

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

**RFP TITLE:** Janitorial, Equipment, Supplies, Service and Related – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 13-6964  
**RFP OPENING DATE:** October 16, 2013  
**CONTRACT TERM:** Date of award until October 31, 2014 with four (4) one-year optional renewal periods not to exceed 60 months in the aggregate  
(Extended by Region 19 until October 31, 2015)  
(Extended by Region 19 until October 31, 2016)  
(Extended by Region 19 until October 31, 2017)  
(Extended by Region 19 until October 31, 2018)  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 51  
**RESPONSES:** 4  
**ADVERTISEMENT DATES:** Washington Post on August 12, 2013 & August 19, 2013  
**BOARD MEETING DATE:** December 19, 2013

**RECOMMENDED FOR AWARD** DTZ, Inc. (removed as of 12/2015)  
Ecolab, Inc.  
Laun-Dry Supply Company, Inc.  
Spectrum Paper Company, Inc. (HUB)

**TOTAL (estimated)** \$4,000,000 / year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative members and ESC Region 19 to utilize the janitorial, labor, equipment, supplies, service and related when required during the contract period. The successful vendors shall have the ability to manufacture, sell, consult, provide staffing solutions and project management in custodial, grounds, and related services and make recommendations for stated goods and/or related services. Reference checks were performed on all proposal submissions. The vendors recommended for award have met or exceeded 80% in the evaluation process.

**SPECIFICATIONS PROVIDED BY:** Dean Zajicek  
ESC Region 19 Facilities Consultant

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19  
  
Dean Zajicek  
ESC Region 19 Facilities Consultant  
  
Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

**DTZ, Inc. (Removed as of December 2015)**

Attn: Jamie Anderson  
275 Grove Street, Suite 3-200  
Auburndale, MA 02466  
617-527-5222  
Fax: 617-969-2210  
[www.dtz.com](http://www.dtz.com) / [infoamericas@dtz.com](mailto:infoamericas@dtz.com) / [jamieanderson@dtz.com](mailto:jamieanderson@dtz.com)

~~Section A – Equipment, Supplies and Related Items~~

~~DTZ does not manufacture supplies & chemicals but has national contracts with suppliers at best value pricing and adds 5% to its cost when providing facility services~~

~~Section B – Janitorial Service and Related Items~~

~~Janitorial full services at cost + 12% which varies by geographic location, union requirements, based on US Department of Labor and/or Kenexa Compensation Market Analysis  
Maintenance full services at cost + 14% which varies by geographic location, union requirements, based on US Department of Labor and/or Kenexa Compensation Market Analysis  
Value Added Services- Educational Institution Experience, Local presence, Management team, Technology, Risk Management, Core competencies, Emergency service response, Wage & Benefits, Quality assurance, Cost engineering, End user surveys, and Joint Review Committees.~~

DTZ Services All States and Puerto Rico

**Ecolab, Inc.** (Updated August 2, 2017)

Attn: ~~Shaun P. Freeze / Alex Moncada / Marty Schafer / Robert Hull~~  
370 Wabasha Street North  
St. Paul, MN 55102  
651-293-4311  
915-996-6402 cell  
Fax: 651-293-2682  
[www.ecolab.com](http://www.ecolab.com) / [shaun.freeze@ecolab.com](mailto:shaun.freeze@ecolab.com) / [marty.schafer@ecolab.com](mailto:marty.schafer@ecolab.com) / [robert.hull@ecolab.com](mailto:robert.hull@ecolab.com)

**Awarded Section A – Equipment, Supplies and Related Items**

Ecolab offers the following discounts from its suggested list pricing which include S & H;

\$1- \$1,000 takes 25% discount from all manufacturer products

\$1,001 - \$2,500 takes 31.5% discount from all manufacturer products

\$2,501 and over takes 42% discount from all manufacturer products

**Value Added Services-** Regular on site support, customized solutions, demonstrated support data, on site employee training at no charge, troubleshooting and proactive issue resolution, 24/7/365 around the clock emergency service coverage at **1 800 35 CLEAN**, and the Ecolab Sustainability Pledge for performance, environmental impact, and operational savings.

**States Covered – Texas, New Mexico**

**ORDER INFORMATION:**

**Laun-Dry Supply Company, Inc.**

Attn: James Inzer / ~~David Royalty~~ 915-204-7411

3800 Durazno

El Paso, TX 79901

915-533-8217

Fax: 915-533-1301

[www.ld-supply.com](http://www.ld-supply.com) / [droyalty@ld-supply.com](mailto:droyalty@ld-supply.com) / [jsinzer@ld-supply.com](mailto:jsinzer@ld-supply.com)

**Awarded Section A – Equipment, Supplies and Related Items**

Laun-Dry is a full line **Tennant Equipment** Industrial Maintenance Dealer and offers a flat 20% discount from the current suggested list price for any purchase which includes S & H.

Laun-Dry is a full line **Buckeye Chemical Company** distributor and offers a minimum 10% discount on all orders of any combination of these products which meets a minimum order of \$100.00.

There is a \$5.00 delivery fee on all orders. No freight charges are applied to our truck deliveries. For deliveries outside our normal delivery schedule are shipped FOB Laun-Dry Supply in El Paso or Albuquerque, New Mexico.

Products dispensed through a dispenser provided by Laun-Dry Supply:

\$100.00 to \$1000.00 purchase - 10% discount

\$1001.00 to \$2500.00 purchase - 15% discount

\$2501.00 and above - 20% discount

Products not dispensed through a dispenser provided by Laun-Dry Supply:

\$100.00 to \$1000.00 purchase - 10% discount

\$1001.00 to \$2500.00 purchase - 15% discount

\$2501.00 and above - 35% discount

**Value Added Services-** The marketing of Buckeye through this contract will occur through the Laun-Dry Sales Team of 10 professional salesmen working in El Paso, Amarillo and Albuquerque. Buckeye International has exclusive territories throughout the US and through its network of distributors is able to serve the needs of Allied States Cooperative Members. Buckeye International can be reached at 1-800-321-2583 or on their website [www.buckeyeinternational](http://www.buckeyeinternational)

**States Covered** – Texas, New Mexico

**ORDER INFORMATION:**

**Spectrum Paper Company, Inc. (HUB)**

Attn: Jim Brown / Oscar Otero

27 Concord St.

El Paso, TX 79906

915-595-0020

Fax: 915-595-3435

[www.spectrumpaper.com](http://www.spectrumpaper.com) / [oscarotero@spectrumpaper.com](mailto:oscarotero@spectrumpaper.com) / [jimbrown@spectrumpaper.com](mailto:jimbrown@spectrumpaper.com)

**Awarded Section A – Equipment, Supplies and Related Items**

**SP Richards** 26% - 50%

**La Gasse** 26% - 50%

\$50.00 to \$999.00 will qualify for a 26% discount from prices as listed

\$1000.00 to \$2500.00 will qualify for a 31% discount from prices as listed

\$2500.00 and above will qualify for a 40% to 50% discount from prices as listed

**Value Added Services** – Spectrum Paper will utilize the information obtained from initial training sessions and contact all members with an offer to support and share the solutions and cuts obtained from handling an issue. This value added benefit would help other members in preventing problems arising from product performance issues.

**States Covered – Texas**

Approved by: \_\_\_\_\_

(James R. Vasquez- Executive Director)

(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_

(November 15, 2013)

(September 25, 2014)

(September 18, 2015)

(September 30, 2016)

(August 15, 2017)