

MEMORANDUM

TO: All Campuses and Departments

FROM: Emily Garza, Director of Purchasing

**SUBJECT: ATHLETIC TRAINING AND NURSES' EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID
17-18-039**

The Board of Education on August 27, 2018 awarded Athletic Training and Nurses' Equipment, Services and Supplies Catalog Bid for the 2018-2019 school year. The bid was awarded to the following vendors:

Alert Services Inc.	NASCO Education, LLC
Bella Vista Eye Care, PLLC	Pocket Nurse Enterprises, Inc. (d.b.a. Pocket Nurse)
BSN Sports	Promaxima Mfg.
Cornish Medical	Quill LLC
Gateway Printing & Office Supply, Inc.	Riddell / All American
Gopher Sport	School Kids Healthcare
Henry Schein Medical	School Nurse Supply, Inc.
Maxi Aids, Inc.	School Outfitters
McAllen Sports	S.O.S. Technologies, Inc. (d.b.a. Stewart Oxygen Service)
Medco Sports Supply	School Specialty, Inc.
MFAC, LLC	

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All athletic training and nurses' equipment, services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

Emily Garza

Emily Garza, Director of Purchasing

START COLLEGE NOW! COMPLETE EARLY! GO FAR!

601 E. Kelly St., Pharr, TX 78577 P: (956) 354-2000 F: (956) 354-3019 www.psjaisd.us

It is the policy of Pharr-San Juan-Alamo ISD not to discriminate on the basis of sex, disability, race, color, religion, national origin or age.

PHARR-SAN JUAN-ALAMO I.S.D.
ATHLETIC TRAINING AND NURSES' EQUIPMENT, SERVICES AND SUPPLIES
CATALOG BID # 17-18-039
BID OPENED: APRIL 16, 2018 @ 3:30P.M.

QUESTION:	VENDORS					
	ALERT SERVICES INC.	BELLA VISTA EYE CARE, PLLC	BSN SPORTS	CORNISH MEDICAL	GATEWAY PRINTING & OFFICE SUPPLY, INC.	GOPHER SPORT
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 20% NA NA	0% 0% 0% 0%	NA 10% Spring 2018 Catalog NA NA	0% 10% NA NA	NA Up to 88% off NA NA	0% 10% 0% 0%
What month and year is your current catalog published?	Summer 2017-Spring 2018	NA	Jan-18	Jan-16	Jan-18	Mar-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	NA	NA	YES	YES	NR
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	NA	10% off discount remains the same although catalog list may change	YES	YES	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	San Marcos, TX David Heiman 888-231-1176 512-216-9723 830-372-1447 orders@alertservices.com	Pharr, TX Marina Villalobos 956-782-9444 NA 956-782-9446 bveyecare@gmail.com	Dallas, TX Kevin Marquez 800-527-7510 NA 800-365-7653 kmarquez@bsnsports.com	Pharr, TX Rudy Ruiz 800-722-5304 956-212-8309 713-664-7879 rudy.ruiz@cornishmedical.com	Edinburg, TX Chris Diaz 956-383-3861 956-451-9165 956-316-0253 cdiaz@gatewayp.com	Owatonna, MN Brad Williams 855-500-3621 NA 888-319-7452 bradwilliams@gophersport.com
What is the e-mail address for all Purchase Orders to be sent to?	orders@alertservices.com	bveyecare@gmail.com	bsnbid@bsnsports.com	orders@cornishmedical.com	csr.rgv@gatewayp.com	bradwilliams@gophersport.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	YES-\$50 min order	YES, \$25	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO, Varies	YES	NO	YES, free shipping does not apply to truck-ship items
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES

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	ALERT SERVICES INC.	BELLA VISTA EYE CARE, PPLC	BSN SPORTS	CORNISH MEDICAL	GATEWAY PRINTING & OFFICE SUPPLY, INC.	GOPHER SPORT
What would be the delivery time once a purchase order is received? Number of Days: _____	2-3 Days (In Stock)	3-5 Business days	2-10 days on most items	3-4 Business days for stocked items	1-7 Business Days	4-7 Business days on in-stock items
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES Only on special orders	NO	YES 25%, may vary	YES	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NA	NA	\$50	\$25	Any amount	\$0
Can you deliver to all locations district wide? Yes / No	YES	NO	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Materials are charged:						
a. At Cost	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	N/A	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
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CATALOG BID # 17-18-039
BID OPENED: APRIL 16, 2018 @ 3:30P.M.

QUESTION:	VENDORS					
	HENRY SCHEIN MEDICAL	MAXI AIDS, INC.	MCALLEN SPORTS	MEDCO SPORTS MEDICINE	MFAC, LLC	NASCO EDUCATION, LLC
Discount price to I.S.D. shall be:						
A. % off shelf price	0%	0%	0%	0%	0%	NA
B. % off catalog price	18%	10%	10%	0-18%	10%	10%
C. % cost plus	0%	0%	0%	0%	0%	NA
D. Unit/Quantity/Volume Discount	0%	0%	0%	0%	0%	NA
What month and year is your current catalog published?	Apr-18	Jan-18	NR	Mar-18	Dec-17	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NO	YES	NO	YES	YES	N/A
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	NR	YES	NO	YES	YES	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Dallas, TX Mike Spher 800-851-0400 972-872-5509 866-738-8999 biddept@henryschein.com	Farmingdale, NY Andrea Simmon 800-522-6294 x 312 NA 631-752-0689 bids@maxiaids.com	McAllen, TX Joe Escamilla 956-687-5500 NR 956-682-1394 jose@mcallsports.com	Austin, TX Tina Rainey 512-763-6364 512-763-6364 NR tina.rainey@medcosupply.com	West Warwick, RI Brittany Santiago 800-556-7464 NA 800-682-6950 mfathetic@mfathetic.com	Modesto, CA Sheila Blackwell 920-568-5702 NR 800-372-1236 sblackwell@enasco.com
What is the e-mail address for all Purchase Orders to be sent to?	biddept@henryschein.com	sales@maxiaids.com	sales@mcallsports.com	medcoorders@medcosupply.com	mfathetic@mfathetic.com	orders@enasco.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	YES	\$10	YES	NO	NO	YES, \$99
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	Yes, for orders under \$150	YES Varies	NO	YES, with exceptions Varies	NO, with exclusions	YES, Only Truck Logo items
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES

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	HENRY SCHEIN MEDICAL	MAXI AIDS, INC.	MCALLEN SPORTS	MEDCO SPORTS MEDICINE	MFAC, LLC	NASCO EDUCATION, LLC
What would be the delivery time once a purchase order is received? Number of Days: _____	2-3 Business Day for stocked items	7-8 Business Days	14 Business Days	5-7 Business Days ARO	3-5 Business Days ARO Valid on in stock items	3-5 Business days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	YES	YES 20%	YES Contact Customer Service	NO	YES
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NR	\$10	\$50	NR	N/A	\$99
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Materials are charged:						
a. At Cost	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA

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QUESTION:	VENDORS					
	POCKET NURSE ENTERPRISES, INC. (d.b.a. POCKET NURSE)	PROMAXIMA MFG.	QUILL LLC	RIDDELL / ALL AMERICAN	SCHOOL KIDS HEALTHCARE	SCHOOL NURSE SUPPLY, INC.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0% Average of 10 NA Contact Sales Rep	NA 1-30% NA NA	NR NR NR NR	NA 1-40% NA NA	21% NA NA NA	0% 10% 0% 0%
What month and year is your current catalog published?	NA	Fall-Spring 2017-2018	Jan-18	Sep-17	2018	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	NR	NA	YES	NO Check website for most current pricing	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	NO	YES	YES	YES	Check website or Call Sales team	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Monaca, PA Terry Kitchen 800-225-1600 X 3724 NA 800-763-0237 tkitchen@pocketnurse.com	Mission, TX Fred Sanchez 956-243-0859 956-243-0859 N/A fred@promaxima.com	Lincolnshire, IL Chris Denton 800-789-7020 x 1468 NA 888-888-8250 Christopher.denton@quill.com	McAllen, TX Rigo Rodriguez 956-624-8756 956-624-8756 210-684-4744 rrodriguez@riddellsales.com	Dublin, OH Jennifer Mudrak 800-558-6270 NA 800-558-1551 jennifer.mudrak@schoolkidshealthcare.com	Schaumburg, IL Jeff Giesel 800-485-2737 NR 800-485-2738 jgiesel@schoolnursesupply.com
What is the e-mail address for all Purchase Orders to be sent to?	cs@pocketnurse.com	order@promaxima.com	e-order@quill.com	dcambell@riddellsales.com	service.@schoolkidshealthcare.com	customerservice@schoolnursesupply.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	YES	NO	NO	12 custom apparel items	NO	YES
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	YES Shipping/installation is not included in discount price.	NO	No, not on most items	NO	Only on orders under \$50 Free Shipping over \$50 \$7.15 under \$50
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES

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What would be the delivery time once a purchase order is received? Number of Days: _____	7-10 Business Days for in stock items 2-8 weeks Special Order on Furniture or equipment	30 Business days Depending on order size	1-2 Business days ARO Standard Stock item	30 Days ARO (or less)	3-4 Business Days ARO	5-7 Business Days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES 20%	YES 20% restocking fee after 30 days	NO	YES 15%	YES, only if returned 30 days after date on PO (15% fee)	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NA	\$0	\$0	\$0 with exceptions	\$0	\$50
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA
Materials are charged:						
a. At Cost	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA

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QUESTION:	VENDORS		
	SCHOOL OUTFITTERS	S.O.S. TECHNOLOGIES (d.b.a. STEWART OXYGEN SERVICE)	SCHOOL SPECIALTY INC.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0% 2% 0% 0%	0% 0% 0% 0%	NA 35% off Supplies / 14% of Furniture NA NA
What month and year is your current catalog published?	NA	NA	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	YES	NO
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Katy, TX Cathy Schirra 281-763-8064 NA 800-494-1036 cathyschirra@schooloutfitters.com	Edinburg, TX Richard R. Cantu 956-383-7812 956-802-0813 956-380-1126 None	McAllen, TX Ben Plata 956-683-8624 956-454-6754 888-388-6344 ben.plata@schoolspecialty.com
What is the e-mail address for all Purchase Orders to be sent to?	sales@schooloutfitters.com	None	orders@schoolspecialty.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	YES
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	YES Varies by item & mfg.	NO	YES Varies
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES

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What would be the delivery time once a purchase order is received? Number of Days: _____	Varies	Same day	7-30 Business days ARO depending on items ordered
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES	NO	YES http://customercare.schoolspecialty.com/returns
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$0	\$0	\$49
Can you deliver to all locations district wide? Yes / No	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA
Materials are charged: a. At Cost b. Marked Up by (cost plus) % c. Price per square foot d. Price per yard e. Price per linear foot f. Other, please explain	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA