

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Maintenance, Repair, and Operation Supplies & Equipment- (JIT)
Just in Time – ESC Region 19 Purchasing Cooperative

RFP NUMBER: 12-6838

RFP OPENING DATE: August 28, 2012

CONTRACT TERM: Date of award until August 31, 2013 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by Region 19 until August 31, 2014)
(Extended by Region 19 until August 31, 2015)

FUNDING SOURCE: Various

RFP's ISSUED: 44

RESPONSES: 16

ADVERTISEMENT DATES: August 5th & 12th, 2012

BOARD MEETING DATE: October 18, 2012

RECOMMENDED FOR AWARD

APCO Building Specialties
Border Construction Specialties
Consolidated Electrical Distributors
Desert Drywall Inc. (HUB Qualified)
Dunn-Edwards Corporation
El Paso Bolt & Screw, Inc. (HUB)
Ewing Irrigation Products
Kalisch Steel Corp. (HUB Qualified)
Kelly Brothers
R.S. Hughes Co., Inc.
Russell Signer, Inc.
SIXT, Inc, dba. Johnstone Supply
Sherwin Williams Company
Southwestern Industrial Fasteners (SWIFCO)
Univar USA
Wholesale Building Materials Company

TOTAL (estimated) \$250,000.00 / year

EXPLANATIONS:

Award of this contract will enable Region 19 Purchasing Cooperative members to procure MRO supplies and related goods and services as required during the contract period from a pool of established vendors. Depending on each coop member's procurement policy, it is recommended that on any purchases exceeding \$2,500 that a minimum of three (3) written quotes be taken for each purchase. Factors reviewed and considered for this multiple award included purchase pricing, vendor's reputation, quality, ability to meet coop member's needs, past relationship with coop members. This dollar amount will be set by each Purchasing Coop member when utilizing this contract.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Nancy Tinoco
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

APCO Building Specialties Co., Inc.

Thomas Buck
4737 Osbourne Dr.
PO BOX 12807
El Paso, TX
915-584-9424
Fax: 915-833-7587
www.apcobuildingspecialties.com / tbuck117@apcoinc.net

Border Construction Specialties

Erik Mazurski Jeff Becker (as of 10/22/2013)
5623 E. Paisano Dr.
El Paso, TX 79925
877-386-4651 / 915-207-6195 / 915-566-1688
Fax: 915-772-3525
chernandez@bordercorp.com / www.bordercorp.com / jbecker@bordercorp.com

Consolidated Electrical Distributors

Gary Surber
11500 Rojas Drive, Suite 5
El Paso, TX 79936
915-592-8800
Fax: 915-592-4338
surberg@ced-elp.com

Desert Drywall (HUB Qualified)

Javier Diaz, Sr.
P.O. Box 11158
El Paso, TX 79995
915-921-8969
Fax: 915-921-8967
ddrywall@elp.rr.com

Dunn-Edwards Corporation

Montgomery Lewis
4885 E 52nd Pl.
Los Angeles, CA 90058
1-800-DE PAINT
Fax: 915-585-7699
www.dunnedwards.com
Local- Nathan Gordon 915-328-5686 / 915-585-7694
Local- Oscar Ochoa 915-855-7535
Local- Miguel Baray 915-585-7694

El Paso Bolt & Screw Company, Inc. (HUB)

Robert Salome
7058 Alameda Avenue
El Paso, TX 79915
915-772-7491/ 800-992-2658
Fax: 915-772-3056
www.elpasobolt.com / epbolt@aol.com

ORDER INFORMATION:

Ewing Irrigation Products

Ken Futrell
3630 Durazno
El Paso, TX 79905
915-588-0285 / 915-551-9530
Fax: 915-577-9191
kfutrell@ewing1.com

Kalisch Steel Corp. (HUB Qualified)

Alfonso De La Cruz
7250 B. Brogan
El Paso, TX 79915
915-599-2044
Fax: 915-599-2045
acruz@kalischsteel.com

Kelly Brothers

Kevin Schatzman
115 Montoya Ste. C
El Paso, TX 79932
915-585-1855
Fax: 915-585-1856
kschatzman@kellybros.com
Omar Zubia 915-207-6669

R.S. Hughes Co., Inc.

~~Ruben Torres~~ Jonathan Saucedo (as of June 2015)
1410 Gail Borden Pl. Ste. A-1
El Paso, TX 79935
915-593-5533 / 1-877-RS HUGHES
Fax: 915-593-5571
www.rshughes.com / elpaso@rshughes.com / jsaucedo@rshughes.com

Russell Signer, Inc.

Carlos Martinez
7250 Copper Queen Ste. A
El Paso, TX 79915
915-779-3202
Fax; 779-3213
www.sigler.com / cmartinez@siglers.com

SIXT, Inc. dba. Johnstone Supply

Robert C. Tuttle
800 Tony Lama
El Paso, TX 79915
915-779-5736
Fax: 915-772-0381
www.johnstonesupply.com / store83@johnstonesupply.com

ORDER INFORMATION:

Sherwin Williams Co.

Mike Campos
1015 Eastside Rd.
El Paso, TX 79904
915-920-4762
Fax: 915-775-9759
swrep4762@sherwin.com / www.sherwin-williams.com

Southwestern Industrial Fasteners

Robert A. Fall
924 Tony Lama
El Paso, TX 79915
915-592-5859 / 800-592-5859
Fax: 915-592-2961
swifco924@aol.com / www.swiftco-ep.com
Linda Fall 915-592-5859 / Gloria Morse 915-592-5859

Univar USA

Jaime Lagos 915-309-3813
11076 Groder St.
Dallas, TX 75238
800-888-4897
Fax: 214-503-7903
www.pestweb.com / jaimelagos@univarusa.com

Wholesale Building Materials Co.

Gary Byers
1701 Magoffin
El Paso, TX 79901-1823
915-533-9721
Fax: 915-532-9239
kkellwbmco@yahoo.com

SPECIAL CONDITIONS:

1. This contract will be utilized by Region 19 ESC Purchasing Cooperative Members in El Paso and the surrounding counties including Southern New Mexico.
2. Please check the commodity groups you wish to be considered for on the proposal.
3. In compliance with the Prompt Payment Act, vendors will be paid within 30 days or less after proper receipt of invoicing for goods and services received.
4. All goods will be picked up unless otherwise stipulated by the Region 19 Purchasing Cooperative Members.
5. Vendors agree to accept authorized Purchase Orders unless otherwise stipulated in the response by the vendor at the time of RFP submission.
6. MRO (Maintenance, Repair, and Operation) will be for JIT (Just-in-Time) pickup or delivery on this contract.
7. If no discount is available from retail pricing, insert 0% below. Any discounts submitted must be shown on all invoices for all Region 19 Coop Members upon checking out from the store or pickup location.
8. Price lists for certain commodities may be asked for after submissions to confirm the best value for the school districts... ie a 10% discount may be a more competitive rate than a 25% discount depending on the retail pricing.
9. Award basis for this will be 50% pricing, 15% location, and 10% customer billing, and 25% selection and variety for each category and other factors determined to be in the best interest of the Purchasing Cooperative.

SPECIAL CONDITIONS:CONT

10. While this contract is for JIT orders, it is not intended for supply purchases that would exceed \$25,000 for a specific project. The intent is that impromptu purchases required for daily maintenance can be purchased as required.
11. Vendors will provide on company letterhead the process they use for billing discount government and Region 19 Purchasing Cooperative accounts.
12. Awarded vendors will be provided a listing of all Region 19 Purchasing Cooperative members and by responding to this proposal, if awarded, the vendor agrees to advise and provide discounts to all members when presented with a purchase order.

BID RESPONSE FORM:

❑ **Lot 1-Air conditioning equipment & Related Supplies**

Six T, Inc. dba. Johnstone Supply - 47% discount from retail
Russell Sigler, Inc. - 10% discount from retail

❑ **Lot 2-Blinds, shades, and window supplies**

No bid

❑ **Lot 3-Cement, bricks, and Supplies**

Border Construction Specialties – 20% discount from retail
Desert Drywall, Inc. - 15% discount from retail
Kalish Steel Corp. - 10% discount from retail (steel, rebar angles, flat bar, plates, HSS, channels)
Wholesale Building Materials Company – 0% discount from retail

❑ **Lot 4-Electrical & Related Supplies**

Six T, Inc. dba. Johnstone Supply - 47% discount from retail

❑ **Lot 5-Flooring, carpet, and Related Supplies**

The Sherwin Williams Company - 45% discount from retail

❑ **Lot 6-Hand Tools and Related Supplies**

Border Construction Specialties – 20% discount from retail
Desert Drywall, Inc. - 25% discount from retail
El Paso Bolt & Screw Co., Inc. – 40% discount from retail
Desert Drywall- 48% discount from retail
Six T, Inc. dba. Johnstone Supply - 47% discount from retail
Southwestern Industrial Fasteners- 0-37.5% from retail depending on brands
Wholesale Building Materials- 0% from retail

BID RESPONSE FORM:

❑ Lot 7-Janitorial, Cleaning Products, and Related

Border Construction Specialties – 15% discount from retail
Desert Drywall, Inc. - 25% discount from retail
Southwestern Industrial Fasteners- 10% discount from retail

❑ Lot 8-Lamps, ballasts, and Lighting Supplies

Border Construction Specialties – 10% discount from retail
Consolidated Electrical Distributors ONC (CDE) - 80% discount from retail

❑ Lot 9-Lawn & Garden Equipment & Supplies

Border Construction Specialties – 15% discount from retail
Ewing Irrigation- 40% discount from retail
Southwestern Industrial Fasteners- 10% discount from retail
Univar USA - 10% discount from retail

❑ Lot 10- Locks, door knobs, keying, and Related

APCO Building Specialties Co., Inc.-25% discount from retail
Kelly Brothers – 30% discount from retail
Southwestern Industrial Fasteners- 0% discount from retail
Wholesale Building Materials- 0% from retail

❑ Lot 11- Lumber, Wood, and Related Supplies

Border Construction Specialties – 15% discount from retail
Desert Drywall- 25% discount from retail
Wholesale Building Materials- 0% from retail

❑ Lot 12- Nuts, bolts, and Related Hardware

Border Construction Specialties – 15% discount from retail
Desert Drywall - 25% discount from retail
El Paso Bolt & Screw Co., Inc. - 40% discount from retail
Southwestern Industrial Fasteners- 35% - 50% discount from retail depending on brand
Wholesale Building Materials- 0% from retail

❑ Lot 13- Paint and Related Supplies

Border Construction Specialties – 15% discount from retail
Desert Drywall- 48% discount from retail
Dunn Edwards- 51% discount from retail on Dunn Edwards paint products, volume pricing for Sundries and related products
The Sherwin Williams- 45% discount from retail price
Southwestern Industrial Fasteners- 0 - 30% discount from retail
Wholesale Building Materials- 0% from retail

BID RESPONSE FORM:

❑ **Lot 14- Plants & Landscaping Supplies**

Ewing Irrigation – 40% discount from retail

❑ **Lot 15- Plumbing Equipment, Parts, and Related**

Border Construction Specialties – 10% discount from retail
Ewing Irrigation – 40% discount from retail
Six T, Inc. dba. Johnstone Supply - 47% discount from retail
Wholesale Building Materials- 0% from retail

❑ **Lot 16- Roofing Supplies & Related**

Border Construction Specialties – 10% discount from retail
Desert Drywall- 25% discount from retail
Wholesale Building Materials- 0% from retail

❑ **Lot 17- Sheetrock Materials & Related Supplies**

Border Construction Specialties – 10% discount from retail
Desert Drywall- 25% discount from retail
Wholesale Building Materials- 0% discount from retail

❑ **Lot 18- Work & Safety Supplies**

R.S. Hughes Co., Inc. – 15% discount from retail

LIST LOCATION (S) OF ALL STOREFRONTS FOR WALK-IN TRAFFIC & SALES:

APCO Building Specialties Co., Inc.

4737 Osbourne Dr. El Paso, TX 79922
338 E. Sunset Rd. El Paso, TX 79922

Border Construction Specialties

5623 E. Paisano Dr. El Paso, TX 79925

Consolidated Electrical Distributors ONC (CDE)

11500 Rojas Dr. Ste. 5 El Paso, TX 79936

Desert Drywall

3926 Mountain Ave. El Paso, TX 79930

Dunn- Edwards Corporation

7930 N. Mesa St. Ste A5, El Paso, TX 79932,
1831 N. Zaragoza Ste. 201-3 El Paso, TX 79936

BID RESPONSE FORM:

LIST LOCATION (S) OF ALL STOREFRONTS FOR WALK-IN TRAFFIC & SALES:CONT

El Paso Bolt & Screw Co., Inc.

7050 Alameda Ave. El Paso, TX 79915

Ewing Irrigation Products

3630 Durazno El Paso, TX 79905

Kalish Steel Corp.

7250 B. Brogan El Paso, TX 79915

Kelly Brothers

115 Montoya Ste. C, El Paso, TX 79932

R.S. Hughes Co., Inc.

1410 Gail Bowden pl. Ste A-1, El Paso, TX 79935

The Sherwin Williams

1015 Eastside Rd.

5425 N. Mesa St.

9155 Dyer St. Ste D-5

10930 Pebble Hills Dr.

1452 N. Zaragoza rd.

Six T, Inc. dba. Johnstone Supply

800 Tony Lama, El Paso, TX 79915

Russell Sigler, Inc.

7250 Copper Queen Ste. A, El Paso, TX 79915

Southwestern Industrial Fasteners

924 Tony Lama, El Paso, TX 79915

Univar USA

None, out of town delivered straight to customers- local representative

Wholesale Building Materials Company

1701 Magoffin, El Paso, TX.

BID RESPONSE FORM:

TOTAL NUMBER OF EMPLOYEES:

APCO Building Specialties Co., Inc – 41 employees

Border Construction Specialties – 8 employees

Consolidated Electrical Distributors ONC (CDE) – 16 employees

Desert Drywall – 5 employees

Dunn- Edwards Corporation – 10 employees

El Paso Bolt & Screw Co., Inc. – 7 employees

Ewing Irrigation Products – 4 employees

Kalish Steel Corp. – 10 employees

Kelly Brothers – 3 employees

R.S. Hughes Co., Inc. – 7 employees

The Sherwin Williams – 26 employees

Six T, Inc. dba. Johnstone Supply – 10 employees

Russell Sigler, Inc.- 14 employees

Southwestern Industrial Fasteners – 8 employees

Univar USA – 250+ employees

Wholesale Building Materials Company – 12 employees

TOTAL NUMBER OF DELIVERY VEHICLES FOR DELIVERIES:

APCO Building Specialties Co., Inc – 10+ vehicles

Border Construction Specialties – 3 vehicles

Consolidated Electrical Distributors ONC (CDE) – 4 vehicles

Desert Drywall – 3 vehicles

Dunn- Edwards Corporation – 6 vehicles

El Paso Bolt & Screw Co., Inc. – 2 vehicles

Ewing Irrigation Products – 2 vehicles

Kalish Steel Corp. – 3 vehicles

Kelly Brothers – 3 vehicles

TOTAL NUMBER OF DELIVERY VEHICLES FOR DELIVERIES: (CONT)

R.S. Hughes Co., Inc. – None

The Sherwin Williams – 5 vehicles

Six T, Inc. dba. Johnstone Supply – 1 vehicle

Russell Sigler, Inc. - 2 vehicles

Southwestern Industrial Fasteners – 2 vehicles

Univar USA – None – commercial carriers used (UPS)

Wholesale Building Materials Company – 2 vehicles

\$ DOLLAR AMOUNT OF DAILY INVENTORY ON HAND:

On File

NAME OF CONTACT PERSON (S) INCLUDING PHONE NUMBERS, CELLULAR NUMBERS, AND FAX NUMBERS:

APCO Building Specialties Co., Inc - Louie Zubia 915-204-3718, Lindsay Holt 915-526-1810, Thomas Buck 915-443-2093

Border Construction Specialties – Carlos Hernandez 915-207-6195

Consolidated Electrical Distributors ONC (CDE) – Gary Surber 915-433-7627, Jen Rosenthal 915-238-4821, Alex Primero 915-582-8800

Desert Drywall – Juan Diaz 915-921-8969, cell 915-892-4632 - ddrywall@elp.rr.com

Dunn- Edwards Corporation – Nathan Gordon - cell - 915-328-5686, 915-585-7694 / Oscar Ochoa 915-855-7535 / Miguel Baray 915-585-7694

El Paso Bolt & Screw Co., Inc. – Robert A. Salome 915-772-7491, cell – 915-433-1777

Ewing Irrigation Products – Ken Futrell – cell – 915-588-0285, office 915-544-7575

Kalish Steel Corp. – Alfonso De La Cruz 915-599-2044, cell 915-539-9570

Kelly Brothers – Kevin Schatzman 915-497-7880, Omar Zubia 915-207-6669 Fax: 915-585-1856

R.S. Hughes Co., Inc. – ~~Ruben Torres~~ 915-593-5533, Jose Luis Valenzuela 915-593-5533 (cell) 915-526-7603, Fax: 915-593-5571 / Jonathan Saucedo jsaucedo@rshughes.com

The Sherwin Williams – Mike Campos 915-920-4762 email: swrep4762@sherwin.com

Six T, Inc. dba. Johnstone Supply – Eddie Salazar 915-491-7725, Matthew Pena 915-920-3371

Russell Sigler, Inc.- Carlos Martinez (cell) 915-487-7472, (office) 915-779-3202 ext. 2550, fax: 915-779-3213

NAME OF CONTACT PERSON (S) INCLUDING PHONE NUMBERS, CELLULAR NUMBERS, AND FAX NUMBERS: (CONT)

Southwestern Industrial Fasteners – Gloria Monse 915-592-5859, Lkinda Fall 915-252-2690, fax: 915-593-2961

Univar USA – Jaime Lagos 915-309-3813, email: jaime.lagos@univarusa.com

Wholesale Building Materials Company – Gary Buyers 915-533-9721, fax: 915-532-9239

WILL VENDOR AGREE TO PROVIDE A PRINTOUT SHOWING STOCK RETAIL ITEM PRICING FOR CERTAIN COMMODITIES THAT WOULD BE USED FOR EVALUATION PURPOSES?

APCO Building Specialties Co., Inc – Yes

Border Construction Specialties – Yes

Consolidated Electrical Distributors ONC (CDE) – Yes

Desert Drywall – Yes

Dunn- Edwards Corporation – Yes

El Paso Bolt & Screw Co., Inc. – Yes

Ewing Irrigation Products – Yes

Kalish Steel Corp. – Yes

Kelly Brothers – Yes

R.S. Hughes Co., Inc. – Yes

The Sherwin Williams – Yes

Six T, Inc. dba. Johnstone Supply - Yes

Russell Sigler, Inc. - Yes – Electronic version

Southwestern Industrial Fasteners – Yes

Univar USA – Yes

Wholesale Building Materials Company –Yes

BID RESPONSE FORM:

DOES VENDOR HAVE A WEBSITE WITH RETAIL PRICE FOR ACCESS BY REGION 19 PURCHASING COOPERATIVE MEMBERS?...IF YES, PLEASE PROVIDE DETAILS.

APCO Building Specialties Co., Inc – www.apcobuildingspecialties.com

Border Construction Specialties – www.bordercorp.com

Consolidated Electrical Distributors ONC (CDE) – N/A

Desert Drywall – No

Dunn- Edwards Corporation – www.dunnedwards.com

El Paso Bolt & Screw Co., Inc. – www.elpasobolt.com

Ewing Irrigation Products – www.ewing1.com

Kalish Steel Corp. – www.kalischsteel.com

Kelly Brothers – No

R.S. Hughes Co., Inc. – www.rshughes.com

The Sherwin Williams – No, but catalogs are available

Six T, Inc. dba. Johnstone Supply – www.johnstonesupply.com

Russell Sigler, Inc. – No

Southwestern Industrial Fasteners – www.swiftco-ep.com

Univar USA – www.pestweb.com

Wholesale Building Materials Company – No

ADDITIONAL DISCOUNTS FOR LARGE ORDERS? IF YES, EXPLAIN

APCO Building Specialties Co., Inc – Yes – 10% on any order / materials and or labor added

Border Construction Specialties – Additional discounts can be negotiated on an order by order

Consolidated Electrical Distributors ONC (CDE) – N/R

Desert Drywall – Yes, job quotes can be given at the time material is needed for large purchases

Dunn- Edwards Corporation – Yes we will quote products and special pricing for large orders

El Paso Bolt & Screw Co., Inc. - Yes, special discounts on certain bulk quantities

Ewing Irrigation Products – N/R

BID RESPONSE FORM:

ADDITIONAL DISCOUNTS FOR LARGE ORDERS? IF YES, EXPLAIN

Kalish Steel Corp. – Yes, Kalisch Steel Corp. offers discounts on truck and half truck quantities. Steel is a world commodity subject to daily fluctuation, Kalisch Steel congruent with industry standard does not publish item prices on the product catalog. None the less, item prices are readily available by calling Kalisch customer service at 915-599-2044.

Kelly Brothers – Yes, up to 40% based on quantity

R.S. Hughes Co., Inc. – N/R

The Sherwin Williams – Discounts will vary on volume purchases, contact sales rep. Mike Campos – cell 915-920-4762

Six T, Inc. dba. Johnstone Supply – N/R

Russell Sigler, Inc. – Yes on an order by order basis

Southwestern Industrial Fasteners – Yes, If pallet quantity ordered prices will be reduced.

Univar USA - N/R

Wholesale Building Materials Company – Yes, discounts on large orders depending on material bought

Correction on The Sherwin Williams and Univar USA – added additional discounts for large orders – as of 7/23/2013

PROVIDE 3 REFERENCES FOR EVALUATION PURPOSES OF CURRENT GOVERNMENTAL ACCOUNTS INCLUDING NAME, CONTACT PERSON, EMAIL, PHONE NUMBER, ADDRESS, AND ESTIMATED BUSINESS ANNUALLY WITH THIS ACCOUNT:

On File

Approved by: _____
(James R. Vasquez- Executive Director)
(James R. Vasquez- Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(August 12, 2012)
(June 19, 2013)
(July 22, 2014)