

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Welding Equipment, Supplies, Gases and Related – ESC Region 19 Purchasing Cooperative
RFP NUMBER: 12-6851
RFP OPENING DATE: September 5, 2012
CONTRACT TERM: Date of award until August 31, 2013 with the option to extend in 12 month increments not to exceed 48 months in the aggregate
(Extended by Region 19 until August 31, 2014)
(Extended by Region 19 until August 31, 2015)
(Extended by Region 19 until August 31, 2016)
FUNDING SOURCE: Various
RFP's ISSUED: 9
RESPONSES: 2
ADVERTISEMENT DATES: August 17th & 24th, 2012
BOARD MEETING DATE: October 18, 2012
RECOMMENDED FOR AWARD **Argyle Welding Supply**
Syoxsa, Inc. (HUB)
TOTAL (estimated) **\$100,000.00 / year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Cooperative members to purchase the stated goods and services when required during the contract period. Pricing can be found on each vendor's web site, but please confirm the web site pricing with the designated contact person for each awarded vendor prior to processing an order.

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:

Argyle Welding Supply
~~John E. Lopez~~ Martin Oaxaca **as of July 19, 2013**
~~40855 Pellicano~~ 1650 Sioux
El Paso, TX ~~79935~~ 79925
915-598-7427
Fax: 915-598-5668
elpaso-sales@argylesupply.com / john.lopez@argylesupply.com / www.argylesupply.com

Syoxsa, Inc. (HUB)
German Trejo
6996 Commerce Ave.
El Paso, TX 79915
915-771-7674
Fax: 915-771-7179
www.syoxsa.com / aguilera@syoxsa.com

SPECIAL CONDITIONS

1. ESC Region 19 and its Purchasing Cooperative members reserve the option to award by lots, individually, and or all or none on this contract whichever is determined to be in the best interest of the ESC Purchasing Cooperative Members.
2. This catalog contract will be tied to discounts from the Manufacturer's Suggested Retail Pricing for certain lots; in those instances, the discount to be applied will be from the current MSRP or Trade Services Price list in effect at the time of purchase.
3. While all proposals must have a MSRP price list submitted for award consideration and evaluation purposes, the ESC encourages vendors to provide web sites from the manufacturers so that pricing and product information can be readily obtained on line when orders are placed. It is understood that discounts provided will be taken from any on line catalogs available from the manufacturer in those instances.
4. Potential vendors are encouraged to submit more than one manufacturer if they can be competitive.
5. All discounts provided must include shipping and handling except in those instances where the client is wanting expedited service for delivery. By definition expedited services would be any requested deliveries on non-stocked items in 3 days or less.
6. ARO (After Receipt of Order) denotes delivery time after proper receipt of a PO for purposes of responding to this RFP.
7. **No manufacturer proposals will be considered if they are not accompanied by a MSRP price list or Trade Services price list at the time proposals are received.**
8. **If vendors do not wish to respond to specific manufacturer pricing, please see the last item on the response form.**
9. This contract will be awarded on 50% pricing, 25% services offered, and overall ability to service ESC Region 19 Purchasing Cooperative members, and 25% references.
10. Vendor will provide all insurances including general liability, auto liability, and workers compensation with proposals for award consideration.
12. Vendor agrees to submit its most competitive pricing for the local governments that will utilize this contract if and when these services are required.
13. A price list of all services must be provided with proposal for evaluation and award consideration.

Proposal Response Form

Lot 1- Welding Equipment and Accessories

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer <u>Miller</u>	Discount <u>24</u> %	ARO <u>7</u> days
Manufacturer <u>Lincoln</u>	Discount <u>23</u> %	ARO <u>7</u> days
Manufacturer <u>ESAB</u>	Discount <u>23</u> %	ARO <u>7</u> days
Manufacturer <u>Victor / Thermadyne</u>	Discount <u>24</u> %	ARO <u>7</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

6% Educational discount or contact vendor for large orders

1st Low – Argyle Welding Supply

Manufacturer <u>Weldmark</u>	Discount <u>10</u> %	ARO <u>2</u> days
Manufacturer <u>ESAB</u>	Discount <u>10</u> %	ARO <u>2</u> days
Manufacturer <u>Profax</u>	Discount <u>10</u> %	ARO <u>2</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

2nd Low – Syoxsa, Inc.

Lot 2- Filler Materials (Welding electrodes and Rods)

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer <u>Harris</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Lincoln</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Hobart</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Inweld</u>	Discount <u>30</u> %	ARO <u>7</u> days
Manufacturer <u>ESAB</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Weldmark</u>	Discount <u>30</u> %	ARO <u>7</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

Contact vendor for volume orders

1st Low – Argyle Welding Supply

Manufacturer <u>ESAB</u>	Discount <u>10</u> %	ARO <u>2</u> days
Manufacturer <u>Blue Demon</u>	Discount <u>10</u> %	ARO <u>2</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

2nd Low – Syoxsa, Inc.

Proposal Response Form

Lot 3- Safety Equipment (helmets, shields, glasses, gloves, back supports, vests, respirators, etc.)

Manufacturer <u>Jackson</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>ORS-Nasco</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Oki-Bering</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Sellstrom</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Tillman</u>	Discount <u>25</u> %	ARO <u>7</u> days
Manufacturer <u>Uvex</u>	Discount <u>11</u> %	ARO <u>7</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

Contact vendor for volume orders

1st Low – Argyle Welding Supply

Manufacturer <u>Weldmark</u>	Discount <u>10</u> %	ARO <u>2</u> days
Manufacturer <u>Tilman</u>	Discount <u>10</u> %	ARO <u>2</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

2nd Low – Syoxsa, Inc.

Lot 4- Welding Tools (Grinders, Chop Saws, Die Grinders, & Related Tools)

Manufacturer <u>Dewalt</u>	Discount <u>21</u> %	ARO <u>7</u> days
Manufacturer <u>Metabo</u>	Discount <u>21</u> %	ARO <u>7</u> days
Manufacturer <u>Makita</u>	Discount <u>21</u> %	ARO <u>7</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

1st Low – Argyle Welding Supply

Manufacturer <u>Dewalt</u>	Discount <u>10</u> %	ARO <u>2</u> days
Manufacturer <u>Tilman</u>	Discount <u>10</u> %	ARO <u>2</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

2nd Low – Syoxsa, Inc.

Proposal Response Form

Lot 5- Cutting Torches (Torch sets, accessories, cutting tips, welding tips, hoses, gauges, and related)

Manufacturer <u>Victor</u>	Discount 30 %	ARO <u>7</u> days
Manufacturer <u>Harris</u>	Discount 30 %	ARO <u>7</u> days
Manufacturer <u>Flametech</u>	Discount 30 %	ARO <u>7</u> days
Manufacturer <u>Weldmark</u>	Discount 30 %	ARO <u>7</u> days

Provide details on any volume discounts when a customer is needing to purchase a large single order?

School Discount 6%

1st Low – Argyle Welding Supply

Manufacturer <u>Flametech</u>	Discount 10 %	ARO <u>2</u> days
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Provide details on any volume discounts when a customer is needing to purchase a large single order?

N/R

2nd Low – Syoxsa, Inc.

Lot 6- Gases (Cutting and Welding Gases)

Oxygen

Size 200 CF	\$ 10.95 / cylinder per month
Size 125 CF	\$ ----- / cylinder per month
Size 80 CF	\$ 8.31 / cylinder per month
Size 40 CF	\$ 7.45 / cylinder per month
Size 20 CF	\$ 6.95 / cylinder per month

1st Low – Argyle Welding Supply

Size 200 251 CF	\$ 44.70 \$10.00 / cylinder per month
Size 125 CF	\$ 12.60 13.23 \$12.60 / cylinder per month
Size 80 CF	\$ 11.00 11.55 \$ 8.00 / cylinder per month
Size 40 CF	\$ 9.00 9.45 \$ 7.00 / cylinder per month
Size 20 CF	\$ 7.50 / 7.88 \$ 6.00 / cylinder per month

2nd Low – Syoxsa, Inc.

(Price Increase as of April 1, 2014)

(Price decrease as of August 25, 2015)

Proposal Response Form

Acetylene

Size 5	\$ <u>118.20</u> / cylinder per month
Size 4	\$ <u>37.85</u> / cylinder per month
Size 3	\$ <u>27.33</u> / cylinder per month
Size 75	\$ <u>27.33</u> / cylinder per month
Size B (customer owned)	\$ <u>17.09</u> / cylinder
Size MC (customer owned)	\$ <u>11.78</u> / cylinder

1st Low – Argyle Welding Supply

Size 5	\$ 85.00 \$89.25 <u>\$85.00</u> / cylinder per month
Size 4	\$ 47.00 \$49.35 \$35.00 <u>\$69.00</u> / cylinder per month
Size 3	\$ 37.00 \$38.35 \$25.00 <u>\$ 39.00</u> / cylinder per month
Size 75	\$ 29.00 \$30.45 <u>\$27.00</u> / cylinder per month
Size B (customer owned)	\$ 49.00 \$49.95 <u>\$16.50</u> / cylinder
Size MC (customer owned)	\$ 44.00 \$44.70 <u>\$11.00</u> / cylinder

2nd Low – Syoxsa, Inc.

(Price Increase as of April 1, 2014)

(Price decrease as of August 25, 2015)

(Price correction on size 4 & 3 as of September 1, 2015)

Carbon Dioxide

Size 50	\$ <u>15.95</u> / cylinder per month
Size 20	\$ <u>10.45</u> / cylinder per month

1st Low – Argyle Welding Supply

Size 50	\$ 21.00 <u>\$ 15.00</u> / cylinder per month
Size 20	\$ 44.00 <u>\$10.00</u> / cylinder per month

2nd Low – Syoxsa, Inc.

(Price decrease as of August 25, 2015)

Argon/ CO2 (75/25 mix)

Size T	\$ 39.00 \$47.20 <u>\$39.00</u> / cylinder per month
Size K	\$ 35.00 \$43.95 <u>\$35.00</u> / cylinder per month

1ST Low – Syoxsa, Inc.

(Price Increase as of April 1, 2014)

(Price Increase placed on wrong vendor)

(Corrected as of 4/2014)

(Price decrease as of August 25, 2015)

Size T	\$ 44.95 \$47.20 / cylinder per month
Size K	\$ 39.95 \$43.95 / cylinder per month

2ND Low – Argyle Welding Supply

Proposal Response Form

Helium

Size T \$ ~~110.00~~ / cylinder per month – **over 15% increase**
Size K \$ ~~104.00~~ ~~\$119.00~~ / **\$144.00** cylinder per month
Size 125 \$ ~~49.00~~ **\$74.50** / cylinder per month
Price Increase as of July 16, 2013

1ST Low – Syoxsa, Inc.
(Price Increase as of April 1, 2014)
Price Increase placed on wrong vendor)
(Corrected as of 4/2014) Size T Helium removed over 15%
(Size 146 added at \$87.00)

Size T \$ **170.00** ~~\$176.00~~ / cylinder per month
Size K \$ **125.00** ~~\$144.00~~ / cylinder per month
Size 125 \$ **85.00** ~~\$87.00~~ / cylinder per month

2ND Low – Argyle Welding Supply

Flat Rate Per Month for Cylinder Rentals (All sizes)

\$ **5.50** / month

1ST Low – Syoxsa, Inc.

\$ **7.50** / month

2ND Low – Argyle Welding Supply

Hazardous Material Fee Per Invoice

\$ **0**

Argyle Welding Supply

\$ **0**

Syoxsa, Inc.

Delivery Charge Per Invoice (Gases only)

\$ **15.00**

1ST Low - Syoxsa, Inc.

\$ **20 + FUEL SURCHARGE AS OF 7-1-12 \$5.85**

2nd Low - Argyle Welding Supply

Note- DOT compliance required with all deliveries on an open area vehicle.

Proposal Response Form

Lot 7- Catalog Discount

(Any vendor with a full line catalog wishing to provide a discount from the current catalog must provide a full line catalog with pricing and provide the discount terms which will include all shipping and handling.)

Name of Catalog N/A

Discount from Price in Catalog N/A %

Argyle Welding Supply

Name of Catalog N/A

Discount from Price in Catalog N/A %

Syoxsa, Inc.

RESPONSE FORM

1. Include three (3) references vendor has provided work for in the past 12 months that is comparable to work requested including name of company, contact person, phone number, and brief description of work performed including the total dollar amount of the job. ESC Region 19 will not be responsible for any more than two (2) phone calls to contacts provided if they do not call back for reference and evaluation purposes.

All references on file

REQUIRED QUESTIONS

Local location for pickup by customers?

Argyle Welding Supply – 10855 Pellicano Dr. El Paso, TX 79935

Syoxsa, Inc. – 6996 Commerce Ave., El Paso, TX 79915

Number of employees working in El Paso?

Argyle Welding Supply – 7 employees

Syoxsa, Inc. – 7 employees

RESPONSE FORM

Number of Delivery Trucks?

Argyle Welding Supply – 2 vehicles

Syoxsa, Inc. – 3 vehicles

Average In stock dollar amount of Inventory on hand locally?

On file

Contact person to be assigned to this contract, if awarded including cell phone?

Argyle Welding Supply – ~~John Lopez – 915-449-7806~~ Martin Oaxaca 915-598-7427 as of July 19, 2013

Syoxsa, Inc. – Abel Aguilera – 915-873-4559

Years in this business?

Argyle Welding Supply – 37 years

Syoxsa, Inc. – 13 years

Will or can vendor do business in Southern New Mexico for ESC Region 19 Purchasing Cooperative members? If yes, provide details.

Argyle Welding Supply – Yes, Argyle Welding has a location in Las Cruces, New Mexico

Syoxsa, Inc. – We can deliver on a 300 mile radius from our main warehouse located at 6996 Commerce Ave. El Paso, TX 79925

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

Date: _____
(September 18, 2012)
(June 19, 2013)
(July 22, 2014)
(July 1, 2015)