

Michael Skerritt
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September 19, 2025

MEMO

TO: Jodi DeLucia, Ph.D., District Superintendent

FROM: Michael Skerritt, Assistant Superintendent for Business Services & Operations



RE: **Dutchess BOCES Window Shades and Installation Bid #2526-23**

Recommend the acceptance of the bid offers from the following vendors for **Window Shades & Installation Bid #2526-23**. Each vendor offers a different brand of window shades, allowing the agency flexibility to choose the most suitable option for various spaces while ensuring compliance with safety and functionality requirements.

- **Gato Flooring** (Utica, NY)
- **Indoff** (St. Louis, MO)
- **Standard Textile** (Cincinnati, OH)
- **The Best Shades** (Paramus, NJ)

The contract period is from **October 15, 2025, through October 14, 2028**, with the option of two (2) one-year extensions.

MS/cb
attachments

Dutchess BOCES RFB 2526-23 Window Shades & Installation
 Contract Period: October 15, 2025 through October 14, 2028
 with the option of two (2) one-year extensions

Awarded Vendors

Vendor	Contact Information	Brand(s) Offered
Gato Flooring	Marcos Estrada mestrada@gatoflooring.com 518-779-5621	Graber Nightfall/Essential Graber Standard Weave 1% and 3%
Indoff	Jermaine Stevens jermaine.stevens@indoff.com 845-797-1577	Porter Preston Pristine
Standard Textile	Josh Minkove jminkove@standardtextile.com 917-693-1559	Precision Shade Draper NEXD Newton Lite Lift Solution
The Best Shades	Yuliya Gimadiev yuliya@thebestshades.com 212.470.7200 ext 700	Rollease Acmeda 3000 net Rollease Acmeda KLEENSCREEN Rollease Acmeda 30GDD series Rollease Acmeda Darksource Rollease Acmeda Tempe Rollease Acmeda Meridian

Pricing Proposal

A. Product Pricing (Supply Only)

Item Description | Model/Series | Unit Cost | Notes

Quoted shades are from Graber Model Series Nighfall/Essential and Standard Weave in 1 and 3% openness

Notes:

- **Per bid request, sizes and opening will vary, hence pricing provided below is calculated by the square feet.**
- **No valance included**
- **All tensioners meet WCMA standards for continuous loop control**

Blackout Shades | Graber Nightfall/Essential/60001/R6001/White Duplex | \$6.09 SF

Blackout Shades | Graber Nightfall/Essential/60003/R6003/Creamy Beige | \$6.09SF

Blackout Shades | Graber Nightfall/Essential/60005/R6005/Smokey | \$6.09 SF

Solar Shades 1% Openness | Graber Standard Weave S-100/47901/Calcite | \$6.09 SF

Solar Shades 1% Openness | Graber Standard Weave S-100/47902/Daikon | \$6.09 SF

Solar Shades 1% Openness | Graber Standard Weave S-100/47904/Once | \$6.09 SF

Solar Shades 3% Openness | Graber Standard Weave S-300/48201/Calcite | \$6.09 SF

Solar Shades 3% Openness | Graber Standard Weave S-300/48202/Daikon | \$6.09 SF

Solar Shades 3% Openness | Graber Standard Weave S-300/48204/Once | \$6.09 SF

Notes:

A valance can be added to any shade for an additional \$27.00 to \$47.00 depending on width

Calcite is a white fabric

Daikon is a beige fabric

Once is a gray fabric

Smokey is a gray fabric

Additional Colors Available:

Smoke/Platinum Chocolate/Linen Ebony/Linen Ebony/Stone

Solar Window Shade (per Attachment 1 specs) | | Pricing Example | No Valance

Blackout Shade | Graber Essential/60001.3.5 | 80" by 76" | \$257.13

Solar Shades | 1% Openness | Graber Standard Weave/47901.2.4 | 35" by 76" | \$112.50

Solar Shades | 3% Openness | Graber Standard Weave/48201.2.4 | 35" by 76" | \$112.50

Gato Flooring LLC
RFB Number: 2536-23

Gato will provide measurement and fabrication services to ensure proper fit.

Pricing Proposal Continue

Labor Pricing:

Hourly Labor Rate: \$136.80 per hour per installer

- minimum two installers needed for safe installation
- includes all labor, tools and equipment

Minimum Labor Charge (if applicable): \$1,094.40

- (half day mobilization for two installers)
- Includes: (travel, mobilization, setup, etc.)

Any additional hours passed the minimum labor charge will be billed at the hourly labor rate: \$136.80

Weekend and overtime rates: \$192.88

Note: weekend and overtime work must be approved and authorized in writing by owner (no exceptions)

DUTCHESS BOCES RFB 2526-23

MINIMUM DISCOUNT OF CURRENT MSRP
LABOR PER HOUR 32%
\$165.00
MINIMUM LABOR CHARGE 3HRS or \$495

SHIPPING CHARGES
FREE FREIGHT ON BLINDS UNDER 90".
BLINDS OVER 90" FREIGHT IS QUOTED

FABRICS



References

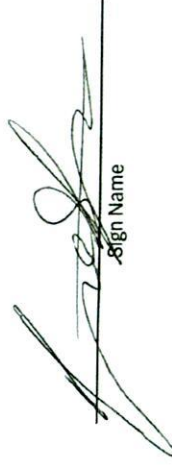
Maritza Figueroa
Administrative Assistant
Middletown Thrall Library
11-19 Depot Street
Middletown, NY 10940
(845) 341-5486

Cynthia Rolon
Procurement Manager
SUNY Orange
115 South Street
Middletown, NY 10940
845-341-4852

Sheila Parks
Special Assistant
Sullivan County District Attorney
14 Bushnell Avenue
Monticello, NY 12701
office: 845-807-0630

Larger projects are subject to deeper discounts than 32% of MSRP
Any changes to MSRP List will be submitted to Boces immediately upon release
Labor will be quoted prior to job but need to be adjusted based on actual time spent on job
Minimum Labor Includes travel, mobilization, setup, and hourly rate
Labor is quoted for normal business hrs as requested

Jermone Steuers
Print Name


Sign Name

Product Information

The pricing section reflects the following options with some additional information. Aside from what we have priced out we also offer blinds (that confirm with new safety regulations), drapery (blackouts, sheers, and hardware), additional manual shade manufacturers, and motorized shades.

Precision Shade – Great option for smaller windows and operates without any chains or cords. The product is a hand drawn shade with a spring assist. This product comes in a variety of options from openness (blackout – 10%) to sustainable and eco-friendly options.

Draper NEXD – This manual shade is a great value from a warranty and price perspective. The shade is chain operated and has been installed at multiple Dutchess BOCES projects. This product comes in a variety of options from openness to sustainable and eco-friendly options.

Newton Lite Lift Solution – This elegant new to market manual shade eliminates chains and cords while being ADA compliant without the need for motorized shades. The Newton shade also meets security and lock-down requirements from schools to create complete blackout and privacy in seconds. Standard Textile manufactures this product and has exclusive distribution rights in the healthcare and education segments.

Installation : Hourly Rates	
New York Prevailing Wages	
Description	Price
Hourly Rate - 2025	\$142.26
Hourly Rate - 2026	\$158.53
Hourly Rate - 2027	\$167.82
Trip Charge - Per Day	\$303.88
Installation : Hourly Rates	
If a project consists of 35 shades or more the project will require additional mobilizations.	
Installation requires clear access with no obstrucions.	
Pricing does NOT include lifts or scaffolding. Any shades mounted above 10' AFF will need to have lifts/scaffolding quoted.	



Bid Cover Letter

The Best Shades LLC
159 Road 4, Unit 3
Paramus, NJ 07652
edu.thebestshades.com

09/15/2024

To:
Dutchess BOCES – Purchasing Department
Attn: Michael Maher, Purchasing Agent
5 BOCES Road
Poughkeepsie, NY 12601

Re: RFB #2526-23 – Window Shades and Installation

Dear Mr. Maher,

On behalf of The Best Shades LLC, I am pleased to submit our proposal for RFB #2526-23 – *Window Shades and Installation*. We are a New York State, New York City, and New York City School Construction Authority (SCA) certified MWBE vendor with extensive experience delivering custom window treatments to educational facilities, public agencies of NYC and NY State, and higher education institutions, including over 100 schools and Columbia University under a 3 year contract.

Scope of Services & Experience

We specialize in furnishing and installing of all types of custom roller shades, blinds, drapery, skylight coverings, stage curtains, and custom window tinting. We are bonded and our field teams are OSHA-certified, fully insured, and trained to minimize disruption to school operations while ensuring NFPA 701 compliance and child-safe operation standards.

Labor, Installation & Service Model

- **Inclusive Labor Pricing:** Our labor rates include not only installation, but also removal and disposal of existing shades, delivery, handling, and all overhead costs associated with installation.
- **Minimum Charge Policy:** A minimum service charge of **\$390 (equivalent to three labor hours)** applies to site visits for measurements, assessments, repairs, or

Email: info@thebestshades.com

Tel: 212.470.7200



installations (excluding parts and products).

- **Site Assessment & Measurements:** Professional site assessments and field measurements are included **at no separate charge** if a purchase order (PO) is issued within 30 days of the quote.
 - If no PO follows within that timeframe, the site visit will be invoiced at the **\$390 minimum rate**, which covers up to three labor hours of service. Parts and products, if required, are billed separately.
- **Repairs & Service Calls:** For repair requests, labor is billed at \$130/hour with the same minimum service charge. Any required replacement parts will be invoiced in addition.

Warranty & Service Commitment

- **One-Year Company Warranty:** Effective from the date of installation, covering natural defects in workmanship and materials.
- **Brand Warranty:** Manufacturer warranties are extended alongside our company coverage, ensuring additional protection against natural product defects and will depend on the brand.
- **Exclusions:** Misuse, abuse, modifications, or damage outside of normal use are not covered.

THE BEST SHADES

Pricing & Payment Terms

The Name Says It All

- **Product Pricing:** Our pricing chart (enclosed) covers all materials, fabrics, hardware, and components required for a complete system.
- **Labor Rate:** \$130 per hour, prevailing wage compliant, with a \$390 minimum service charge as outlined above.
- **Catalog Discount:** We are offering **15% off our published catalog price list**.
- **Payment Terms:** Standard Net 45. We additionally offer a **5% discount for payments made within 15 days (Net 15)**.

Compliance & Documentation

Enclosed with this submission are all required documents, including:



THE BEST SHADES
The Name Says It All

- IRS Form W-9
- Certificate(s) of Insurance (per RFB requirements)
- NYS DOL Contractor Registration Certificate (PRC# 2025010584)
- Completed Certifications Packet (Responsibility Questionnaire, Non-Collusion, Iran Divestment Act, Sexual Harassment Compliance, Conflict of Interest)
- Pricing schedule, product brochures, cut sheets, and technical datasheets
- Warranty documentation
- References from educational and public-sector clients

We appreciate the opportunity to submit this proposal and look forward to partnering with Dutchess BOCES to deliver high-quality, safe, and cost-effective window treatment solutions.

Sincerely,

YULIYA GIMADIEV

THE BEST SHADES

CEO

P. 212.470.7200 EXT 700

yuliya@thebestshades.com

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MWBE & DOE VENDOR

FAMIS #THE616163

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