



Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 ▪ Fax 941-486-2188
SarasotaCountySchools.net

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 #22-0005 FOR SUNCOAST TECHNICAL COLLEGE PRINTING SERVICES

Bids to provide ‘Suncoast Technical College Printing Services’ were received from five vendors on April 21, 2022. The bid of Strategy Marketing Group, Inc. dba Panther Printing was the best low bid meeting the advertised specifications. Reasons for not selecting the apparent low bid were 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 Suncoast Technical College and Suncoast Polytechnical School.

Requested by:
Ron DiPillo

“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: 5/10/22

Financial Impact:
Not to exceed:
\$100,000.00

Recommended Motion: That the bid of Strategy Marketing Group, Inc., dba Panther Printing for ‘Suncoast Technical College Printing Services’ in an amount not to exceed \$100,000.00 be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Suncoast Technical College Printing Services - Bid #22-0005

Opened April 21, 2022 @ 2:00 pm EST

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Aloma Printing | Andrick and Associates | Manatee Printers, Inc. |
|---|--|-----------------|------------------------|------------------------|
| Item # | Description | Price Per Piece | Price Per Piece | Price Per Piece |
| 1 | Brochure, Small (ESOL & GED) 8 1/2" x 11" folded to 4 1/4" x 11" on 80# Gloss House Text / 4-Color, double-sided, bleed / 1 page, 1 fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | 100# Gloss text | | |
| a | 500 - 1,000 pieces | \$0.298 | \$0.42 - \$0.25 | \$0.52 |
| b | 1,001 - 2,500 pieces | \$0.226 | \$0.25 - \$0.16 | \$0.39 |
| c | 2,501 - 5,000 pieces | \$0.162 | \$0.16 - \$0.12 | \$0.30 |
| d | 5,000+ pieces | \$0.143 | \$0.12 | \$0.17 |
| 2 | Brochure, Large, 1-Fold (Catalog Light) 11" X 17" folded to 8 1/2" X 11" on 80# Gloss House Text / 4-Color, double-sided, bleed / 1 page, 1 fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | 100# Gloss text | | |
| a | 500 - 1,000 pieces | \$0.962 | \$0.46 - \$0.31 | \$0.77 |
| b | 1,001 - 2,500 pieces | \$0.344 | \$0.31 - \$0.21 | \$0.64 |
| c | 2,501 - 5,000 pieces | \$0.2306 | \$0.21 - \$0.17 | \$0.32 |
| d | 5,000+ pieces | \$0.211 | \$0.17 | \$0.19 |
| 3 | Flyer, (HS Dual Enrollment) 8 1/2" X 11" on 80# Gloss House Text / 4-Color, double-sided, bleed. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | 100# Gloss Text | | |
| a | 500 - 1,000 pieces | \$0.280 | \$0.34 - \$0.22 | \$0.45 |
| b | 1,001 - 2,500 pieces | \$0.199 | \$0.22 - \$0.13 | \$0.35 |
| c | 2,501 - 5,000 pieces | \$0.141 | \$0.13 - \$0.10 | \$0.27 |
| d | 5,000+ pieces | \$0.130 | \$0.10 | \$0.15 |

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Strategy Marketing Group, Inc. Dba/ Panther Printing | Suncoast Print & Promotions, Inc. |
|---|--|---|-----------------------------------|
| Item # | Description | Price Per Piece | Price Per Piece |
| 1 | Brochure, Small (ESOL & GED) 8 ½" x 11" folded to 4 ¼" x 11" on 80# Gloss House Text / 4-Color, double-sided, bleed / 1 page, 1 fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | | |
| a | 500 - 1,000 pieces | \$0.25 | 1,000 minimum \$0.16 |
| b | 1,001 - 2,500 pieces | \$0.20 | 2500 minimum \$0.10 |
| c | 2,501 - 5,000 pieces | \$0.13 | 5000 minimum \$0.07 |
| d | 5,000+ pieces | \$0.08 | \$0.07 |
| 2 | Brochure, Large, 1-Fold (Catalog Light) 11" X 17" folded to 8 ½" X 11" on 80# Gloss House Text / 4-Color, double-sided, bleed / 1 page, 1 fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | | |
| a | 500 - 1,000 pieces | \$0.50 | 1000 minimum \$0.33 |
| b | 1,001 - 2,500 pieces | \$0.30 | 2500 minimum \$0.20 |
| c | 2,501 - 5,000 pieces | \$0.16 | 5000 minimum \$0.14 |
| d | 5,000+ pieces | \$0.12 | \$0.14 |
| 3 | Flyer, (HS Dual Enrollment) 8 ½" X 11" on 80# Gloss House Text / 4-Color, double-sided, bleed. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | | |
| a | 500 - 1,000 pieces | \$0.22 | 1000 minimum \$0.14 |
| b | 1,001 - 2,500 pieces | \$0.19 | 2500 minimum \$0.08 |
| c | 2,501 - 5,000 pieces | \$0.12 | 5000 minimum \$0.06 |
| d | 5,000+ pieces | \$0.07 | \$0.06 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Suncoast Technical College Printing Services - Bid #22-0005

Opened April 21, 2022 @ 2:00 pm EST

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Aloma Printing | Andrick and Associates | Manatee Printers, Inc. |
|---|---|---|------------------------|------------------------|
| 4 | Brochure/Application (Perforated), Large (HS Dual Enrollment) 11" X 17" folded to 8 1/2" X 11" on 100# Accent Opaque Text White Smooth / 4-Color, double-sided, bleed / 1 page, 1 fold / Perforated on fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | 70# Offset | | |
| a | 500 - 1,000 pieces | \$0.793 | \$0.51 - \$0.36 | \$0.75 |
| b | 1,001 - 2,500 pieces | \$0.453 | \$0.36 - \$0.24 | \$0.65 |
| c | 2,501 - 5,000 pieces | \$0.321 | \$0.24 - \$0.19 | \$0.34 |
| d | 5,000+ pieces | \$0.305 | \$0.19 | \$0.22 |
| 5 | Pocket Folder, Standard (STC Welcome Packet Folder) Standard Pocket Folder on 80# Royal Linen Cover / Flat size: 16" X 18", Finish size: 9" X 12" / Bindery: Die Cut, Glue and Fold / Color: 1 PMS / Slit for business cards on RHS pocket. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | 100# Sunshine Opaque Smooth Cover; 4/0 | | |
| a | 500 - 1,500 pieces | \$1.818 | \$1.23 - \$0.99 | \$3.07 |
| b | 1,501 - 3,000 pieces | \$1.192 | \$0.99 - \$0.81 | \$1.58 |
| c | 3,001 - 5,000 pieces | \$1.127 | \$0.81 - \$0.70 | \$1.07 |
| d | 5,000+ pieces | \$1.101 | \$0.70 | \$0.76 |
| 6 | Pocket Folder, Single Pocket (SPHS Recruitment Folder) Single Pocket Folder on 100# Gloss Cover / Flat size: 12" X 18", Finish size: 9" X 12" with a single Die Cut 4" pocket on the RHS / Bindery: Die Cut, Glue and Fold / 4-Color. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered one time per year. | Printing 4/4 | | |
| a | 500 - 1,500 pieces | \$1.210 | \$1.17 - \$0.90 | \$1.74 |
| b | 1,501 - 3,000 pieces | \$1.157 | \$0.90 - \$0.73 | \$1.25 |
| c | 3,001 - 5,000 pieces | \$0.910 | \$0.73 - \$0.64 | \$0.64 |
| d | 5,000+ pieces | \$0.900 | \$0.64 | \$0.43 |

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Strategy Marketing Group, Inc. Dba/ Panther Printing | Suncoast Print & Promotions, Inc. |
|---|---|---|-----------------------------------|
| 4 | Brochure/Application (Perforated), Large (HS Dual Enrollment) 11" X 17" folded to 8 1/2" X 11" on 100# Accent Opaque Text White Smooth / 4-Color, double-sided, bleed / 1 page, 1 fold / Perforated on fold. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | | |
| a | 500 - 1,000 pieces | \$0.60 | 1000 minimum \$0.82 |
| b | 1,001 - 2,500 pieces | \$0.34 | 2500 minimum \$0.42 |
| c | 2,501 - 5,000 pieces | \$0.19 | 5000 minimum \$0.30 |
| d | 5,000+ pieces | \$0.14 | \$0.30 |
| 5 | Pocket Folder, Standard (STC Welcome Packet Folder) Standard Pocket Folder on 80# Royal Linen Cover / Flat size: 16" X 18", Finish size: 9" X 12" / Bindery: Die Cut, Glue and Fold / Color: 1 PMS / Slit for business cards on RHS pocket. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered once per year. | | |
| a | 500 - 1,500 pieces | \$1.25 | 1000 minimum \$0.76 |
| b | 1,501 - 3,000 pieces | \$0.99 | 2500 minimum \$0.58 |
| c | 3,001 - 5,000 pieces | \$0.85 | 5000 minimum \$0.46 |
| d | 5,000+ pieces | \$0.78 | \$0.46 |
| 6 | Pocket Folder, Single Pocket (SPHS Recruitment Folder) Single Pocket Folder on 100# Gloss Cover / Flat size: 12" X 18", Finish size: 9" X 12" with a single Die Cut 4" pocket on the RHS / Bindery: Die Cut, Glue and Fold / 4-Color. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered one time per year. | | |
| a | 500 - 1,500 pieces | \$1.21 | 1500 minimum \$0.90 |
| b | 1,501 - 3,000 pieces | \$0.69 | 3000 minimum \$0.70 |
| c | 3,001 - 5,000 pieces | \$0.57 | 5000 minimum \$0.56 |
| d | 5,000+ pieces | \$0.52 | \$0.56 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Suncoast Technical College Printing Services - Bid #22-0005

Opened April 21, 2022 @ 2:00 pm EST

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Aloma Printing | Andrick and Associates | Manatee Printers, Inc. |
|---|---|--------------------------------------|------------------------|------------------------|
| 7 | Catalog, 32-Pager (ACE Course Schedule) 6" X 10 ½" Catalog format / No folds / Covers are 60# text weight offset on lead Web and inside pages are 50# text weight offset / 4-Color on all / Finishing: glued and trimmed / No staples. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | Size: 6.25" x 10.5" 30# Newsprint | | |
| a | 50,000 - 100,000 pieces | N/A | \$0.17 - \$0.14 | No Bid |
| b | 100,001 - 150,000 pieces | N/A | \$0.14 - \$0.13 | No Bid |
| c | 150,001 - 200,000 pieces | N/A | \$0.13 - \$0.123 | No Bid |
| d | 200,001+ pieces | N/A | \$0.123 | No Bid |
| 8 | Catalog, 8-Pager (ACE Course Schedule) 6" X 10 ½" Catalog format / No folds / Covers are 60# text weight offset on lead Web and on inside pages are 50# text weight offset / 4-Color on all / Finishing: glued, trimmed or stapled. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | No Bid | | |
| a | 50,000 - 100,000 pieces | N/A | | No Bid |
| b | 100,001 - 150,000 pieces | N/A | | No Bid |
| c | 150,001 - 200,000 pieces | N/A | | No Bid |
| d | 200,001+ pieces | N/A | | No Bid |
| 9 | Postcard 5 ½" X 8 ½" on 100# House Gloss Cover / 4-Color / Double-Sided / Bleed. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | | | |
| a | 500 - 1,000 pieces | \$0.221 | \$0.36 - \$0.23 | \$0.33 |
| b | 1,001 - 2,500 pieces | \$0.186 | \$0.23 - \$0.15 | \$0.23 |
| c | 2,501 - 5,000 pieces | \$0.206 | \$0.15 - \$0.11 | \$0.17 |
| d | 50,000 - 100,000 pieces | \$0.056 | \$0.063 - \$0.056 | \$0.05 |
| e | 100,001 - 150,000 pieces | \$0.053 | \$0.056 - \$0.0531 | \$0.04 |
| f | 150,001 - 200,000 pieces | \$0.052 | \$0.0531 - \$0.0516 | \$0.04 |
| g | 200,001+ pieces | \$0.050 | \$0.0516 | \$0.04 |

| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Strstrategy Marketing Group, Inc. Dba/ Panther Printing | Suncoast Print & Promotions, Inc. |
|---|---|--|--|
| 7 | Catalog, 32-Pager (ACE Course Schedule) 6" X 10 ½" Catalog format / No folds / Covers are 60# text weight offset on lead Web and inside pages are 50# text weight offset / 4-Color on all / Finishing: glued and trimmed / No staples. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | | |
| a | 50,000 - 100,000 pieces | \$0.34 | No Bid |
| b | 100,001 - 150,000 pieces | \$0.33 | No Bid |
| c | 150,001 - 200,000 pieces | \$0.32 | No Bid |
| d | 200,001+ pieces | \$0.30 | No Bid |
| 8 | Catalog, 8-Pager (ACE Course Schedule) 6" X 10 ½" Catalog format / No folds / Covers are 60# text weight offset on lead Web and on inside pages are 50# text weight offset / 4-Color on all / Finishing: glued, trimmed or stapled. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | | |
| a | 50,000 - 100,000 pieces | \$0.10 | No Bid |
| b | 100,001 - 150,000 pieces | \$0.09 | No Bid |
| c | 150,001 - 200,000 pieces | \$0.08 | No Bid |
| d | 200,001+ pieces | \$0.07 | No Bid |
| 9 | Postcard 5 ½" X 8 ½" on 100# House Gloss Cover / 4-Color / Double-Sided / Bleed. Output from customer supplied PDF files. Proofs: HiRes proof. Ordered two or three times per year. | | |
| a | 500 - 1,000 pieces | \$0.18 | 1000 minimum \$0.12 |
| b | 1,001 - 2,500 pieces | \$0.15 | 2500 minimum \$0.08 |
| c | 2,501 - 5,000 pieces | \$0.12 | 5000 minimum \$0.06 |
| d | 50,000 - 100,000 pieces | \$0.05 | 100000 minimum \$0.05 |
| e | 100,001 - 150,000 pieces | \$0.04 | \$0.05 |
| f | 150,001 - 200,000 pieces | \$0.03 | \$0.05 |
| g | 200,001+ pieces | \$0.03 | \$0.05 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Suncoast Technical College Printing Services - Bid #22-0005

Opened April 21, 2022 @ 2:00 pm EST

| | | | |
|---|--|--|--|
| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | Aloma Printing | Andrick and Associates | Manatee Printers, Inc. |
| Notes: | | | |
| Indicate below the location of the printing plant at which this project will be performed. | | | |
| Name: | Aloma Printing | Andrick and Associates | Manatee Printers, Inc. |
| Address: | 4420 Metric Dr, Suite D | 4400 Independence Court | 3006 21st Ave W. |
| City, State, Zip | Winter Park, FL 32792 | Sarasota, FL 34234 | Bradenton, FL 34205 |
| Indicate the length of time required in working days for completion of printing and delivery to Suncoast Technical College after receipt of PDF files | 5-7 days after approval | 5-10 | 7-10 |
| | | | |
| Contact | Anthony S. Ewasko Jr | Meredith Bombella | Michael Pickelsimer |
| Address: | 4420 Metric Dr, Suite D | 4400 Independence Court | 3006 21st Ave W |
| City, State, Zip | Winter Park, FL 32792 | Sarasota, FL 34234 | Bradenton, FL 34205 |
| Phone | 407-673-3001 | 941-351-6565 | 941-746-9100 |
| Fax | 407-673-3002 | 941-351-6566 | 941-747-7988 |
| Federal I.D. | 59-3339257 | 47-4001000 | 59-1728670 |
| Email | estimating@alomaprinting.com | meredithb@andrickandassociates.com | mike@manateeprinters.com |
| | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Suncoast Technical College Printing Services - Bid #22-0005

Opened April 21, 2022 @ 2:00 pm EST

| | | | |
|---|--|--|--|
| In accordance with the terms, conditions, times ordered, and scope of services set forth in the bid specifications, the Bidder hereby submits the following prices for the Suncoast Technical College printing needs. | | Strstrategy Marketing Group, Inc. Dba/ Panther Printing | Suncoast Print & Promotions, Inc. |
| Notes: | | | |
| Indicate below the location of the printing plant at which this project will be performed. | | | |
| Name: | | Panther Printing - Production Headquarters | Suncoast Print & Promotions, Inc. |
| Address: | | 11580 Marshwood Lane | 1045 N. Lime Ave |
| City, State, Zip | | Ft. Myers, FL 33908 | Sarasota, FL 34239 |
| Indicate the length of time required in working days for completion of printing and delivery to Suncoast Technical College after receipt of PDF files | | 7-10 | |
| Contact | | Joseph N. Namour | Barbara D. Donnelly |
| Address: | | 11580 Marshwood Lane | 1045 N Lime Ave |
| City, State, Zip | | Ft. Myers, FL 33908 | Sarasota, FL 34237 |
| Phone | | 800-336-8005 | 941-366-1123 |
| Fax | | 239-220-5080 | 941-951-0736 |
| Federal I.D. | | 26-4136891 | 59-2054108 |
| Email | | joe@pantherprinting.net | bdonnelly@scsprintpro.com |
| | | Recorded by: Samantha Clark | Witnessed by: Frank Berger |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

Suncoast Technical College Printing Services Bid #22-0005

Opened April 21, 2022 at 2:00 p.m. EST

| Item # | Vendor | Justification |
|--------|-----------------------------------|--|
| All | Manatee Printers, Inc. | Non-responsive to the bid requirement of submitting the Florida Principal Place of Business Statement. |
| All | Andrick and Associates | Non-responsive to the bid due to changing the Specifications for Printing Required. |
| All | Suncoast Print & Promotions, Inc. | Non-responsive to the bid requirement of following the Bid Form. |
| 6a. | Aloma Printing | Tie bid awarded to Strategy Marketing Group, Inc. dba/ Panther Printing based on tie bid procedures in bid document. |