

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

**RFP TITLE:** Pipe, Metals and Related Materials – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 15-7172  
**RFP OPENING DATE:** January 6, 2016  
**CONTRACT TERM:** Date of award until January 31, 2017 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 until January 31, 2018)**  
**(Extended by Region 19 until January 31, 2019)**  
**(Extended by Region 19 until January 31, 2020)**  
**(Extended by Region 19 until January 31, 2021)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 60  
**RESPONSES:** 3  
**ADVERTISEMENT DATES:** Washington Post - November 18, 2015 and November 25, 2015  
El Paso Times – November 17, 2015 and November 24, 2015  
**BOARD MEETING DATE:** July 16, 2016

**RECOMMENDED FOR AWARD** **El Paso Pipe and Pump Supply, Co.**  
**Keenan Supply Division of Hajoca Cooperation**  
**Lark Industrial, LLC**

**TOTAL (estimated)** **\$2,500,000.00/ year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and Region 19 to purchase Pipe, Metals, & Related Materials & Services as needed during the contract term. Awarded vendors are in compliance with all applicable provisions of the Buy America Act. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. Pricing on this contract will be tied directly to the manufacturers published price list, escalation on pricing during the contract term will be considered due to the commodity fluctuations on raw products primarily used in the manufacture of materials tied to this contract. In all instances, administration is recommending awards to vendors who scored 80% or higher on their overall rating.

**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  
Debbie Jeffry - ESC Region 19 Allied States Cooperative  
Renae Lawrence - ESC Region 19 Allied States Cooperative

**Contact Information:**

**El Paso Pipe and Pump Supply, Co.**

Joe Romo  
7171 Chino Drive, El Paso, TX 79922  
915-775-0090  
Fax: 915-775-9720  
[www.abqpipe.com](http://www.abqpipe.com) / [jromo@elpasopipe.com](mailto:jromo@elpasopipe.com)

**Keenan Supply Division of Hajoca Cooperation**

Nancy Rivas  
800A Tony Lama, El Paso, TX 79915  
915-779-7473  
Fax: 915-779-3118  
[nancy.rivas@hajoca.com](mailto:nancy.rivas@hajoca.com)

**Lark Industrial, LLC** \*Terminated as of 12/16/19

Rick Meza  
7198 Merchant Ave., Suite C-2, El Paso, TX 79915  
915-500-4347  
[customerservice@larkindustries.com](mailto:customerservice@larkindustries.com) / [www.larkindustries.com](http://www.larkindustries.com)

**Vendor Name:**

**El Paso Pipe and Pump Supply, Co. - Joe Romo, 7171 Chino Drive, 915-775-0090**

**Discount Structure to include S & H unless otherwise qualified:**

**Discounts structure varies with product / F.O.B El Paso**

Orders above \$1,000.00 – 5% extra discount

Orders up to \$5,000.00 – 10% extra discount

On special order and non-stock items, we will pay all ground freight charges, (freight on board)

Mark up of 25% from our costs on all merchandise we provide.

**Description of Products or Services**

**Agricultural Mining, Domestic-Municipal, Environmental Plumbing, Industrial Structural**

**Pipe** – all schedules, welded / seamless, copper tube, flush-thread PVC, galvanized, CPVC / PVC SCH 40/80, stainless steel

**Pumps** – agricultural & domestic, booster, centrifugal, circulating, diaphragm, industrial & chemical, jet pumps, submersible, turbine, sewage

**Valves** – Cast Steel, Forged Steel, bronze & iron, ball, butterfly, check, gate, globe, needle, plug, PVC, solenoid, air/water/steam control, steam traps

**Fittings** – copper, expansion joints, forged steel 2000# / 3000#, galvanized, grooved, malleable iron 150# / 300#, CPVC / PVC, socket weld / threaded, stainless steel, weld fittings / flanges, STD / XH 150# / 2500#, SS repair clamps

**Accessories** – all thread rod, hangers / strut, gaskets, non-asb, red rubber, spiral wound, camlok fittings, PVC cement / primer, tools / threaders / dies, pressure gauges, hydronic controls, stud bolts

**Well Drilling** – Check Valves, Drilling fluids, drilling mud, filtration, frostfree hydrants, pitless adapters, pressure relieve valves, pressure tanks, Portland cement-Sakrete, Silica Sand, Tank Tees, Submersible Wire, Water Meters, Water Softeners, Well Scree & Drive Points

Amtrol, Inc., American Granby, Anvil International, Armstrong Pumps, A.Y. McDonald, Barlod Drilling Fluids, Berkeley Pumps, Campbell/Monoflex, Capitol MFG., Flint & Walling, Inc., Franklin Pump Systems, Hammond Valves, Jet Stream Pipe, Lakos Sand Separators, McDonald Miller, Myer Pumps, Nordstrom Valves, Rectorseal, Rigid Tool, Spears MFG., Ward MFG., Watts, Weatherford / Johnson Screen, Weldbend, Wheatland Tube, Wolf Turbine Pumps, Zoeller Pumps

**[Price Link](#)**

**States Covered** – All States

**Vendor Name:**

**Keenan Supply Division of Hajoca Cooperation - Nancy Rivas, 800A Tony Lama, 915-779-7473**

**Discounts available depending on materials being purchased**

1% - \$0 - \$1,000.00

2% - \$1,001.00 - \$5,000.00

3% - \$5,001.00 or higher

Mark up of 25% from our costs across the board

**Description of Products or Services**

Copper pipe and fittings, PVC pipe and fittings, black pipe and fittings.

**[Price Link](#)**

**States Covered** – New Mexico, Texas

**Vendor Name:**

**Lark Industrial, LLC - Rick Meza, 7198 Merchant Ave., Suite C-2, 915-500-4347**

**Description of Products or Services**

Lark Industries, LLC – is an industrial machine shop with capabilities to fabricate, modify, and repair metal and plastic products.

Steel fabrication to include hand rails, guard rails, wrought iron fencing, gates, window guards for indoors and outdoors, Processing & fabrication of bars, plates, sheet and coil, structural shapes, tubing, pipe with carbon, alloy, stainless steel, nickel alloys, aluminum, brass and copper. Other related goods and services, design and labor for customized work.

Our machine shop can service small pieces that simply need repairs or fabricate complex precise parts. We provide professional, high-quality, and cost-conscious general industrial machining.

General industrial Machining

Secondary Operation

Treading: Standard, Metric and Acme

Welding

Steel Fabrication

Fabrication of Precision Custom Tooling

Fabrication of Tools, Dies, Molds, Drill Jigs, (SMED), Fixtures, and Gauges

Engineering Support

Complete Design and Built Capabilities - Not just components but assemblies as well

Production Development

Prototypes and Production

Reverse Design (Design and create from existing part)

1 Part to Multipart Production

**Larger Projects Include**

Large Cylinder Tanks

Catwalks

Structures

Platforms

Rigs

Test Towers

Stairs

**Steel Fabrication Projects Include**

Handrails

Guardrails

Wrought Iron Fencing

Gates

Window Guards

I-Beam Structures

Custom Work

Carts

### **Sample of the Materials we Process**

Carbon Steel  
Stainless Steel  
Aluminum (Anodized)  
Copper  
Brass  
Nickel Alloy  
Waukesha 88 Alloy  
Metal Plates  
Sheet Metal  
Cold Roll / Hot Roll (A36)  
Galvanized  
Bronze  
Expanded Metal  
Plastic  
Delrin  
Lexan  
Pexi-Glass  
Rubber

### **Our-State-of-the-art Facility Includes**

“Clean Room” Facilities for Medical Fabrication or Secondary Operation  
Automation  
Tool Room  
Metrology Department to assure Quality Control  
Water Jet Cutting Technology

### **Lark’s Water Jet Capacity can effectively cut and shape materials including:**

Steel as thick as 6”  
Stainless Steel  
Aluminum  
Brass  
Copper  
PVC  
Plastic  
Rubber  
Hard Board  
Glass  
Wood  
And much more

### **Types of Welding and Cutting Services include**

MIG  
TIG  
ARC  
Plasma  
Torch  
Water Jet

**Lark's Clean Room is set up to meet and exceed the highest standards. The room is complete with:**

Safe Flooring  
Filters  
Workstation Monitors  
Air Controls  
Vision Inspection  
Segregated Gowning Area and Transfer Room

**Product Information**

We can manufacture upon the request of our clients. Whether we work off an existing design or we create a design for our clients, we are able to meet our client's needs. We're equipped to fabricate single pieces or full assemblies. The project may be as simple as adjusting a metal part to fit an existing assembly or fabricating an entire automated assembly line, from welding a fallen gate to fabricating a suspended catwalk. From cutting a metal or plastic letter sign to fabricating a large metal art piece. The various Industries that have benefitted from our services are:

Government  
Manufactures  
Defense  
Aerospace  
Medical  
Automobile  
Machine Shops  
Sign Companies  
Printing Companies  
Special Art Works  
Metal Works  
Technology  
Utilities

**Warranty / Guarantee**

All of our products and work is guaranteed to last its projected life time. Should a part or service not be to client's standard, a technician will address the issue immediately that same day or the next day at the latest. All new products have a 2 year warranty against manufacture's defects (only for parts manufactured by Lark Industrial). Should a part need to be replaced, depending on the complexity of the part, it will be replaced within 72 hours.

**Pricing**

**CNC Single Item Fabrication, Modification, or Repair**

\$75.00 0-1 hour design and setup fee  
\$120.00 per hour for machining

**CNC Production Rate**

\$75.00 per hour for large quantity (over 8 hours)

**Waterjet Cutting**

Per Minutes Cost Minutes

\$3.68 0-15

\$3.28 16-30

\$3.03 31-40

\$2.80 41-50

\$2.58 51-60

\$2.38 61-120

\$2.29 120 +

**Welding & Painting**

\$55.00 per hour

**Manual Tool Room Machining (Fabrication, Modification, Repair)**

\$65.00 per hour

\*\*\*All prices above do not include material. Material is charged at cost plus over 15% markup. \*\*\*

\*\*\*Projects with a high amount of hours can be negotiated at a lower rate depending on quantities and project complexity.\*\*\*

**States Covered** – El Paso and surrounding areas for onsite services

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(May 19, 2016)  
(January 5, 2017)  
(November 28, 2017)  
(November 28, 2018)  
(December 16, 2019)