

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

RFP TITLE: Retail Food, Small Appliances, and Related Instructional Classroom Supplies
– ESC Region 19 Allied States Cooperative

RFP NUMBER: 14-7019

RFP OPENING DATE: January 30, 2014

CONTRACT TERM: Date of award January 31, 2015 with the option to extend 12 month increments not to extend beyond 36 month in the aggregate
(Extended by Region 19 until January 31, 2016)
(Extended by Region 19 until January 31, 2017)

FUNDING SOURCE: ESC Region 19 Head Start

RFP's ISSUED: 28

RESPONSES: 8

ADVERTISEMENT DATES: El Paso Times January 16 2014 & January 22, 2014

BOARD MEETING DATE: March 20, 2014

RECOMMENDED FOR AWARD **Barnes & Noble Book Sellers**
C&L Plumbing Supply Co. Inc.
Educators Outlet
Food City Supermarkets
I Chispa, LLC (HUB)
LibrosBooks, LLC
Teaching Systems, Inc.
Quintero's Meat Company

TOTAL (estimated) \$500,000.00 / year

EXPLANATIONS:

Award of this contract will enable Region 19 and Region 19 Allied States Cooperative members to purchase the identified goods and services as required during the contract period. No fees are required to purchase from any of vendors recommended for award

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

SPECIAL CONDITIONS

1. Vendor agrees that they will **take open purchase orders and provide monthly statements to the business office of the Government Agency issuing the purchase order.**
2. Items to be purchased include small utensils, culinary arts, small instructional toys, dairy, produce, meats, packaged goods, diapers, baby supplies, paper goods, hobby supplies, instructional books, automotive, vocational trades, any other items utilized in classroom and educational teaching curriculum environments that are readily available from retail stores in El Paso and/or the surrounding area.
3. Under no circumstances will drugs, tobacco products, or alcoholic beverages be sold to any Government Agencies on this contract.
4. In addition to all of the Region 19 Programs that will utilize this contract, this contract will also be for use when utilized by other ESC-Region 19 Allied States Cooperative members.
5. Basis of award for retail purchases will be 25% on location and accessibility, 40% on selection and inventory, 10% on past performance / references, and 25% on billing system proposed.
6. Vendor understands that all sales will be shopped for and picked up by the Government Agency issuing the purchase order, therefore no deliveries will be part of this contract.
7. Due to the retail activity between all local ESC-Region 19 Allied States Cooperative members, it has been estimated that purchases will exceed \$25,000 per agency in the aggregate. Based on some preliminary requests, the estimated purchases from this contract will be \$1,500,000 annually.
8. Due to previous billings problems and each agency issuing multiple purchase orders, the awarded vendors must reference individual itemized purchase orders for each transaction on their monthly statements submitted to the Purchasing Cooperative's Accounting Department. Failure to provide this requirement on monthly statements will be grounds for removal from this contract.
9. No items with a single unit value of \$500 or more can be purchased using this contract.
10. Special Sales and promotions will be applicable under this contract.
11. Awarded vendor must agree to provide goods and services awarded under this contract to any ESC-Region 19 Allied States Cooperative members who wish to utilize the contract.
11. A listing of current ESC-Region 19 Allied States Cooperative members is located at the ESC-Region 19 Allied States Cooperative Web Site located at <http://www.alliedstatescooperative.com/membership.php>

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties? **2**

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Barnes & Noble Book Sellers (Store #2370)

Fountains at Farah
8889 Gateway Blvd. West Ste. 120
El Paso, TX 79925
915-594-3024
Fax: 915-594-3906
crm2744@bn.com

Barnes & Noble Book Sellers

705 Sunland Park Drive
El Paso, TX 79912
915-581-5353
Fax: 915-581-6755
crm2634@bn.com

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #14-7019 on PO's to get discount

4. Provide brief summary of goods and services offered by vendor?
(Example would be a full service grocery store with bakery/deli operation)

Books, music, video, toys, games, ebooks, and readers

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

0-25% from list price, depending on the title with exception of textbooks, DVD's, magazines, gift cards, ebooks, ereaders, and digital products

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?
(Provide dollar amount and average number of items carried)

300,000+ titles

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Classroom Supplies** textbooks, DVD's, magazines, gift cards, ebooks, ereaders, and digital products
- o **Other** Books, music, video, toys, games, ebooks, and readers,

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties? **1**

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

C&L Plumbing Supply Co. Inc.

Corina Vega
4300 Rosa Ave.
El Paso, TX 79905
915-532-3917
Fax: 915-532-3919
clplumbingcorina@yahoo.com

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #14-7019 on PO's to get discount

4. Provide brief summary of goods and services offered by vendor?
(Example would be a full service grocery store with bakery/deli operation)

Plumbing Supplies sold, including tools, water heaters, plastic & steel pipe fittings, faucets - commercial / residential, copper pipe & fittings, water closets, urinals lavatories, kitchen sinks

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

Wholesale price +10% - we don't go by list price

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?
(Provide dollar amount and average number of items carried)

\$0.50 to \$10,000.00 and we carry a per item. \$500,000.00 inventory on hand

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Other** Plumbing Supplies, tools, pipes –pvc steel, copper, cpvc, faucets

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

Educators Outlet

Licia Stedman

PO BOX 397

Timnath, CO 80547

800-315-2212

Fax: 866-254-5786

[www.educatorsoutlet](http://www.educatorsoutlet.com) / contract@educatorsoutlet.com

1. Number of Retail Stores in El Paso & Hudspeth counties?

None

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

None in El Paso

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

None

4. Provide brief summary of goods and services offered by vendor?

(Example would be a full service grocery store with bakery/deli operation)

Educators Outlet offers 3,000 items in the catalog as well as specialize in custom kits with fair pricing & excellent quality of products. We offer math, science, and language arts manipulatives for K-12.

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

None

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?

(Provide dollar amount and average number of items carried)

\$1,000,000.00 + and 2,000 + items

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Classroom Supplies** 15% excludes calculators, sale items & gift certificates. Free ground shipping. Express shipments, inside deliveries & special instructions may be subject to additional fees.

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties? **3**

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Carlos Loweree – 915-779-3641 – cloweree@foodcityep.com

Food City #1

Store Manager- Ronnie Soto
5400 Alameda Avenue
(Fox Plaza)
El Paso, TX 79905
Phone- 915-779-3641
Fax- 915-599-1458

Food City #2

Store Manager- Marisela Flores
7444 Gateway East Blvd./ Hunter
(Ranchland Shopping Center)
El Paso, TX 79915
Phone- 915-599-1534
Fax- 915-599-1458

Food City #3

Store Manager- Leticia Garcia
3200 Alameda Avenue
(Central)
El Paso, TX 79905
Phone- 915-850-0158
Fax- 915-850-0160

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #14-7019 on PO's

4. Provide brief summary of goods and services offered by vendor?
(Example would be a full service grocery store with bakery/deli operation)

Grocery Supermarkets with Bakery / Deli Operations / ACE Retail Hardware Store at 5400 Alameda

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

No discounts from retail but will take purchase orders and invoice Region 19 Purchasing Cooperative members

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?
(Provide dollar amount and average number of items carried)

Restricted only by the quantity on hand (shelf stock) or on display.

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Dairy Products**
- o **Baby Formula & Supplies**
- o **Produce**
- o **Meats, Fish, and Poultry**
- o **Retail packaged foods**
- o **Paper Products**
- o **Household Appliance & Related** - 5400 Alameda Avenue Only (Fox Plaza)
- o **Canned Goods**
- o **Classroom Supplies**
- o **Vocational Tools & Related**
- o **Shop Supplies & Related**

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties? **1**
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

I Chispa, LLC (HUB)

Horacio Arias
129 Thunderbird Dr. Suite B
El Paso, TX 79912
915-239-7430
Fax- 915-726-0263
www.ichispa.us / horacio@ichispa.us

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

None

4. Provide brief summary of goods and services offered by vendor?
(Example would be a full service grocery store with bakery/deli operation)

Sports Equipment, sports balls, sports apparel, uniforms, promotional products, lighting and solar equipment

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

Discount depending on quantities

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?
(Provide dollar amount and average number of items carried)

\$300,000.00 and more than 45,000 items

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- Paper Products**
- Hobby, Arts & Crafts**
- Household Appliance & Related**
- Classroom Supplies**
- Garments**
- Other Consumables**
- Other**

Sports Equipment, sports balls, sports apparel, uniforms, promotional products, lighting and solar equipment

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties?

1 Office / 1 Warehouse

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

LibrosBooks, LLC

Rosalio Morales / Elizabeth Villanueva

11940 Don Haskins Dr. Ste. B127

El Paso, TX 79936

915-613-3655 ext. 120 / 1-855-454-2767 ext. 120

Fax- 1-855-454-2767

www.librosbooks.com / sales@librosbooks.com

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #14-7019 on PO's for discounts

4. Provide brief summary of goods and services offered by vendor?

(Example would be a full service grocery store with bakery/deli operation)

Spanish / Bilingual materials: printed books, audio books, dvd's, cd's or any printed media.

Cataloging services: labeling, printed book cover

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

20% - 35% discount from retail pricing on our materials, excluding cataloging services.

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?

(Provide dollar amount and average number of items carried)

10,000 in stock and online catalog of 100,000 + titles

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Other** Spanish / Bilingual materials: printed books, audio books, dvd's, cd's or any printed media.
Cataloging services: labeling, printed book cover

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

Teaching Systems, Inc.

Kimberly Schwartz

4601 Hollow Tree Drive, Ste. 111

Arlington, TX 76018

817-417-7775 / 800-762-4133

Fax: 817-465-8184

www.teachingsystems.com / kim@teachingsystems.com

1. Number of Retail Stores in El Paso & Hudspeth counties?

None

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

None

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

None

4. Provide brief summary of goods and services offered by vendor?

(Example would be a full service grocery store with bakery/deli operation)

Technical Equipment, Systems software, services, curriculum support, and turnkey laboratory solutions to educational institutes

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

None

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?

(Provide dollar amount and average number of items carried)

N/A

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- o **Classroom**
- o **Vocational Tools & Related**

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

BID RESPONSE FORM

1. Number of Retail Stores in El Paso & Hudspeth counties? **1**
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Quintero's Meat Company
Attn: Juan or Jerry Garcia
4413 Durazno
El Paso, TX 79905
915-351-2471
Fax- 915-351-2474

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #14-7019 on PO's

4. Provide brief summary of goods and services offered by vendor?
(Example would be a full service grocery store with bakery/deli operation)

We are a full line meat distributor with grocery items, including tortillas & tostadas; retail packaged foods, paper products, and canned goods

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

We will offer a 10% discount from retail pricing.

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on?
(Provide dollar amount and average number of items carried)

Over \$750,000 in meat and meat products and \$20,000 in canned goods.

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

8. Please check any of the commodities your retail store has available for sale to Government Agencies participating in this contract.

- Produce**
- Meats, Fish, and Poultry**
- Retail packaged foods**
- Canned Goods**
- Other consumables**

9. Does vendor require annual membership fees and if so, please provide specifics for evaluation purposes.

No

Approved by: _____
(Executive Director - Designee)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(February 10, 2014)
(January 22, 2015)
(November 17, 2015)