

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Canopy Purchases, Installations and Repairs– ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 13-6890  
**RFP OPENING DATE:** October 30, 2012  
**CONTRACT TERM:** Date of award until December 31, 2013 with the option to extend in 12 month increments not to exceed 36 months in the aggregate  
**(Extended by Region 19 until on December 31, 2014)**  
**(Extended by Region 19 until on December 31, 2015)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 26  
**RESPONSES:** 6  
**ADVERTISEMENT DATES:** October 14<sup>th</sup> & October 21<sup>st</sup>, 2012  
**BOARD MEETING DATE:** December 20, 2012

**RECOMMENDED FOR AWARD** **Art on Iron**  
**International Quality Products**

**TOTAL (estimated)** **\$250,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase, install, and repair canopies. A proposal from ACS of El Paso was received after the opening deadline, therefore was not considered. Award for this contract was 65% pricing, 20% adherence to specifications and 15% reference checks in El Paso County for work performed in the last 2 years. Reference checks on the recommended vendors came back above average.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19  
  
Anneliese Price  
ESC Region 19  
  
Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

**Art on Iron**

Fermin A. Campos  
3317 Treasure Hill Pl.  
El Paso, TX 79936  
915-843-7202 / 915-226-9714  
Fax: 915-855-7109  
[artoniron@yahoo.com](mailto:artoniron@yahoo.com)

**International Quality Products**

Ruben Espino  
3736 Shell Ave. Ste. F  
El Paso, TX 79925  
915-329-8346 / 915-356-7761  
915-779-0454  
[www.iqpcanopies.com](http://www.iqpcanopies.com) / [internationalqualityproducts@gmail.com](mailto:internationalqualityproducts@gmail.com)

**SPECIAL CONDITIONS**

1. Award criteria for this contract will be 65% pricing, 20% adherence to specifications, and 15% reference checks in El Paso County for work performed in last 2 years.
2. Awarded contractor agrees to work with the designated personnel from each Region 19 Purchasing Cooperative members on design and any special requirements stipulated by member.
3. Vendors bidding on this contract will provide proof of general liability, auto insurance, and workers compensation with submittals.
4. Awarded contractors must be able to provide payment and performance bonds for those public works projects that require bonding due to the size of the project.
5. References provided along with pictures must be in El Paso County so that the workmanship can be visited and inspected for quality assurance by the evaluation committee members if necessary.
6. Awarded contractor agrees to provide a lien waiver to agency utilizing this contract upon completion and payment to contractor.
7. Products and specifications must comply with all local, state, and federal requirement and specifications applicable to public playground settings as well as other public facilities.
8. Vendor will provide a catalog of work performed and a listing of any limitations as to sizing and designs for evaluation purposes.
9. ESC Region 19 reserves the option to award this contract all or none or make multiple awards depending on the final results of the proposals received.
10. **Proposals will include all specifications and warranties from the manufacturer for confirmation and evaluation.**
11. **Turn key installs will include the cost of digging holes, cement, and other materials required to set frame and posts for installation in compliance with building codes.**
12. **Any required permits will be obtained by the awarded contractor in cooperation with the Region 19 Purchasing Cooperative member and added to the proposal cost.**

**SPECIFICATIONS**

**SHADE NETTING MINIMAL SPECIFICATIONS-**

**Y/N- ACTUAL**

1. UV stabilized high density polyethylene meeting ASTM 84.	<b><u>Yes</u></b>
2. Blockage of 97%+ harmful UV rays	<b><u>Yes</u></b>
3. 91% shade rated or better	<b><u>Yes</u></b>
4. Designed to maintain temperatures 20 degrees less than traditional steel roofs.	<b><u>Yes</u></b>
5. Meets California State Fire Marshal requirements NFPA 701/ASTM E84	<b><u>Yes</u></b>
6. Tear Resistance: Warp- 195/Weft-247N	<b><u>Yes</u></b>
7. Breaking Force: Warp-737/ Weft-1592N	<b><u>Yes</u></b>
8. Bursting Force: 1905N	<b><u>Yes</u></b>
9. Elongation (AS 2001.2.3.2-2001 Grab Method) Warp-93.5%/ Weft-50.4%	<b><u>Yes</u></b>
10. Fade Resistant	<b><u>Yes</u></b>
11. Mildew & Rot Resistant	<b><u>Yes</u></b>

**1<sup>st</sup> Low –International Quality Products**

**SPECIFICATIONS**

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- |     |   |            |
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| 1.  | UV stabilized high density polyethylene meeting ASTM 84.                        | <u>Yes</u> |
| 2.  | Blockage of 97%+ harmful UV rays  | <u>Yes</u> |
| 3.  | 91% shade rated or better   | <u>Yes</u> |
| 4.  | Designed to maintain temperatures 20 degrees less than traditional steel roofs. | <u>Yes</u> |
| 5.  | Meets California State Fire Marshal requirements NFPA 701/ASTM E84              | <u>Yes</u> |
| 6.  | Tear Resistance: Warp- 195/Weft-247N  | <u>Yes</u> |
| 7.  | Breaking Force: Warp-737/ Weft-1592N  | <u>Yes</u> |
| 8.  | Bursting Force: 1905N   | <u>Yes</u> |
| 9.  | Elongation (AS 2001.2.3.2-2001 Grab Method) Warp-93.5%/ Weft-50.4%              | <u>Yes</u> |
| 10. | Fade Resistant  | <u>Yes</u> |
| 11. | Mildew & Rot Resistant  | <u>Yes</u> |

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**SPECIFICATIONS**

**SHADE NETTING MINIMAL SPECIFICATIONS-**

**Y/N- ACTUAL**

- |     |  |            |
|-----|--|------------|
| 12. | 80% water repellent                              | <u>Yes</u> |
| 13. | Fabric must breath to facilitate hot air rising  | <u>Yes</u> |
| 14. | Hail protection documentation                    | <u>Yes</u> |
| 15. | Material fabric must not sag or loosen over time | <u>Yes</u> |

**Manufacturer/ Material Product and Code Name Gale Pacific-Synthesis - Commercial 95 Code 7998704**

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**SHADE NETTING MINIMAL SPECIFICATIONS- cont**

**Y/N- ACTUAL**

- |     |  |            |
|-----|--|------------|
| 12. | 80% water repellent                              | <u>Yes</u> |
| 13. | Fabric must breath to facilitate hot air rising  | <u>Yes</u> |
| 14. | Hail protection documentation                    | <u>Yes</u> |
| 15. | Material fabric must not sag or loosen over time | <u>Yes</u> |

**Manufacturer/ Material Product and Code Name Gale Pacific Limited - Commercial 95 Architectural Shade Cloth (shade screen fabric) Code Name: 7998704**

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**SPECIFICATIONS**

**STRUCTURAL MINIMAL SPECIFICATIONS**

**Y/N- ACTUAL**

- |    |  |            |
|----|--|------------|
| 1. | Engineered to withstand hurricane force 1 winds with fabric installed; up to 150 mph or better | <u>Yes</u> |
| 2. | Meets Uniform Building Codes ASTM A-36, A-53, A500, A513, A569 or better                       | <u>Yes</u> |
| 3. | Durable Corrosion resistance   | <u>Yes</u> |
| 4. | 5-year limited warranty against failure due to rust through corrosion or better                | <u>Yes</u> |
| 5. | Bolt and Steel must meet ASTM guidelines or better   | <u>Yes</u> |
| 6. | Tension Cables to meet ASTM A-603 guidelines   | <u>Yes</u> |

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| 4. | 5-year limited warranty against failure due to rust through corrosion or better                | <u>Yes</u> |
| 5. | Bolt and Steel must meet ASTM guidelines or better   | <u>Yes</u> |
| 6. | Tension Cables to meet ASTM A-603 guidelines   | <u>Yes</u> |

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**MINIMAL WARRANTY REQUIREMENTS****Y/N- ACTUAL**

- |    |   |            |
|----|---|------------|
| 1. | 5 years or better for shade netting against fade, fray, and tear      | <u>Yes</u> |
| 2. | 10 years or better for UV protection on Shade Netting by manufacturer | <u>Yes</u> |
| 3. | 5 years or better for all steel structures                            | <u>Yes</u> |
| 4. | 5 years or better for corrosion on all pipes and posts                | <u>Yes</u> |
| 5. | Wind Resistance overall structure/ fabric up to 100 mph or better     | <u>Yes</u> |

**1<sup>st</sup> Low –International Quality Products****MINIMAL WARRANTY REQUIREMENTS****Y/N- ACTUAL**

- |    |   |            |
|----|---|------------|
| 1. | 5 years or better for shade netting against fade, fray, and tear      | <u>Yes</u> |
| 2. | 10 years or better for UV protection on Shade Netting by manufacturer | <u>Yes</u> |
| 3. | 5 years or better for all steel structures                            | <u>Yes</u> |
| 4. | 5 years or better for corrosion on all pipes and posts                | <u>Yes</u> |
| 5. | Wind Resistance overall structure/ fabric up to 100 mph or better     | <u>Yes</u> |

**2<sup>nd</sup> Low – Art on Iron****PRICING RESPONSE FORM- SQUARE FOOT AND LINEAR FEET**

8' HIGH NEW CANOPY	\$ <u>4.25</u> / S.F.
ADDITIONAL COST OVER 8' PER FOOT SHADE NETTING ONLY WITH INSTALLATION	\$ <u>4.75</u> / S.F.
(STEEL CABLE NOT INCLUDED)	\$ <u>2.25</u> / S.F.
EXISTING SHADE NETTING REPAIR	\$ <u>0.99</u> / S.F.
LINEAR FOOT FOR STEEL CABLE	\$ <u>3.00</u> / L.F.
REMOVAL OF EXISTING SHADE CANOPY FROM EXISTING STRUCTURE	\$ <u>125.00</u>
REPLACEMENT COST OF NEW SHADE ON EXISTING STRUCTURE	\$ <u>125.00</u>
MARK-UP OVER COST ON MATERIALS FOR CUSTOM ORDERS OUTSIDE SPECS AWARDED (COPIES OF INVOICE TO CONTRACTOR FOR MATERIALS TO BE PROVIDED WITH INVOICING TO VERIFY MARKUP BY OWNER)	<u>30%</u>

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8' HIGH NEW CANOPY	\$ <u>4.45</u> / S.F.
ADDITIONAL COST OVER 8' PER FOOT SHADE NETTING ONLY WITH INSTALLATION	\$ <u>5.40</u> / S.F.
(STEEL CABLE NOT INCLUDED)	\$ <u>2.35</u> / S.F.
EXISTING SHADE NETTING REPAIR	\$ <u>0.85</u> / S.F.
LINEAR FOOT FOR STEEL CABLE	\$ <u>3.90</u> / L.F.
REMOVAL OF EXISTING SHADE CANOPY FROM EXISTING STRUCTURE	\$ <u>140.00</u>
REPLACEMENT COST OF NEW SHADE ON EXISTING STRUCTURE	\$ <u>140.00</u>
MARK-UP OVER COST ON MATERIALS FOR CUSTOM ORDERS OUTSIDE SPECS AWARDED (COPIES OF INVOICE TO CONTRACTOR FOR MATERIALS TO BE PROVIDED WITH INVOICING TO VERIFY MARKUP BY OWNER)	<u>38%</u>

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**QUALIFICATIONS**

**USE SPACE BELOW TO PROVIDE ANY CONCERNS, DEVIATIONS, ADDITIONAL REQUIREMENTS, OR OTHERWISE THAT SHOULD BE CONSIDERED FOR AWARD REGARDING THE EVALUATION PROCESS TO FACILITATE COMMERCIAL CANOPY PURCHASE, INSTALLATION, MAINTENANCE, REGULATIONS, OR REPAIRS TO EXISTING STRUCTURES:**

- ASTM Grade B carbon structure steel tubing, with tensile strength of 58,000 psi in round, square and rectangle shapes for its structural columns, beams and supports and ASTM as 13 type Z tubing for framing.
- Products and specifications comply with all local, state and federal requirements and specifications applicable to public playground settings as well as other public facilities.
- We don't have limitations in size or design
- We will obtain the City permit when it is required, cost will be added to the proposal
- Existing shade netting repair: \$0.99 SQ.FT.  
Example to repair a shade fabric 20 x 20 = 400 SQ.FT. x \$0.99 = \$396.00 total for one or more patches, plus \$125.00 removal and \$125.00 replacement.
- Our canopies have no gaps in coverage and provide 100% protection against damaging hail strikes the size of golf balls.
- Linear foot for steel cable: 3/16" and 5/8" = \$2.00 ft. and 1/4" = \$3.00 ft.
- Additional cost over 8" per foot = \$0.50 SQ.FT. In new canopy – total cost over 8" = \$4.75 SQ.FT.
- For shade fabric colors available see shade fabric samples on file or contact vendor

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- Our canopies don't have limitation on the design and we manufacture almost any size and design
- All the materials and products that we use and manufacture comply with all the Local, State and Federal specifications applicable to school and public playground settings as other facilities.
- If drawings are needed or required by ESC Region 19 members or any agency, for any canopy or a special design, the cost will be charged to the agency with proper invoice from drawing or designer company.
- We use metal structures in our canopies made with steel tubing grade B , ASTM carbon with a tensile strength of 58 k psi in any shape for its structural columns, post beams and supports (shapes could be round, square & rectangle) And for framing (top structure) we use tubing type Z, ASTM as 13.
- We have 15 different colors of shade screen fabric available, refer to vendor for fabric samples, contemporary colors to complement & enhance existing structures and new.
- Repairing existing shade netting = \$0.85 SQ.FT. Example: to repair a shade screen fabric 25 x 30 = 750 SQ.FT. 750 x \$0.85 = 637.50 total for one or more patches or repairs, plus \$140.00 for removal and \$140.00 for replacement
- Linear foot for steel cable: 3/16" & 5/8" = \$2.75 linear ft. and 1/2" - \$3.75 linear ft.
- Additional cost over 8 per foot = \$0.95 SQ.FT. in new canopy – total cost over 8 ft. \$5.40
- Our canopies provide 100% protection against hail (damaging hail strikes up to the size of golf balls)
- Our canopies have no gaps in coverage and are excellent to be used on tension structures, car park shade, school playground shades, and walk ways.
- Ideal for residential, commercial and industrial shades.
- Low maintenance, easy to clean fabric.

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**REQUIRED FOR EVALUATION PURPOSES**

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.

**REFERENCE CHECKS:**

On File

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

Date: \_\_\_\_\_  
(November 26, 2012)  
(November 14, 2013)  
(October 1, 2014)