Harrison, OH 45030
c. Manufacturer/Catalog Name	Carlisle	VollRath	Cambro MFG	
Discount Off Catalog and/or Price Sheet	46.50%	30-40%	50%	
d. Manufacturer/Catalog Name	Vollrath	Update	Edlaund Mfg	
Discount Off Catalog and/or Price Sheet	43.50%	20-40%	38%	
e. Manufacturer/Catalog Name	Rubbermaid	American Metal Craft	Rubbermaid Products	
Discount Off Catalog and/or Price Sheet	41%	30-40%	38%	
f. Manufacturer/Catalog Name	PolarWear	Vendorgroup	PolarWear	
Discount Off Catalog and/or Price Sheet	46%	30-50%	40%	
g. Manufacturer/Catalog Name		Tablecraft	San Janmar	
Discount Off Catalog and/or Price Sheet		30-40%	45%	
h. Manufacturer/Catalog Name		Taylor	Winco	
Discount Off Catalog and/or Price Sheet		30-50%	60%	
i. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
j. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
k. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
l. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
m. Manufacturer/Catalog Name				

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Discount Off Catalog and/or Price Sheet				
n. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
o. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
p. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
q. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
r. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
s. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
t. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
u. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
v. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
w. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
x. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
y. Manufacturer/Catalog Name				

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Discount Off Catalog and/or Price Sheet				
z. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
aa. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
bb. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
cc. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
dd. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
ee. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
ff. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
gg. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
hh. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
ii. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
jj. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
kk. Manufacturer/Catalog Name				

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Discount Off Catalog and/or Price Sheet				
ll. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
mm. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
nn. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
oo. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
pp. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
qq. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
rr. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
ss. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
tt. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
uu. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
vv. Manufacturer/Catalog Name				
Discount Off Catalog and/or Price Sheet				
ww. Manufacturer/Catalog Name				

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<b>Discount Off Catalog and/or Price Sheet</b>				
<b>xx. Manufacturer/Catalog Name</b>				
<b>Discount Off Catalog and/or Price Sheet</b>				
<b>yy. Manufacturer/Catalog Name</b>				
<b>Discount Off Catalog and/or Price Sheet</b>				
<b>zz. Manufacturer/Catalog Name</b>				
<b>Discount Off Catalog and/or Price Sheet</b>				
<b>2. Percentage of price that is directly related to fuel</b> <b>coast in the event of a fuel price re-determination?</b> <b>_____ %</b>	0%	0%	-	N/A
<b>3. Area Representative:</b> <b>Name: _____</b> <b>Address: _____</b> <b>Phone Number: _____</b> <b>Fax: _____</b> <b>Email : _____</b>	<b>Michael L. Heverly</b> <b>9045 Junction Drive</b> <b>Annapolis Junction, MD</b> <b>20701</b> <b>(P)800-638-0828</b> <b>(F)301-575-0131</b> <b>bids@calicoindustries.com</b>	<b>Valerie E. martin</b> <b>2205 Old Philadelphia</b> <b>Pike</b> <b>Lancaster, PA 17602</b> <b>(P) 717-392-7550</b> <b>(F)717-392-8133</b> <b>vmartin@cfse.biz</b>	<b>Marilyn Oquendo</b> <b>13900 N.W. 82nd Avenue</b> <b>(P)305-885-8651</b> <b>(F)305-362-0082</b> <b>moquendo@generalhotel.com</b>	<b>Nancy Lane</b> <b>9555 Dry Fork Road</b> <b>Harrison, OH 45030</b> <b>(P) 800-543-7374</b> <b>nlane@hubert.com</b>
<b>4. Web BASED Portal:</b> <b>_____ Yes _____ No</b>	YES	YES	YES	YES
<b>5. url: _____</b>	<a href="http://WWW.CALLICOINDUSTRIES.COM">WWW.CALLICOINDUSTRIES.COM</a>	<a href="http://WWW.CLARKIT.BIZ">WWW.CLARKIT.BIZ</a>	<a href="http://WWW.GENERALHOTEL.COM">WWW.GENERALHOTEL.COM</a>	<a href="http://WWW.HUBERT.COM">WWW.HUBERT.COM</a>
<b>6. Two catalogs submitted with this bid response:</b> <b>_____ Yes _____ No</b>	YES	YES	YES	YES

\*Exceptions Taken

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	<p>Softgoods and smallwares will have a 20% discount off the current single item catalog pricing at the time of sale.</p> <p>Equipment will be priced at the time of sale, due to market conditions. Equipment to be determined by Calico (basically, any carts, rack, gas or electric items). Freight Charges may apply to all equipment. Food Bars and Acrylic Food boxes, are as Priced in the the Cartalog. The minimum for prepaid freight will be \$350.00. Any orders under \$350.00 will be FOB Calico. Please call for current pricing on any items not shown in the catalog. All conditions are subject to the terms found on the Business Credit Appication and Order Form located in the middle of Calico's Catalog. This quotation will be good for one (1) year from agreed award, and may be extended for additional time, pending agreement with both parties and with the current year catalog.</p>	<p>\$400.00 Order          Minimum May Apply</p>		

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<b>Bid Signed - Non Collusion Form</b>	YES	YES
<b>Drug Free Workplace Certification Form</b>	YES	YES
<b>Certificate of Debarment</b>	YES	YES
<b>Emergency Form</b>	YES	YES
<b>Conflict of Interest</b>	YES	YES
<b>References</b>	YES	YES
<b>Hold Harmless</b>	NO	YES
<b>Non-Disclosure Agreement</b>	NO	N/A
<b>Certified Business Program Affidavit</b>	NO	YES
<b>Certification Statement</b>	NO	YES
<b>Proof of Insurance</b>	YES	NO
<b>Local Business Tax Receipt</b>	YES AOPKA	NO
<b>Bankruptcy</b>	NO	YES
<b>Litigation</b>	NO	YES
<b>PRICE SHEET</b>		
<b>1. Cafeteria Smallware Manufacturer/Catalog Name</b>		
<b>Offered with the discounts off list price</b>		
<b>a. Manufacturer/Catalog Name</b>	Advance Tabco	Santon
<b>Discount Off Catalog and/or Price Sheet</b>	52.5%	55%
<b>b. Manufacturer/Catalog Name</b>	Amana	Carlisle
<b>Discount Off Catalog and/or Price Sheet</b>	51%	55%

\*Exceptions Taken

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c. Manufacturer/Catalog Name	American Metal Craft	Vollroth
Discount Off Catalog and/or Price Sheet	45%	55.20%
d. Manufacturer/Catalog Name	Berkel	
Discount Off Catalog and/or Price Sheet	50%	
e. Manufacturer/Catalog Name	SanJamar	
Discount Off Catalog and/or Price Sheet	45%	
f. Manufacturer/Catalog Name	Bloomfield	
Discount Off Catalog and/or Price Sheet	40%	
g. Manufacturer/Catalog Name	Browne HALCO	
Discount Off Catalog and/or Price Sheet	55%	
h. Manufacturer/Catalog Name	Cactus Mat	
Discount Off Catalog and/or Price Sheet	36%	
i. Manufacturer/Catalog Name	Cambro	
Discount Off Catalog and/or Price Sheet	52.5%	
j. Manufacturer/Catalog Name	Carlisle	
Discount Off Catalog and/or Price Sheet	51%	
k. Manufacturer/Catalog Name	Cecilware	
Discount Off Catalog and/or Price Sheet	46%	
l. Manufacturer/Catalog Name	Channel	
Discount Off Catalog and/or Price Sheet	46%	
m. Manufacturer/Catalog Name	Comark	

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<p>TABULATION SHEET FOR:          BID# <b>SDOC-12-B-064-LH</b>          PAGES GO ACROSS THEN DOWN          DATE/TIME: <b>5/9/2012 @ 2:00PM</b>  <b>Cafeteria Smallwares, Catalog Bid</b></p> <p>READ BY: LINDA HYSELL          RECORDED BY: MEGAN PEARISON</p> <p>"REVISED TAB SHEET" pending Board Approval.          Recommend award to the highlighted vendor.</p>	<p>International Restaurant          Distributors, Inc.          150 Semoran Commerce Pl          Apopka, FL 32703</p>	<p>***Sam Tell and Son, Inc.          300 Smith Street          Farmingdale, NY 11735</p>
Discount Off Catalog and/or Price Sheet	50%	
n. Manufacturer/Catalog Name	Continental MFG	
Discount Off Catalog and/or Price Sheet	50%	
o. Manufacturer/Catalog Name	Crestware	
Discount Off Catalog and/or Price Sheet	45%	
p. Manufacturer/Catalog Name	Dexter	
Discount Off Catalog and/or Price Sheet	50%	
q. Manufacturer/Catalog Name	Eagle Group	
Discount Off Catalog and/or Price Sheet	57%	
r. Manufacturer/Catalog Name	Edlund	
Discount Off Catalog and/or Price Sheet	45%	
s. Manufacturer/Catalog Name	G.E.T.	
Discount Off Catalog and/or Price Sheet	52.5%	
t. Manufacturer/Catalog Name	Globe	
Discount Off Catalog and/or Price Sheet	50%	
u. Manufacturer/Catalog Name	Hamilton Beach	
Discount Off Catalog and/or Price Sheet	40%	
v. Manufacturer/Catalog Name	Hatco	
Discount Off Catalog and/or Price Sheet	45%	
w. Manufacturer/Catalog Name	Kelmax	
Discount Off Catalog and/or Price Sheet	40%	
x. Manufacturer/Catalog Name	Lockwood	
Discount Off Catalog and/or Price Sheet	36%	
y. Manufacturer/Catalog Name	Nemco	

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Discount Off Catalog and/or Price Sheet	45%	
z. Manufacturer/Catalog Name	Polarware	
Discount Off Catalog and/or Price Sheet	45%	
aa. Manufacturer/Catalog Name	RH Forscher	
Discount Off Catalog and/or Price Sheet	40%	
bb. Manufacturer/Catalog Name	Lakeside	
Discount Off Catalog and/or Price Sheet	45%	
cc. Manufacturer/Catalog Name	Focus	
Discount Off Catalog and/or Price Sheet	45%	
dd. Manufacturer/Catalog Name	Server	
Discount Off Catalog and/or Price Sheet	42%	
ee. Manufacturer/Catalog Name	Tablecraft	
Discount Off Catalog and/or Price Sheet	45%	
ff. Manufacturer/Catalog Name	Taylor Precision	
Discount Off Catalog and/or Price Sheet	50%	
gg. Manufacturer/Catalog Name	Tuxton	
Discount Off Catalog and/or Price Sheet	50%	
hh. Manufacturer/Catalog Name	Update	
Discount Off Catalog and/or Price Sheet	55%	
ii. Manufacturer/Catalog Name	Vitamix	
Discount Off Catalog and/or Price Sheet	51%	
jj. Manufacturer/Catalog Name	Vollrath	
Discount Off Catalog and/or Price Sheet	50%	
kk. Manufacturer/Catalog Name	Waring	

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Discount Off Catalog and/or Price Sheet	45%	
ll. Manufacturer/Catalog Name	Winholt	
Discount Off Catalog and/or Price Sheet	40%	
mm. Manufacturer/Catalog Name	World Cuisine	
Discount Off Catalog and/or Price Sheet	30%	
nn. Manufacturer/Catalog Name	Metro	
Discount Off Catalog and/or Price Sheet	50%	
oo. Manufacturer/Catalog Name	Cook Tek	
Discount Off Catalog and/or Price Sheet	40%	
pp. Manufacturer/Catalog Name	Franklin Machine	
Discount Off Catalog and/or Price Sheet	40%	
qq. Manufacturer/Catalog Name	Cal Mil	
Discount Off Catalog and/or Price Sheet	40%	
rr. Manufacturer/Catalog Name	John Boos	
Discount Off Catalog and/or Price Sheet	40%	
ss. Manufacturer/Catalog Name	Matfer	
Discount Off Catalog and/or Price Sheet	40%	
tt. Manufacturer/Catalog Name	Rubbermaid	
Discount Off Catalog and/or Price Sheet	42.5%	
uu. Manufacturer/Catalog Name	T & S Brass	
Discount Off Catalog and/or Price Sheet	35%	
vv. Manufacturer/Catalog Name	All Points	
Discount Off Catalog and/or Price Sheet	40%	
ww. Manufacturer/Catalog Name	Curtron	

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Discount Off Catalog and/or Price Sheet	45%	
xx. Manufacturer/Catalog Name	Dormont	
Discount Off Catalog and/or Price Sheet	52.5%	
yy. Manufacturer/Catalog Name	Panasonic	
Discount Off Catalog and/or Price Sheet	55%	
zz. Manufacturer/Catalog Name		
Discount Off Catalog and/or Price Sheet		
<p>2. Percentage of price that is directly related to fuel          coast in the event of a fuel price re-determination?          _____%</p>	8%	N/A
<p>3. Area Representative:          Name: _____          Address: _____          Phone Number: _____          Fax: _____          Email : _____</p>	<p>A. Howard Zufelt          150 Semoran Commerce          Place          Apopka, FL 32703          (P)407-886-6691          (F)407-886-0534          howard@irdequipment.com</p>	<p>Fred Smilow          300 Smith Street          Farmingdale, NY          11735          (P)631-501-9700          (F)631-501-9709</p>
<p>4. Web BASED Portal:          _____ Yes _____ No</p>	YES	NO
<p>5. url: _____</p>	<a href="http://WWW.IRDEQUIPMENT.COM">WWW.IRDEQUIPMENT.COM</a> & <a href="http://WWW.IRDONDEMAND.COM">WWW.IRDONDEMAND.COM</a>	<a href="http://WWW.SAMTELL.COM">WWW.SAMTELL.COM</a>
<p>6. Two catalogs submitted with this bid response:          _____ Yes _____ No</p>	YES	YES

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