

ADDENDUM #001

Solicitation Number: FDC ITB-18-020
Solicitation Title: Mattresses and Pillows
Opening Date/Time: August 22, 2017 at 2:00 p.m. (Eastern Time)
Addendum Number: 001

Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the 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.

Please be advised that the changes below are applicable to the original specifications of the above referenced solicitation. Added or new language to the ITB is highlighted in **yellow**, while deleted language has been struck.

This Addendum includes the Department's answers to written questions received.

This Addendum also includes the following revisions:

Change No. 1:

A change to Section 1.5 to revise the below:

1.5 Specifications

The specifications for the mattresses and pillows sought under this ITB, and resulting Contract, are indicated below.

Mattresses must:

- a. Have an outer cover constructed of heavy-duty, 3-ply vinyl, with a cut and tear resistant scrim backing middle layer;
- b. Have a double-needle, lock-stitch-sewn seam with heavy-gauge nylon thread;
- c. Have a fluid and stain resistant cover, which is easy to clean and disinfect;
- d. Have an outer cover clear in color;
- e. Have a core constructed with 90% cotton fibers encased in a fabric cover;
- f. Be certified to meet the following minimum flame resistant standard: 16 CFR 1633 standard for the flammability (open flame) of mattress;
- g. Be the size 30" x 75" x 4"; and
- h. Be able to provide a minimum of 1,000 units monthly with statewide replacement of all mattresses in approximately 8.5 years.

Pillows must:

- a. Be separate from mattress, and be standard sized measuring 20" x 26";
- b. Have an outer cover constructed of heavy-duty, 3-ply vinyl, with a cut and tear resistant scrim backing middle layer;
- c. Have a fluid and stain resistant cover, which is easy to clean and disinfect;
- d. Have an outer cover clear in color;
- e. ~~Be certified to meet the following minimum flame resistant standard: 16 CFR 1633 standard for the flammability (open flame) of mattress~~ Have a cotton core with fire resistant cover and filling to include ticking with outer clear cover; and

- f. Be able to provide a minimum of 1,000 units monthly with statewide replacement of all pillows in approximately 8.5 years.

The successful Bidder shall furnish the products specified, or Department-approved equivalent. Requests for approved equivalents must be submitted in writing to purchasing@fdc.myflorida.com prior to the deadline for questions included on Timeline.

Note: A full-size sample mattress and pillow must be submitted with Bid in order to be considered responsive.

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**Responses to Written Questions
FDC ITB-18-020
Mattresses and Pillows**

Question Number	Question	Answer
1	Can we bid on just pillows, or does it have to be both the pillows and mattresses?	Per Section 3.9, Basis of Award, a single award shall be made to the lowest responsive, responsible Bidder with the lowest Grand Total Price, as specified on Attachment I, Price Page. The Grand Total Price includes both the price for mattresses and pillows; therefore, you must bid on both items in order to be considered responsive.
2	Regarding the bid for mattresses and pillows, can you please advise who was awarded these items before and at what price?	These items were not previously awarded and are not currently on a Contract. They have been purchased at different prices from various Vendors, via an informal quoting process.
3	Is this bid for a 12 month contract?	Per Section 1.2, Contract Term and Renewal, a three (3) year Contract will be awarded, with the option of three (3) renewal years, or portions thereof, in accordance with Section 287.057(13), Florida Statutes (F.S.).
4	What is the name of the company that won the last bid for mattresses and pillows?	Please refer to the answer for question #2.
5	What is the last awarded price for the mattresses and pillows?	Please refer to the answer for question #2.
6	Under what circumstances can you allow for price increases?	<p>Per Section 2.1, Modifications after Contract Execution, the Bidder may request an equitable adjustment in the price(s) or delivery date(s), if the change affects the cost or time of performance. Such equitable adjustments require the express written approval of the Department. Requests for equitable adjustment are reviewed and considered on an individual basis dependent upon the circumstances, and there is no guarantee that an equitable adjustment will be granted.</p> <p>Per PUR 1000, Section 4(e), Equitable Adjustment, "The Customer may, in its sole discretion, make an equitable adjustment in the Contract terms or pricing if pricing or availability of supply is affected</p>

Question Number	Question	Answer
6 (Cont'd)		by extreme and unforeseen volatility in the marketplace, that is, by circumstances that satisfy all the following criteria: (1) the volatility is due to causes wholly beyond the Contractor's control, (2) the volatility affects the marketplace or industry, not just the particular Contract source or supply, (3) the effect on pricing or availability of supply is substantial, and (4) the volatility so affects the Contractor that continued performance of the Contract would result in a substantial loss."
7	Were the mattresses and pillows made in the USA or imported? If imported, please indicate country of origin where products were made.	Mattresses previously ordered from various companies were made in the USA.
8	Does the final product cost need to include the freight charges to each facility in Florida?	Per Attachment I, Price Page, Bids must be firm prices, and shall include all packaging, handling, shipping, and other applicable fees.
9	What delivery time are you looking for from time of order?	Per Section 2.4, Delivery, products shall be shipped to destination within 30 days after receipt of an order.
10	Can mattresses and pillows be manufactured outside the USA?	Yes, as long as the Vendor can provide consistent delivery of goods and meet the minimum specifications.
11	Will samples be returned to unsuccessful bidders?	Samples may be returned to unsuccessful bidders at the bidders' expense, upon request.
12	How will the successful bidder get paid for orders?	Per Section 2.10, Payment and Invoicing, the Department will compensate the successful Vendor for the delivery of commodities, as specified in Attachment I, Price Page. All charges must be billed in arrears, in accordance with Section 215.422, F.S. The Department requires a single invoice for each Purchase Order under which commodities were provided. The Bidder must include any and all supporting documentation, as well as its name, mailing address, tax

Question Number	Question	Answer
12 (Cont'd)		identification (ID) number/FEIN, Contract number, if applicable, and dates of service.
13	The bid is due by 9/22, correct?	No, that is incorrect. Sealed Bids are due and will be opened August 22, 2017, at 2:00 p.m., Eastern Time, per the Timeline in this ITB, which can be viewed at the following link: http://www.myflorida.com/apps/vbs/vbs_www.ad_r2.view_ad?advertisement_key_num=134474
14	We have only ever bid through the Federal government. Our business license is in the State of Florida. What sort of credentials do we need to bid on this project?	<p>Per Section 3.15, State Licensing Requirements, all entities defined under Chapters 607, 617 or 620, F.S., seeking to do business with the Department shall be on file and in good standing with the State of Florida, Department of State. If not currently registered with the Department of State, the successful Bidder has five (5) days to complete this registration upon submission of its Bid.</p> <p>Per Section 3.16, MyFloridaMarketPlace (MFMP) Registration, of this ITB, each Bidder doing business with the State of Florida as defined in Section 287.012, F.S., must register in the MFMP Vendor Information Portal (VIP) system, unless exempted under Rule 60A-1.030, Florida Administrative Code (F.A.C). State agencies shall not enter into an agreement for the sale of commodities or contractual services, as defined in Section 287.012, F.S., with any Bidder not registered in the MFMP VIP system, unless exempted by Rule. A Bidder not currently registered in the MFMP VIP system shall do so within five (5) days of award.</p> <p>Registration may be completed at: http://vendor.myfloridamarketplace.com. Those needing assistance may contact the MFMP Customer Service Desk at 866-352-3776 or vendorhelp@myfloridamarketplace.com.</p>

Question Number	Question	Answer
15	<p>The spec states the mattresses must “Have a core constructed with 90% cotton fibers encased in an inner cotton cover.”</p> <p>We have a denim cotton blend core but it’s not in a cotton cover, nor is it 90%. The blend is 70% cotton/denim and 30% binder. There are only 2 companies in the USA that make this product, one in Arizona and one in NC. The one in NC procures its raw bales of material from the one in AZ and it comes in already mixed they just pick it and run it through their line to thermally bond it.</p> <p>The other company that also makes cotton does have a 90% cotton blend. I spoke with them, they have provided Pride of Florida cotton for mattresses for a while, however the wording on the specification “encased in an inner cotton cover” is something they do not do for them and they feel may be misworded in some way. The company can add a layer of polypropylene onto some of its cotton but not what it has done for Pride in the past and that added layer only adds cost not quality.</p> <p>My experience with Pride of Florida is that they used mostly polyester fiber cores, which would result in a much lower cost for the mattresses than using cotton would.</p> <p>If we could get clarity from the Department on what color the cores should be that would help a lot.</p>	<p>To the extent Question #15 requests an approved alternative, this request is approved. There is no preference on the core color.</p>

Question Number	Question	Answer
16	<p>16 CFR 1633 may need to be removed from the pillow specification.</p> <p>As for the pillows- 16 CFR 1633 is a mattress test, it's not for pillows. The test is very specific in being a mattress test they even state in the spec "standard for flammability (open flame) of mattresses" further referenced on the CPSC website- https://www.cpsc.gov/PageFiles/95861/mattsets.pdf in order to bid this honestly, 16 CFR 1633 needs to be removed from the pillows specification.</p>	Please refer to Change No. 1 of this Addendum.
17	<p>The clear cover is skewed. 3-ply vinyl has the scrim in the middle, it would in our humble opinion serve no purpose to be on the back and the correct scrim wouldn't adhere to the back, it has to be sandwiched between two sheets of vinyl to be effective. We feel like we know most if not all of the suppliers have no knowledge of a clear with the scrim on the back.</p> <p>Also in reference to the pillows and the mattresses cover the spec states-</p> <p>"Have an outer cover constructed of heavy-duty, 3-ply vinyl, with cut and tear resistant scrim backing"</p> <p>The clear vinyl is 3-ply, the scrim is in the middle. No one has scrim backing on the clear to my knowledge all of the clear is one ply of vinyl laid over a scrim and then a layer of vinyl is applied, sandwiching the scrim in the middle of the vinyl. The scrim would have no strength or anything if added to the back of the vinyl.</p>	The 3-ply vinyl should consist of three (3) layers with the scrim in the middle. Please refer to change No. 1 of this Addendum.

Question Number	Question	Answer
18	<p>We would strongly prefer to know how many we will ship to each location including the zip code for each location in order to budget the freight costs.</p> <p>The other variable in this would be, where we would be shipping to, estimated quantities and complete addresses for each location are needed.</p>	<p>Per Section 1.6, Estimated Quantity, an estimated annual quantity is listed in Attachment I, Price Page. The quantity listed herein is an estimate, given only as a guideline for preparing a Bid, and should not be construed as representing actual quantities to be purchased under any resulting Contract.</p> <p>The actual number of mattresses and pillows required by each facility is not yet known; therefore, we cannot provide an exact number for each location at this time.</p> <p>Please refer to Attachment II, Delivery Locations, for a complete list of locations which may require mattresses and pillows. Complete addresses are provided.</p>
19	<p>We would also need to know about any rules or regulations in regards to deliveries that could affect the price to ship the mattresses.</p>	<p>Per Section 2.4, Delivery, deliveries are received at each facility's warehouse during the normal business hours of 8:30 a.m. and 4:00 p.m.</p>
20	<p>Is the Department requesting a price that is good for 8.5 years?</p> <p>We also need to understand if there is a requirement to hold the price for 8.5 years, because at the rate materials, freight and labor increase, pricing will have to be higher out of the gate than it would be for a year or two contract to help offset any possible increases along the way. Did we miss anything in the Invitation to Bid that would allow for us to increase prices each year?</p>	<p>Please refer to the answer for question #3 regarding the number of years of the resultant Contract.</p> <p>The Bid should contain a price to cover the term of the Contract. As noted in the answer to question #6, a request for equitable adjustment may be made and will be considered, dependent upon circumstances.</p>
21	<p>Do you want striped ticking inside the clear cover? Assuming that the purpose is so security staff can see inside the mattress, the specifications are written indicating an old style cotton core inside a clear mattress, which gives no advantage of being clear.</p>	<p>Striped ticking is acceptable with a clear cover.</p>

Question Number	Question	Answer
22	Do you want a clear cover with a cotton core? Our clear mattresses are normally manufactured with a foam core.	Yes, please ensure a clear cover with a cotton core.
23	What are the core specifications for the pillow? Specifications do not include ticking or core requirements.	Please ensure a cotton core with a fire resistant cover and filling, to include ticking with outer clear cover.
24	Can you provide me with the current Vendor and pricing and/or a previous bid tabulation?	Please refer to the answer for question #2.
25	Can we submit more than one option for the mattress?	Yes, each Vendor may submit more than one option, if desired. However, these must each be separate Bids containing all mandatory documentation as outlined in Section 2.5, Mandatory Documentation.
26	Is it ok for the pillow and mattress samples to arrive separately as long as they are marked appropriately?	Yes, as long as the items are appropriately marked and arrive by the deadline listed in the Timeline, they may arrive separately.
27	It says the mattresses must be submitted with the Bid. Just double checking they can arrive by Fedex Courier and the mattress through a different service.	Yes, the items may be shipped using different couriers. However, please refer to the Timeline to ensure all items are received by the Bid Opening.
28	Can you tell me what all I need to put in my request to submit an equivalent mattress request?	<p>Per Section 1.5, Specifications, requests for approved equivalents must be submitted in writing to purchasing@fdc.myflorida.com prior to the deadline for questions included on the Timeline.</p> <p>All pertinent information, including specifications, of the requested equivalent should be submitted for review by the Department.</p>

Question Number	Question	Answer
29	Bob Barker Company is requesting permission to submit an alternative mattress (equal or better) to the specifications written for FDC ITB-18-020. Our mattress has sealed seams and a poly core. The sealed seams are our most “secure” type of finishing for mattresses offered and also prevents bed bug problems.	The request for an approved equivalent has been denied. The Department is seeking a cotton blend core, not foam or polyester.
30	Please specify the color of the core and what exactly “cotton encased in cotton cover” means.	Mattresses should have a cotton core; there is no requirement on the core color or a cotton cover. Please see Change No. 1 of this Addendum.
31	Is 16 CFR 1633 applicable for the pillow specification? 16 CFR 1633 is a mattress test, it’s not for pillows. The test is very specific in being a mattress test they even state in the spec “standard for flammability (open flame) of mattresses” further referenced on the CPSC website- https://www.cpsc.gov/PageFiles/95861/mattsets.pdf in order to bid this honestly, 16 CFR 1633 needs to be removed from the pillows.	Please refer to the answer for question #16.
32	The clear cover specification is skewed 3-ply vinyl that has the scrim in the middle, it would serve no purpose to be on the back and the correct scrim wouldn’t adhere to the back, it has to be sandwiched between two sheets of vinyl to be effective. Please clarify whether the specifications are for a clear cover with scrim on the back.	Please refer to the answer for question #17.
33	Are the requirements for a price that is good for 8.5 years? Can we apply for a price change during the first 3 years?	Please refer to the answers for questions #3, 6 and 20.
34	Are there any regulations in regards to deliveries that could affect the shipping price?	No, please refer to the answer to question #19.