

KENMORE-TOWN OF TONAWANDA  
UNION FREE SCHOOL DISTRICT  
Purchasing Department

October 2, 2015

TO: Dawn Mirand, Board of Education  
FROM: Ken Morton, Purchasing Manager  
SUBJECT: Trash Can Liners

In conjunction with the Director of Facilities, Mr. Tim Ames and the Executive Housekeeper of Buildings and Grounds, Mr. Nick DiFrancisco, it is recommended that the Board of Education award the contract in the aforementioned category to the low bidder meeting specifications, **Calico Industries for \$24,689.60 and \$10,196.40 for a total of 34,886.00**; the accompanying spreadsheet details the bid results for trash can liners of two different sizes.

The School District has adopted an extremely thorough vetting process to qualify prospective bidders in this highly controversial and competitive area. Companies such as Interboro, All American Poly, and Unipak all need to be qualified and approved before consideration for awards, given the outlay of money. Many such companies use online subscription service agencies who pour through newspapers and other publications from coast-to-coast to find and deliver to them a list of relevant bids. Such companies presume that contracts will be awarded to them without question or investigation - solely on the basis of being the "apparent low bidder". Common sense suggests that such actions would be imprudent to say the least; we have our own standards to qualify bidders. It remains to be seen whether these three companies will comply with our requests for substantiation including a list of local references and satisfied customers.

Bids were opened September 2, 2015  
Number of Bids Sent Out = 7  
Number of Bids Received = 5

**TRASH CAN LINERS BID ANALYSIS**

9/2/2015

1,040 Cases (100 per case)

Item #1: 41"W x 58"L x 1.5 mil Clear w/ Logo

Company Name	Manufacturer & Part #	Unit Price	Extension	Logo Printing	Total Delivered Price
Interboro BID D	Sample 1D	\$0.1334	\$13,873.60	\$400.00	\$14,273.60
Interboro BID C	Sample 1C	\$0.1748	\$18,179.20	\$400.00	\$18,579.20
Interboro BID B	Sample 1B	\$0.2134	\$22,193.60	\$400.00	\$22,593.60
All American Poly	4158XH-AAP	\$0.2154	\$22,401.60	\$200.00	\$22,601.60
Calico Industries	Calico #9960057	\$0.2374	\$24,689.60	\$0.00	\$24,689.60
Unipak	4158C15N	\$0.2650	\$27,560.00	\$0.00	\$27,560.00
Interboro BID A	Sample 1A	\$0.2632	\$27,372.80	\$400.00	\$27,772.80
Xpedx	KT4158CPR	\$0.2950	\$30,680.00	\$0.00	\$30,680.00

435 Cases (500 per case)

Item #2: 30"W x 37"L x 16 Microns - Clear

Company Name	Manufacturer & Part #	Unit Price	Total Delivered Price
Interboro	Sample #2D	\$0.0307	\$6,672.90
Interboro	Sample #2C	\$0.0354	\$7,708.20
Interboro	Sample #2B	\$0.0430	\$9,343.80
Unipak	303716	\$0.0442	\$9,613.50
Calico Industries	9930238	\$0.0469	\$10,196.40
Interboro	Sample #2A	\$0.0525	\$11,414.40
Xpedx	KT 303716N	\$0.0573	\$12,462.75

= Low Bidder Meeting Specifications