



Fayette County Public Schools Purchasing Department

205 LaFayette Avenue, LaFayette Educational Center,
Building A, Fayetteville, GA 30214
(770) 460-3535 ext. 1043 or purchasing@fcboe.org

Notice of Intent to Award

Wax and Stripper for Fayette County Public Schools (RFP 24-022-075)

March 26, 2024

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:

Brady Industries Georgia, LLC dba Associated Paper, Inc
1202 Royal Drive
Conyers, Georgia 30094

Award Term:

March 26, 2024 - June 30, 2026

The following staff may be contacted for more information:

For project coordination including ordering and delivery:

Harold Sullivan, Facilities Supervisor
770-460-3522 and sullivan.harold@fcboe.org

For contract/solicitation questions:

Jamie Marrero, Purchasing Associate
770-460-3522 or marrero.jamie@fcboe.org

For accounts payable or billing information:

Finance Department, Accounts Payable
770-460-3535 or invoices.finance@fcboe.org

Attachments:

Tabulations

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Vendor Name	Tabulated Score	Wax Cost per Unit	Stripper Cost per Unit	Total Estimated Project Cost	Comment
Brady Industries GA, LLC/Associated Paper, Inc	100	\$65.38	\$59.81	\$129,232.85	
Zep, Inc	83.8	\$81.00	\$58.95	\$149,730.75	
Peoples Janitor Supply	92.3	\$82.95	\$52.95	\$148,253.25	
KAMO Facility Solutions & Supplies	0	\$68.98	\$49.13	\$126,777.05	No Samples/Bid Rejected
Atlantic Paper and Packaging	96.3	\$72.35	\$48.31	\$130,764.85	
Janilink Corp	96.9	\$72.90	\$48.45	\$131,603.25	
Staples	0	\$108.50	\$142.02	\$243,758.70	No Samples/Bid Rejected

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	2
	Respondent provided Letters of Recommendation, as required.	6	6
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided Product Data Sheets, as required.	5	5
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	5
	Respondent provided a Current W-9 Form, as required.	2	2
SECTION TOTAL		25	25
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	7.5
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	7.5
SECTION TOTAL		15	15
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$65.38	
	Stripper Cost per Unit	\$59.81	
	Total Estimated Project Cost	\$129,232.85	60
SECTION TOTAL		60	60
TOTAL TABULATED SCORE		100	100
Notes:	Samples submitted, as required.	<input checked="" type="checkbox"/>	
	Demonstration was performed to determine that this product yielded the same results as the product specified within the solicitation. Product performed at or above the minimum standard. Committee noted that the product smell was very pleasant in comparison to the originally specified product(s) and that the floor finish had a higher shine.		

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	2
	Respondent provided Letters of Recommendation, as required.	6	3
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided Product Data Sheets, as required.	5	5
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	0
	Respondent provided a Current W-9 Form, as required.	2	2
SECTION TOTAL		25	17
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	7.5
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	7.5
SECTION TOTAL		15	15
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$81.00	
	Stripper Cost per Unit	\$58.95	
	Total Estimated Project Cost	\$149,730.75	51.8
SECTION TOTAL		60	51.8
TOTAL TABULATED SCORE		100	83.8
Notes:	Samples submitted, as required.	<input checked="" type="checkbox"/>	
	Respondent did not provide a current Certificate of Insurance meeting the minimum requirements, as required.	-5 Points	
	Respondent only provided one (1) letter of recommendation and a list of references, instead of three (3) letters of recommendation as required.	-3 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	2
	Respondent provided Letters of Recommendation, as required.	6	6
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided Product Data Sheets, as required.	5	5
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	5
	Respondent provided a Current W-9 Form, as required.	2	2
SECTION TOTAL		25	25
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	7.5
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	7.5
SECTION TOTAL		15	15
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$82.95	
	Stripper Cost per Unit	\$52.95	
	Total Estimated Project Cost	\$148,253.25	52.3
SECTION TOTAL		60	52.3
TOTAL TABULATED SCORE		100	92.3
Notes:	Samples submitted, as required.	<input checked="" type="checkbox"/>	
	Demonstration was performed to compare competing product to determine the results side by side. Product produced the same results as past applications.		

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	0
	Respondent provided Letters of Recommendation, as required.	6	0
	Respondent provided completed Cost Proposal, as required.	5	0
	Respondent provided Product Data Sheets, as required.	5	0
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	0
	Respondent provided a Current W-9 Form, as required.	2	0
SECTION TOTAL		25	0
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	0
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	0
SECTION TOTAL		15	0
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$68.98	0
	Stripper Cost per Unit	\$49.13	0
	Total Estimated Project Cost	\$126,777.05	0
SECTION TOTAL		60	0
TOTAL TABULATED SCORE		100	0
Notes:	Samples submitted, as required.	<input type="checkbox"/>	
	Respondent did not provide samples, as required. The bid has been rejected.		

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	2
	Respondent provided Letters of Recommendation, as required.	6	6
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided Product Data Sheets, as required.	5	5
	Respondent provided a Certificate of Insurance meeting the minimum requirements, as required.	5	3
	Respondent provided a Current W-9 Form, as required.	2	1
SECTION TOTAL		25	22
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	7.5
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	7.5
SECTION TOTAL		15	15
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$72.35	
	Stripper Cost per Unit	\$48.31	
	Total Estimated Project Cost	\$130,764.85	59.3
SECTION TOTAL		60	59.3
TOTAL TABULATED SCORE		100	96.3
Notes:	Samples submitted, as required.	<input checked="" type="checkbox"/>	
	Respondent provided a Certificate of Insurance that met the minimum requirements but does not have the certificate holder listed correctly.	-2 Points	
	Respondent provided a W-9 form but the signature and date line are not legible.	-1 Point	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	2
	Respondent provided Letters of Recommendation, as required.	6	6
	Respondent provided completed Cost Proposal, as required.	5	5
	Respondent provided Product Data Sheets, as required.	5	5
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	3
	Respondent provided a Current W-9 Form, as required.	2	2
SECTION TOTAL		25	23
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	7.5
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	7.5
SECTION TOTAL		15	15
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$72.90	
	Stripper Cost per Unit	\$48.45	
	Total Estimated Project Cost	\$131,603.25	58.9
SECTION TOTAL		60	58.9
TOTAL TABULATED SCORE		100	96.9
Notes:	Samples submitted, as required.	<input checked="" type="checkbox"/>	
	Respondent provided a Certificate of Insurance that met the minimum requirements but does not have the certificate holder listed correctly.	-2 Points	

Reference	Specification	Points Possible	Points Awarded
<i>General Specifications Scoring</i>			
	Respondent provided complete Solicitation Response Form, as required.	2	0
	Respondent provided Letters of Recommendation, as required.	6	0
	Respondent provided completed Cost Proposal, as required.	5	0
	Respondent provided Product Data Sheets, as required.	5	0
	Respondent provided a Certificate of Insurance meeting the minium requirements, as required.	5	0
	Respondent provided a Current W-9 Form, as required.	2	0
SECTION TOTAL		25	0
<i>Technical Specifications Scoring</i>			
	Respondent provided a floor finish that meets the minimum specifications, as required.	7.5	0
	Respondent provided a floor stripper that meets the minimum specifications, as required.	7.5	0
SECTION TOTAL		15	0
<i>Pricing Analysis</i>			
	Wax Cost per Unit	\$108.50	
	Stripper Cost per Unit	\$142.02	
	Total Estimated Project Cost	\$243,758.70	
SECTION TOTAL		60	0
TOTAL TABULATED SCORE		100	0
Notes:	Samples submitted, as required.	<input type="checkbox"/>	
	Respondent did not provide samples, as required. The bid has been rejected.		