

**BOARD OF EDUCATION OF HARFORD COUNTY**

**DECISION ON CONTRACT AWARD FOR THE JUST IN TIME DELIVERY OF  
CUSTODIAL SUPPLIES**

**March 8, 2010**

Background Information:

In March of 2006, a just in time contract was awarded covering the delivery of various custodial products to schools and offices. This contract expires on March 1, 2010 thus requiring a re-solicitation.

Bids were prepared which included approximately 100 line items as well as requirements for trash bags. Where applicable, cleaning products must be non-toxic and must meet Green Seal Environmental Standards for industrial and institutional cleaners.

This is a requirements contract with an estimated annual value of \$100,000.

Discussion:

Bids were opened on December 3, 2009 and responsive bids were received from seven companies. The intent, as stated in the bid, is to award to the lowest bidder meeting specifications who can provide the largest majority of the items specified. The bidder who meets this criteria is Calico Industries, Annapolis Junction, Maryland 20701. The two lowest bidders based on a market basket comparison of eighty six (86) janitorial products are as follows:

Calico Industries	\$20,074.80
FPC Inc.	\$20,522.90

The term of the agreement is for three years with the option to renew for two additional one-year periods. This agreement may also be utilized by other public entities as well.

Superintendent's Recommendation:

The Superintendent of Schools recommends that the Board of Education accept the recommendation made by the Purchasing Department as a result of the bids received and award the contract to Calico Industries.