



**Materials Management**  
Purchasing Department  
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SarasotaCountySchools.net

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**MEMORANDUM**

**TO: Members of the School Board  
Dr. Brennan Asplen III, Superintendent  
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer**

**FROM: Tracy Brizendine, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #22-0039 FOR WINDOW COVERING AND WINDOW FILM INSTALLATION AND REPAIR SERVICES**

Bids to provide window coverings and window film installation and repair services were received from two vendors on December 1, 2021. The bid of CVB, Inc., dba Coastal Window Treatments was the best bid meeting the advertised specifications based on a sealed scenario. Reasons for not selecting the apparent low bid are included with the bid tabulation. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the budget allocated to the Facilities Services Department.

**Requested by:**  
Don Hampton

“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: 1/11/22

**Financial Impact:**  
Not to exceed:  
\$55,000.00

**Recommended Motion:** That the bid of CVB, Inc., dba Coastal Window Treatments for ‘Window Covering and Window Film Installation and Repair Services’ in an amount not to exceed \$55,000.00 be approved as presented.

Tabulation for Window Coverings and Window Film - Installation and Repair Services - Bid #22-0039

Description		Unit	CVB, Inc dba Coastal Window Treatments	Glass Protection Specialists of Florida, LLC
Category I - Vertical Louver Blinds (price Category A or B)				
A.	Pricing by Manufacturer's Percentage Discount from Manufacturer's Suggested Retail Price (MSRP)			
Indicate name of manufacturer and percentage discount from MSRP for complete blinds (to include a standard valance, track, pvc slats, and pulley system) or all components of such. Provide MSRP catalog, printed price sheets, or flash drive with pricing.				
1	Manufacturer: <b>REJECT</b>	% discount	No Bid	N/A
2	Manufacturer: <b>REJECT</b>	% discount	No Bid	N/A
<b>OR</b>				
B.	Pricing by Manufactured Size.			
Using 3 1/2" wide vanes				
3	Blinds up to 42" in height: (price to be based on track width) using a 3 1/2" wide vane	per inch	<b>\$1.20</b>	N/A
4	Blinds up to 84" in height: (price to be based on track width) using a 3 1/2" wide vane	per inch	<b>\$1.60</b>	N/A
a.	Add per inch (price based on track width) for blinds over 84" in height each additional 12" in height over 84" (using a 3 1/2" wide vane)	per inch	<b>\$0.15</b>	N/A
5	Replacement track only (price to be based on width) for use with a 3 1/2" wide vane	per inch	<b>\$1.00</b>	N/A
6	Replacement PVC (3 1/2" wide) vanes only - up to 42" in length	each	<b>\$2.75</b>	N/A
7	Replacement PVC (3 1/2" wide) vanes only - up to 84" in length	each	<b>\$3.00</b>	N/A
8	Replacement PVC (3 1/2" wide) vanes for each additional 12" in length	add for each 12"	<b>\$0.35</b>	N/A
Using 2" wide vanes			Decline to Bid 2" Materials no longer available	
9	Blinds up to 42" in height: (price to be based on track width) using a 2" wide vane <b>REJECT</b>	per inch		N/A
10	Blinds up to 84" in height: (price to be based on track width) using a 2" wide vane <b>REJECT</b>	per inch		N/A
a.	Add per inch (price based on track width) for blinds over 84" in height each additional 12" in height over 84" (using a 2" wide vane) <b>REJECT</b>	add per inch		

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Using 2" wide vanes (Continued)				
11	Replacement track only (price to be based on width) for use with a 2" wide vane <b>REJECT</b>	per inch		N/A
12	Replacement PVC (2" wide) vanes only - up to 42" in length <b>REJECT</b>	each		N/A
13	Replacement PVC (2" wide) vanes only - up to 84" in length <b>REJECT</b>	each		N/A
14	Replacement PVC (2" wide) vanes for each additional 12" in length <b>REJECT</b>	add for each 12"		N/A
15	Replacement valance only (per linear foot) <b>REJECT</b>	per linear foot		N/A
Installation Labor for Discounted or Manufactured Vertical Blinds and Components				
16	Installation labor for vertical blinds and replacement tracks	per inch	<b>\$0.40</b>	N/A
17	Removal of existing verticals	each	<b>\$12.00 up to 72" in width \$15.00 Greater than 72" in width</b>	N/A
18	Minimum installation labor for vertical blinds and all components	minimum	<b>\$68.00</b>	N/A
Category II - Horizontal Louver Blinds				
Vista Products or approved alternate. Indicate name of manufacturer and percentage discount from MSRP price. Provide MSRP catalog or price sheets and flash drive or CD.				
1" Horizontal blinds				
19	Manufacturer:	% discount	<b>Alta / Vista Products 30%</b>	N/A
20	Manufacturer:	% discount		N/A
2" Horizontal blinds				
21	Manufacturer:	% discount	<b>Alta / Vista Products 30%</b>	N/A
22	Manufacturer:	% discount		N/A
23	Installation labor for aluminum horizontal blinds	each	<b>\$12.00 up to 52" in width \$15.00 Greater than 52" in width</b>	N/A
24	Removal of existing aluminum horizontal blinds	each	<b>\$10.00 up to 52" in width \$12.00 Greater than 52" width</b>	N/A
25	Minimum labor for horizontal blinds	minimum	<b>\$68.00</b>	N/A

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Category III - Roller Shades				
Vista Products or approved alternate. Indicate name of manufacturer and percentage discount from MSRP price. Complete specifications sufficient to evaluate product must be submitted with bid. Provide MSRP catalog, printed price sheets, or flash drive with pricing.				
26	Manufacturer:	% discount	<b>Universal Window Coverings, Inc. 25%</b>	N/A
27	Manufacturer:	% discount		N/A
28	Installation labor for roller shades	each	<b>\$12.00 up to 52" in width \$15.00 Greater than 52" in width</b>	N/A
29	Removal of existing roller shades	each	<b>\$10.00 up to 52" in width \$12.00 Greater than 52" in width</b>	N/A
30	Minimum labor for roller shades	minimum	<b>\$68.00</b>	N/A
Repair Labor and Repair Parts				
This is for service calls made to repair existing blinds. Repair labor is not to be used in conjunction with the above vertical blind, aluminum blind, or roller shade items. Repair labor includes miscellaneous consumable supplies needed for repair to window coverings, overhead, and profit.				
31	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	per hour	<b>\$68.00</b>	N/A
32	Non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate, including overhead and profit.	per hour	<b>\$68.00</b>	N/A
Repair Parts - (Functional component of a unit)				
33	Repair parts for repair to blinds are to be billed at net cost. MAXIMUM 10% A mark-up on sales tax will not be allowed. A copy of the supply house invoice shall be submitted with the Contractor's invoice.	% mark-up	<b>Repair parts will be provided at no charge N/A%</b>	N/A
Category IV - Window Film				
Madico Window Films or approved alternate. Indicate name of manufacturer and pricing for product including installation per square foot for window film. Complete specifications and price sheets sufficient to evaluate product must be submitted with bid.				
2 Mil Solar Film			Madico	Madico - OptiVision Series
34	Manufacturer: <b>REJECT</b>	installed per sq. ft.	\$5.00	\$3.57
35	Removal of existing window film <b>REJECT</b>	per sq. ft.	\$2.00	\$1.97
36	Minimum labor for window film <b>REJECT</b>	minimum	\$100.00 *	\$450.00

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Security Films			*Decline to bid Security films
37	3M Safety & Security Film, Ultra 600, 6mil clear patented micro-multi layer security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$5.74
38	3M Safety & Security Film, Ultra 800, 8mil clear patented micro-multi layer security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$6.91
39	3M Safety & Security Film, SH8, 8mil clear standard security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$4.49
40	3M Impact Protection Adhesive, IPA, structural adhesive for attaching film to frames. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$1.97
41	Dow Corning 995 structural adhesive, DOW-995, structural adhesive for attaching film to frames. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$1.97
42	3M S25NVAR Solar Security Film, Night Vision 25 solar security, 8mil tinted/ dual reflective solar security film with 25% VLT. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$7.01
43	3M S20 Silver Solar Security Film, Silver reflective solar security film, 8mil tinted/ silver reflective solar security film with 20% VLT NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$6.91
44	Madico safety shield, SS800, 8mil clear security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$5.98
45	Madico safety shield, SS800- DG 35, 8mil tinted/ solar security film with 35% VLT. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$6.48
46	Madico safety shield, SS800- DG 45, 8mil tinted/ solar security film with 45% VLT. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$6.48
47	Madico safety shield, SS1500, 15mil clear security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$9.03
48	Madico Safety shield, CL700 EXTERIOR, 7mil clear EXTERIOR security film. NO APPROVED ALTERNATE <b>REJECT</b>	installed per sq. ft.	\$5.18

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Subcontracted Services			
On occasion, it is recognized that subcontracted services may be necessary. This category is for special subcontracted services, not in the regular course of window coverings and window film installation and repair service and only to be used with prior written approval from a Facilities Services representative.			
49	Subcontracted services are to be billed at net cost. A MAXIMUM OF 10% MARK-UP of cost will be allowed. A mark-up of sales tax will not be allowed. A copy of the itemized subcontracted services invoice from the subcontractor must be included with all billings to the SBSC for subcontracted services. Indicate this percentage in the space to the right. Note: All invoices shall be billed on a cost plus basis except during a declared disaster (no mark-up permitted).	% mark-up	<p style="text-align: center;"><b>Subcontracted services will not be used N/A%</b></p> <p style="text-align: right;">0%</p>
Rental of Equipment			
On occasion, it is recognized that rental of equipment may be necessary. This category is for special rental equipment that is used on occasion, not in the regular course of window coverings and window film installation and repair services and only used with prior written approval from a Facilities Services representative. Rental is for active use of equipment. Payment for inactive use will not be allowed.			
50	Rental shall be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARK-UP of cost of rental equipment will be allowed. A mark-up of sales tax will not be allowed. A copy of the itemized rental invoice from the supplier shall be submitted with the Contractor's invoice. Indicate this percentage in the space to the right. Note: All invoices shall be billed on a cost plus basis except during a declared disaster (no mark-up permitted).	% mark-up	<p style="text-align: center;"><b>10%</b></p> <p style="text-align: right;">10%</p>
Notes:		<b>Item 36 - Minimum charge per trip including labor &amp; films</b>	
Contact:		<b>David R. Hartman</b>	
Address:		<b>4666 Ashton Road Sarasota, FL 34233</b>	
Phone:		<b>941-923-7622</b>	
Fax:		<b>941-923-7653</b>	
Federal ID:		<b>65-0229527</b>	
Email:		<a href="mailto:coastalwindtreatment@comcast.net">coastalwindtreatment@comcast.net</a>	
Recorded by: Frank Berger		Witnessed by: Maria L. Hernandez-Ron	



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Justification for Award to Other than Low Bidder

Window Coverings and Window Film Installation and Repair Services - Bid #22-0039

Opened December 1, 2021 at 3:00 pm.

Item #	Vendor	Description	
1 & 2	CVB, Inc dba Coastal Window Treatments, and Glass Protection Specialists of Florida, LLC	Reject, no bids received for percentage discount by manufacturer.	
9,10,10a,11,12,13,14,15,	CVB, Inc dba Coastal Window Treatments, and Glass Protection Specialists of Florida, LLC	Reject, no bids received for 2" wide vanes.	
34,35,36,37,38,39,40,41,42,43,44,45,46,47,48	CVB, Inc dba Coastal Window Treatments, and Glass Protection Specialists of Florida, LLC	Reject Category IV Window Film/ Security film, over budget.	