CITY OF EL PASO, TEXAS AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT:

Public Health

AGENDA DATE:

August 23, 2011

CONTACT PERSON/PHONE:

Michael Hill - Director, Public Health Department (915) 771-5702

Bruce D. Collins - Purchasing Manager (915) 541-4313

DISTRICT(S) AFFECTED: All

SUBJECT:

Award the following solicitation: 2011-182 Dental Supplies

To: Henry Schein, Inc. of Melville, New York

Estimated Annual Expenditures: \$50,000.00

Total Estimated Expenditures: \$150,000.00 for three (3) years

BACKGROUND / DISCUSSION:

The Public Health Department is recommending the award of the above bid to Henry Schein, Inc. who was the lowest responsive, responsible bidder. A large number of dental supplies have expiration dates which mean there cannot be a large inventory kept on hand so the Public Health department must have a reliable supplier.

PRIOR COUNCIL ACTION:

N/A.

AMOUNT AND SOURCE OF FUNDING:

Department:

Public Health Department

Amount:

\$150,000.00

Funds Available:

4101040 - 503112 - 01101 - G411013

Funds Source:

Clinical Medical Supplies

BOARD / COMMISSION ACTION:

N/A.

DEPARTMENT HEAD:





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Bid Opening Date: May 25, 2011 Project Name: Dental Supplies

Solicitation #: 2011-182
Department: Public Health

PART A: PRICE LIST PRICING PRICE ADJUSTMENT FACTOR ITEM NO. DESCRIPTION NET	OR OR
1. DENTAL SUPPLIES% DISCOUNT OR*18 % DISCOUNT X OR5 % DISCOUNT X	
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+ 16 % MARK-UP X + % MARK-UP + % MARK-UP	
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PRICE LIST OR CATALOG <u>HENRY SCHEIN DENTAL</u>	
(Note: Manufacturer or Brand Name, as applicable) NONE STATED MERCHANDISE CATALOG 2011 PEARSON	
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DatedNONE STATED 2011 NONE STATE	<u>D</u>
TYPE OF PRICE LIST:	
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JOBBER	
DEALER	
RETAILER X	
OTHER	
(*SEE ATTACHED "BID PRICING DETAILS" SHEET AS ATTACHED TO ORIGINAL SUBMISSION OF 4/15/11)	

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY: UM DO

DATE: 6/2/11

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Bid Opening Date: May 25, 2011 Project Name: Dental Supplies

Solicitation #: 2011-182 Department: Public Health

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		DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
	PART A: PRICE LIST PRICING	PRIC	E ADJUSTMENT FAC	CTOR
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۷.	DENTAL SUPPLIES (ALTERNATE)	+ 22 % MARK-UP X	+% MARK-UP	#% MARK-UP
			(SMALL EQUIPMENT AND HAND PIECES)	
	PRICE LIST OR CATALOG	The second secon	HENRY SCHEIN DENTAL	
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	(Note: Manufacturer or Brand Name, as applicable)		CATALOG 2011	
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	OTHER			:"
			(*SEE ATTACHED "BID PRICING DETAILS" SHEET AS	
			ATTACHED TO ORIGINAL SUBMISSION OF 4/15/11)	earen earen
NOTE:	The information contained in this bid tabulation is for info	rmation only and does not constitut	e actual award/execution of contract	E

APPROVED BY WWW Wood

DATE: 6/2/11





Bid Opening Date: May 25, 2011 Project Name: Dental Supplies Solicitation #: 2011-182

Department: Public Health

ITEM NO.∥	PART A: PRICE LIST PRICING DESCRIPTION	DARBY DENTAL SUPPLY, LLC JERICHO, NY PRIC	HENRY SCHEIN, INC. MELVILLE, NY E ADJUSTMENT FAC	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
TI EIVI IVO.) DESCRIPTION	NET OR	NET OR	NET OR
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3.	DENTAL SUPPLIES (ALTERNATE)	+ 18 % MARK-UP X	+% MARK-UP	+% MARK-UP
			FILM, ALLOY, ANESTHETICS, PROCTOR, GAMBLE, PENTRON CLINICAL, SNAP ON SMILE	
	PRICE LIST OR CATALOG	NONE STATED	HENRY SCHEIN DENTAL MERCHANDISE	PEARSON
	(Note: Manufacturer or Brand Name, as applicable)	<u> </u>	CATALOG 2011	
	List Number	NONE STATED	161ST EDITION	NONE STATED
·	Dated	NONE STATED	<u>2011</u>	NONE STATED
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APPROVED BY LIMA WOO

DATE: 6/2/U





Bid Opening Date: May 25, 2011 Project Name: Dental Supplies

Solicitation #: 2011-182 Department: Public Health

		DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
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4.	DENTAL SUPPLIES (ALTERNATE)	+ 18 % MARK-UP X	+% MARK-UP	+% MARK-UP
	·		OFFICE SUPPLY MERCHANDISE AND	
	·		ACE SURGICAL PRODUCTS	
	PRICE LIST OR CATALOG	NONE STATED	HENRY SCHEIN DENTAL	
-		NORL STAILE	<u>MERCHANDISE</u>	PEARSON
ļ	(Note: Manufacturer or Brand Name, as applicable)		CATALOG 2011	1 2 4 400 14
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	The information contained in this bid tabulation is for info		ATTACHED TO ORIGINAL SUBMISSION OF 4/15/11)	2225





Bid Opening Date: May 25, 2011 Project Name: Dental Supplies Solicitation #: 2011-182
Department: Public Health

roject Name: Dental Supp	ones			
		DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
PART A:	PRICE LIST PRICING	PRIC	E ADJUSTMENT FAC	TOR
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DEALER				
RETAILER				X
OTHER			(*SEE ATTACHED "BID PRICING DETAILS" SHEET AS	
;		, ·	ATTACHED TO ORIGINAL SUBMISSION OF 4/15/11)	

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APPROVED BY: Chun Wood

DATE: 6/2/4





Solicitation #: 2011-182 Department: Public Health

ct Name:	Date: May 25, 2011 : Dental Supplies	DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA NONE STATED
BMITTED,	WITH OFFER, TWO (2) ELECTRONIC COPIES (OR HARDCOPIES) JANUFACTURER'S PRICE LIST(S) ON WHICH BID WAS BASED:	NONE STATED YES NO NO	YES NO SEE WEBSITE - WWW.HENRYSCHEIN.COM AND ATTACHED CATALOG)	YES NO
M NO.	PART B: SAMPLE PRICING	CROSSTEX ULTRA SENSITIVE FACE MASKS LATEX FREE EARLOOF	CROSSTEX ULTRA SENSITIVE FACE MASKS LATEX FREE EARLOOP GCFCXS HS 107-7191	CROSSTEX ULTRA SENSITIVE FACE MASKS LATEX FREE EARLOOP GCFCXS HS 107-7191 C85-0936
l n	DESCRIPTION MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER: BIDDER'S PART NUMBER:	GCFCXS HS 107-7191 3413154 \$14.65	107-7191 \$17.49 \$14.34	\$12.35 \$11.73
	BIDDER'S PART NUMBER. PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net):	\$11.28 VALUMAX EXTRA SAFE LAB COATS KNE LENGTH, MEETS OSHA STANDARDS.	E VALUMAX EXTRA SAFE LAB COATS KNEE	CHAR EPONT KNIT CUFFS AND COLLAR
	DESCRIPTION MANUFACTURER PART NUMBER:	SNAP FRONT, KNIT CUFFS AND COLLA 3660LPL HS 120-8760 9508174	R SNAP FRONT, KNIT CUFFS AND COLLAR 3660LPL HS 120-8760 1208760	3660LPL HS 120-8760 V85-0070
2.	MANUFACTURER PART NOMBER: BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up	****	\$33.29 \$27.30	\$19.95 \$18.95
	CITY'S COST (after Discount or Mark-up or Net	t): \$20.51	RA DASH POWDER FREE ALOE VER	DASH POWDER FREE ALOE VERA L COATED LATEX GLOVE EXS S M HS 108-7848
A CONTRACTOR OF THE PROPERTY O	DESCRIPTION MANUFACTURER PART NUMBER:	COATED LATEX GLOVE EXS S I HS 108-7848 9530932	HS 108-7848 108-7848 \$11.49	BLOSSOM B86-0020 \$8.25 \$7.84
3)	BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up or NCITY'S COST (after Discount or Mark-up or NCITY building is for	(ap): \$10.45 et): \$7.05	\$9.42 stitute actual award/execution of cont	





3id Opening Date: May 25, 2011

Solicitation #: 2011-182 Department: Public Health

d Opening Da oject Name:	ate: May 25, 2011 Dental Supplies	ARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
	PART B: SAMPLE PRICING ESCRIPTION	CAVICIDE TOTAL CARE DISINFECTANT 13-1000 HS 640-0012	CAVICIDE TOTAL CARE DISINFECTANT 13-1000 HS 640-0012 640-0012	CAVICIDE TOTAL CARE DISINFECTANT 13-1000 HS 640-0012 E03-0100
4. B	ANUFACTURER PART NUMBER: IDDER'S PART NUMBER: RICE LIST COST (before Discount or Mark-up): ITY'S COST (after Discount or Mark-up or Net):	9541200 \$29.95 \$18.37 SHOFU AMALGAM AND METAL	\$31.99 \$26.23 SHOFU AMALGAM AND METAL POLISHING MINI POINT BROWNIE	\$24.95 \$23.70 SHOFU AMALGAM AND METAL POLISHING MINI POINT BROWNIE 0413 HS 195-9857
	DESCRIPTION MANUFACTURER PART NUMBER:	POLISHING MINI POINT BROWNIE 0413 HS 195-9857 8883300	0413 HS 195-9857 195-9857 \$25.99	\$23-0880 \$22.10
5.	BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net):	MIDWEST DIAMONDS FOR HIGH	\$21.31 MIDWEST DIAMONDS FOR HIGH SPEED HAND PIECES ROUND	SPEED TIMES
A TOTAL CONTRACTOR OF THE CONT	DESCRIPTION	SPEED HAND PIECES ROUND :801 DIAMETER 018 FG COURSE 47100 HS 772-4045	MANUEL COLLES	47100 HS 772-4045 H58-1322
6.	MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up or Net	9974320): \$31.70 \$24.23	\$38.95 \$31.94	\$29.05 \$27.60
	PRICE LIST COST (before Discount of Mark-up or Net CITY'S COST (after Discount or Mark-up or Net	formation only and does not consti	tute actual award/execution of con-	





3id Opening Date: May 25, 2011

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ect Name	e: Dental Supplies	DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
	PART B: SAMPLE PRICING DESCRIPTION	FUJI I GLASS LONOMER LUTING CEMENT GC 000136 HS 333-5075	FUJI I GLASS LONOMER LUTING CEMENT GC 000136 HS 333-5075 333-5075	FUJI I GLASS LONOMER LUTING CEMENT GC 000136 HS 333-5075 G05-0141
7.	MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net):	9537051 \$130.50 \$95.05	\$133.99 \$109.87 DYRACT EXTRA UNIVERSAL COMPOMER RESTORATIVE-DENSPL	\$109.10 \$103.65 DYRACT EXTRA UNIVERSAL COMPOMER RESTORATIVE-DENSPI
	DESCRIPTION	CAULK 0.25 GM. 685405 HS 222-3968	CAULK 0.25 GM. 685405 HS 222-3968 222-3968	685405 HS 222-3968 C22-2154
8.	MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net)	8131374 \$122.05 \$88.76 REVOLUTION FORMULA 2	\$122.99 \$100.85 REVOLUTION FORMULA 2	\$101.85 \$96.76 REVOLUTION FORMULA 2 KERR KYBRID COMPOSITE
	DESCRIPTION MANUFACTURER PART NUMBER:	KERR HYBRID COMPOSITE 29494 HS 123-1948	KERR HYBRID COMPOSITE 29494 HS 123-1948 123-1948	29494 HS 123-1948 E03-0150
G)	BIDDER'S PART NUMBER:	9541283): \$73.95 t): \$54.59 Information only and does not constitution	\$74.99 \$61.49	\$62.65 \$59.52





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Solicitation #: 2011-182 Department: Public Health

ect Nam	e: Dental Supplies	DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
	PART B: SAMPLE PRICING	ETCH-RITE ETCHING GEL	ETCH-RITE ETCHING GEL	ETCH-RITE ETCHING GEL PULPDENT BULK PACKAGE
M NO.	DESCRIPTION	PULPDENT BULK PACKAGE	PULPDENT BULK PACKAGE ET-24 HS 384-9012	ET-24 HS 384-9012 P88-0058
	MANUFACTURER PART NUMBER:	ET-24 HS 384-9012 8790722	384-9012 \$61.99	\$53.50
1	BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up):	\$69.95 \$46.89	\$50.83	\$50.83 HU FRIEDY ELEVATOR
	PRICE LIST COST (before blooding and in the price of the	HU FRIEDY ELEVATOR	HU FRIEDY ELEVATOR (CRYER) SIZE : 44 SMALL	· (CRYER) SIZE: 44 SMALL
	DESCRIPTION	(CRYER) SIZE : 44 SMALL E44 HS 586-4019	E44 HS 586-4019 586-4019	E44 HS 586-4019 H55-0600
11.	MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER:	8430782	\$59.79	\$54.89 \$52.15
. :	COST (before Discount of Wark-up).	\$47.80	\$49.03 S SYBRON ENDO TWISTED FILE	S SYBRON ENDO TWISTED FILE
	CITY'S COST (after Discount of Mark up of	SYBRON ENDO TWISTED FILE: TAPER .08 TIP.25 23MM		TAPER .08 TIP.25 23MM 822-8253 HS 123-8390
	DESCRIPTION MANUFACTURER PART NUMBER:	822-8253 HS 123-8390	822-8253 HS 123-8390 123-8390	N/A
12.	E-PERIC BART MIMBER:	8228253 \$61.75	\$59.99	
Company of the Compan	PRICE LIST COST (before Discount or Mark-up CITY'S COST (after Discount or Mark-up or Net	/-	\$49.19	act.





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		DARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
EM NO.	PART B: SAMPLE PRICING H DESCRIPTION	POINTS STANDARDIZED (AAE/ISO SIZE #40)	HENRY SCHEIN GUTTA PERCHAI POINTS STANDARDIZED (AAE/ISO SIZE #40) HS 100-2705	(AAE/ISO SIZE #40) HS 100-2705
. 1	MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER:	HS 100-2705 9514335 \$8.20	120-2705 \$9.49 \$7.78	P23-4122 \$6.95 \$6.60
	PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net):	\$3.88 CREST CAVITY PROTECTION TOOTHPASTE PROCTOR AND	CREST CAVITY PROTECTION	CREST CAVITY PROTECTION TOOTHPASTE PROCTOR AND GAMBLE .852 OZ.
14.	DESCRIPTION MANUFACTURER PART NUMBER:	GAMBLE .852 OZ. 84912880 HS 109-7645 N/A	84912880 HS 109-7645 109-7645 \$23.99*	84912880 HS 109-7645 N/A
	BIDDER'S PART NUMBER: PRICE LIST COST (before Discount or Mark-up): CITY'S COST (after Discount or Mark-up or Net):	HELIOSEAL LIQUID 8GM.	\$21.59 HELIOSEAL LIQUID 8GM. 533298AN HS 945-5782	HELIOSEAL LIQUID 8GM. 533298AN HS 945-5782
15.	DESCRIPTION MANUFACTURER PART NUMBER: BIDDER'S PART NUMBER:	533298AN HS 945-5782 9536008	945-5782 \$129.49	V40-0290 (KIT) \$121.65 \$115.57
red constraint of the	PRICE LIST COST (before Discount or Mark-up) CITY'S COST (after Discount or Mark-up or Net)		\$106.18 (*SEE BID PRICING DETAILS SHEE	T) (LIQ. ONLY 8G - V40-0295 - \$87.95 - \$





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	ARBY DENTAL SUPPLY, LLC JERICHO, NY	HENRY SCHEIN, INC. MELVILLE, NY	PEARSON DENTAL SUPPLIES, INC. SYLMAR, CA
OPTION TO EXTEND THE TERM OF THE AGREEMENT THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.		X NET - 30 DAYS	X NET - 30 DAYS
NO OPTION OFFERED PAYMENT TERMS: BIDDER AGREES TO ACCEPT PAYMENT BY	NET - 30 DAYS YES NO X		YES X NO
PROCUREMENT CARD: BIDDER'S PROMISED DELIVERY:	3	2 - 5 STOCKED ITEMS 24 (SEE ATTACHED	3 24
Within consecutive calendar days Within hours or overnight after receipt of verbal order in cases of emergency	NONE STATED SHALL PREVAIL. A DELIVERY DATE LATER BIDS	"BID PRICING DETAILS" SHEET	NO BIDS: 0
BIDS RECEIVED: 3	formation only and does not cons	stitute actual award/execution of conf	tract.

BioMediCo Dental 6216 Gateway Blvd East El Paso, TX 79905

Patterson Dental 1031 Mendota Heights Saint Paul , Minnesota 55120 Pearson Dental Supply 13161 Telfair Avenue Sylmar, California 91342

Darby Dental 3300 University Drive Suite 250 Coral Springs, Florida 33065 Henry Schein Inc. 135 Duryea Road Melville, New York 11747