

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Maintenance, Repair, and Operation Supplies-Just in Time Pickup and Delivery - ESC Region 19 Purchasing Cooperative
RFP NUMBER: 08-6131
RFP OPENING DATE: September 11, 2007
CONTRACT TERM: Date of Award until September 30, 2009 with the option to extend in 12-month increments not to exceed 60 months in the aggregate
(Extended on September 11, 2009 until September 30, 2010 by administration)
(Extended until September 30, 2011 by Executive Director)
(Extended by Region 19 until September 30, 2012 on September 7, 2011)
FUNDING SOURCE: Various
RFQ's ISSUED: 48
RESPONSES: 25
ADVERTISEMENT DATES: August 24th & 31st, 2007
BOARD MEETING DATE: October 11, 2007

RECOMMENDED FOR AWARD: 1st Source Parts Center
Airworks Service Company
American Refrigeration Supplies, Inc.
~~Architectural Products~~ (Name change to APCO Building Specialties on September 10, 2009)
Consolidated Electrical Distributors
Dale Boren's Service Supply, Inc.
Desert Drywall Inc. (HUB)
Dunn-Edwards Corporation
El Paso Bolt & Screw, Inc. (HUB)
El Paso Paint Service Center, Inc. (HUB)
Ewing Irrigation
Graybar Electric Company
Hardware Specialties & Glass Company
Johnstone Supply
Kwal Paint Company
Passage Supply Company
Sherwin Williams Company
Southwestern Industrial Fasteners (SWIFCO)
~~The Home Depot (Rojas Drive only)~~ removed 8/01/08
Western Wholesale Supply Company
Wholesale Building Materials Company

TOTAL (estimated) \$700,000.00 annually

EXPLANATIONS:

Award of this contract will enable Region 19 Purchasing Cooperative members to procure MRO supplies and related goods and services as required during the contract period from a pool of established vendors. A proposal from Allen Specialty Hardware Inc. and Triangle Electric Supply did not provide any of the required documents that were part of the proposal, hence they were not considered. Depending on each coop member's procurement policy, it is recommended that on

EXPLANATIONS:

any purchases exceeding \$2,500 that a minimum of three (3) written quotes be taken for each purchase. Factors reviewed and considered for this multiple award included purchase pricing, vendor's reputation, quality, ability to meet coop member's needs, past relationship with coop members, HUB compliance as adopted the ESC Region 19 Board of Directors, as well as vendor locations for ease of just in time purchasing for commodities not specifically identified due to daily operational challenges faced by cooperative members. This dollar amount will be set by each Purchasing Coop member when utilizing this contract. Sexauer does not have a local just in time warehouse or store front, therefore its proposal was not considered. A proposal from McCoy's was not considered because the vendor would not agree to the Statement of Cooperative Purchasing Agreement.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC-Region 19 Purchasing

EVALUATION COMMITTEE: Maxine Cruz
San Elizario Purchasing

Justin Hill
Clint ISD Purchasing

Royce Cleveland
ESC Region 19 Purchasing

ORDER INFORMATION:

1st Source Parts Center
Kelly Davis
2914 Gateway East
El Paso, TX 79905
915-544-3350 / 800-937-3350
Cell- 873-7650
Fax: 915-533-1313
kydavis@1stservall.com

Airworks Service Company
John M. Gill
10060 Railroad Drive
El Paso, TX 79924
915-591-8457
Fax: 915-532-9108
jgill5@aol.com

American Refrigeration Supplies Inc.
Raul Aragon
3524 Gateway East
El Paso, TX 79905
915-533-1677
Fax: 915-532-3117
raron@ars-net.com

~~**Architectural Products**~~
APCO Building Specialties as of 9/10/09
P.O. Box 12807
El Paso, TX 79913
915-584-9424/ cell- 276-5986
915-833-7587
www.apcoinc.net

Consolidated Electrical Distributors
~~George McCaughey~~ Mario Salinas
11500 Rojas Drive, Suite 5
El Paso, TX 79936
915-592-8800/ cell- 892-3345
Fax: 915-592-4338
mccaugheyg@ced-elp.com

Dale Boren's Service Supply
Kelly Boren
809 Tony Lama Street
El Paso, TX 79915
915-779-8686
Fax: 915-779-8699
kbsupply@hotmail.com

ORDER INFORMATION:

Desert Drywall

Javier Diaz, Sr.
P.O. Box 11158
El Paso, TX 79995
915-921-8939
Fax: 915-921-8967
ddrywall@elp.rr.com

Dunn Edwards Corporation

Steve Wahl
2430 Juan Tabo, Unit A
Albuquerque , NM 87112
505-877-5050/ 800-228-0883
Fax: 505-877-1152
swahl@dunn-edwards.net/
www.dunnedwards.com
Local- Eddie Madrid @ 474-9220
Local- Dave Caro @ 585-7694
Local- Leo Pena @ 855-7535

El Paso Bolt & Screw Company, Inc.

Attn: Robert Salome
7058 Alameda Avenue
El Paso, TX 79915
915-772-7491/ 800-992-2658
Fax: 915-772-3056
www.elpasobolt.com / epbolt@aol.com

El Paso Paint Service Center Inc.

Fernando Soledad
1819 Montana Avenue
El Paso, TX 79902
915-533-1431
Fax: 915-533-1433
elpasopaintsvc@aol.com

Ewing Irrigation

Ken Futrell
3630 Durazno
El Paso, TX 79905
915-588-0285 / 915-544-7575
Fax: 915-577-9191
kfutrell@ewing1.com

Graybar Electric Company

Carlos Rodriguez
3300 Durazno Drive
El Paso, TX 79905
915-485-6631/ cell# 915-217-9246
Fax: 915-544-6438
www.graybar.com
martin.alvarado@gbe.com

Hardware Specialties & Glass

Jeff Paxton
214 N. Virginia
El Paso, TX 79901
915-533-5555
Fax: 915-542-1089

Johnstone Supply

Robert Tuttle or Matt Pena
800 Tony Lama
El Paso, TX 79915
915-779-5736
Fax: 915-772-0381
Store83@johnstonesupply.com

ORDER INFORMATION:

Kwal Paint

~~Jim Gambert or Cruz Lopez~~-Keith Couch
1324 Texas Avenue
El Paso, TX 79901
~~915-532-6921 / cell-915-346-3109~~ 720-296-6633
Fax: 915-544-3736
www.kwalpaint.com / info@kwalpaint.com

Western Wholesale Supply Inc

Frank Estrada
1345 Geronimo
El Paso, TX 79925
915-778-3086/cell:727-4779
Fax: 915-771-6343
www.westernwholesaleinc.com
frank@westernwholesaleinc.com /

Passage Supply Company

Matt Salgado or Todd Paschich
200 Chelsea
PO Box 971395
El Paso, TX 79997-1395
915-778-9377 / 800-351-8124/cell-443-0321
Fax: 915-772-9602
todd@passagesupply.com

Wholesale Building Materials Co.

Gary Byers
1701 Magoffin
El Paso, TX 79901-1823
915-533-9721
Fax: 915-532-9239

Sherwin Williams Company

El Paso Commercial c/o

~~Luis Garcia~~ Mike Campos
~~9155 Dyer Street, D-5~~
1015 Eastside Road
El Paso, TX 79915
~~915-755-7172/915-755-6424~~
915-772-1704
Fax: 915-755-7479
www.sherwin-williams.com

Southwestern Industrial Fasteners

Linda Jacobson or Gloria Morse
924 Tony Lama
El Paso, TX 79915
915-592-5859 / 800-592-5859/cell-252-2690
Fax: 915-592-2961
swifco924@aol.com

The Home Depot (Order from Rojas Store only)

~~Luis Reza/ Yoli Acosta/ Juan Carlos~~
41360 Rojas
El Paso, TX 79936
~~915-599-7425/915-599-8741~~
Fax: 915-599-7427
www.homedepot.com

NOTE- RFP award only good for 6% discount at 11360 Rojas

~~Other sales associates for assistance on this contract include Moe Cordero, Eddie Morza, Jesus Leuvano, Pedro Rojas, or Rudy Merrera~~

SPECIAL CONDITIONS:

1. This contract will be utilized by Region 19 ESC, Region 19 Head Start, and Region 19 Purchasing Cooperative Members for the stated commodities.
2. Currently, Anthony ISD, Canutillo ISD ,Clint ISD, El Paso ISD, El Paso MHMR, El Paso YWCA, El Paso Catholic Diocese, Fabens ISD, Tornillo ISD, San Elizario ISD, Socorro ISD, and Ysleta ISD are members in the Region 19 Purchasing Cooperative.
3. Please check the commodity groups you wish to be considered for on the proposal.
4. In compliance with the Prompt Payment Act, vendors will be paid within 30 days or less after proper receipt of invoicing for goods and services received.
5. All goods will be picked up unless otherwise stipulated by the Region 19 Purchasing Cooperative Members.
6. Vendors agree to accept authorized Purchase Orders unless otherwise stipulated in the response by the vendor at the time of RFP submission.
7. MRO (Maintenance, Repair, and Operation) will be for JIT (Just-in-Time) pickup or delivery on this contract.
8. If no discount is available from retail pricing, insert 0% below. Any discounts submitted must be shown on all invoices for all Region 19 Coop Members upon checking out from the store or pickup location.
9. Price lists for certain commodities may be asked for after submissions to confirm the best value for the school districts... ie a 10% discount may be a more competitive rate than a 25% discount depending on the retail pricing.
10. Award basis for this will be 40% pricing, 25% location, and 10% customer billing, and 25% selection and variety for each category and other factors determined to be in the best interest of the Purchasing Cooperative.
11. While this contract is for JIT orders, it is not intended for supply purchases that would exceed \$25,000 for a specific project. The intent is that impromptu purchases required for daily maintenance can be purchased as required. A large project would require a formal sealed proposal or bid identifying specific quantities.
12. Vendors will provide on company letterhead the process they use for billing discount government and Region 19 Purchasing Cooperative accounts.
13. Awarded vendors will be provided a listing of all Region 19 Purchasing Cooperative members and by responding to this proposal, if awarded, the vendor agrees to advise and provide discount to all members when presented with a purchase order.

BID RESPONSE FORM:

□ **Lot 1- Air conditioning equipment & Related Supplies**

1st Source Parts Center @ 9% discount from retail or 3% from wholesale pricing
Airworks Service Company @ 20% discount from retail price
America Refrigeration Supplies @ 50% discount from list price
Johnstone Supply @ 47% discount from retail price
Passage Supply @ 0% discount from retail price
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
Western Wholesale Supply @ 25% discount from retail price

□ **Lot 2- Blinds, shades, and window supplies**

~~The Home Depot @ 6% discount from retail (removed 8/01/08)~~
The Sherwin Williams Company @ 25% discount from retail

□ **Lot 3- Cement, bricks, and Supplies**

~~The Home Depot @ 6% discount from retail (removed 8/01/08)~~
Wholesale Building Materials @ 0% discount from retail

□ **Lot 4- Electrical & Related Supplies**

Consolidated Electrical Distributors @ 20% discount from retail
Graybar @ 10% discount from retail
Johnstone Supply @ 47% discount from retail price
Passage Supply @ 0% discount from retail price
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~

□ **Lot 5- Flooring, carpet, and Related Supplies**

~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
The Sherwin Williams Company @ 25% discount from retail

BID RESPONSE FORM:

❑ **Lot 6- Hand Tools and Related Supplies**

Consolidated Electrical Distributors- 20% discount from retail
Desert Drywall- 48% discount from retail
Graybar Electric- 8% discount from retail
Ewing Irrigation- 30% discount from retail
Hardware Specialties & Glass- 30% discount from list pricing
Johnstone Supply- 47% discount from retail
Passage Supply @ 0% discount from retail price
Southwestern Industrial Fasteners- 0-37.5% from retail depending on brands
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
Wholesale Building Materials- 0% from retail

❑ **Lot 7- Janitorial, Cleaning Products, and Related**

Consolidated Electrical Distributors- 20% discount from retail
Southwestern Industrial Fasteners- 10% discount from retail
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~

❑ **Lot 8- Lamps, ballasts, and Lighting Supplies**

Consolidated Electrical Distributors- 50% discount from retail
Graybar Electric- 10% discount from retail
Johnstone Supply- 47% discount from retail
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~

❑ **Lot 9- Lawn & Garden Equipment & Supplies**

Ewing Irrigation- 30% discount from retail
Hardware Specialties & Glass- 30% discount from list pricing
Southwestern Industrial Fasteners- 10% discount from retail
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~

❑ **Lot 10- Locks, door knobs, keying, and Related**

~~Architectural Products~~ **APCO Building Specialties as of 9/10/09-25% discount from retail**
Hardware Specialties & Glass- 40% discount from list pricing
Southwestern Industrial Fasteners- 10% discount from retail
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
Wholesale Building Materials- 0% from retail

BID RESPONSE FORM:

□ **Lot 11- Lumber, Wood, and Related Supplies**

Desert Drywall- 48% discount from retail
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
Wholesale Building Materials- 0% from retail

□ **Lot 12- Nuts, bolts, and Related Hardware**

Consolidated Electrical Distributors- 25% discount from retail
Desert Drywall- 48% discount from retail
El Paso Bolt & Screw- 50% discount from retail
Hardware Specialties & Glass- 30% discount from list pricing
Southwestern Industrial Fasteners- 35% - 50% discount from retail depending on brand
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~

□ **Lot 13- Paint and Related Supplies**

Desert Drywall- 48% discount from retail
Dunn Edwards- 39% discount from retail
El Paso Paint Service Center- 48% discount from retail
Kwal Paint- 42% discount on paint, 25% discount on supplies, 20% discount on spray equipment
Southwestern Industrial Fasteners- 0% - 30% discount from retail depending on brand
~~The Home Depot @ 6% discount from retail price (removed 8/01/08)~~
The Sherwin Williams- 30-40% discount from retail price

□ **Lot 14- Plants & Landscaping Supplies**

Ewing Irrigation – 30% discount from retail
~~The Home Depot – 6% discount from retail (removed 8/01/08)~~
Wholesale Building Materials- 0% from retail

□ **Lot 15- Plumbing Equipment, Parts, and Related**

1st Source Parts Company- 9% from retail or 3% from wholesale
Dale Borens Supply- 25% discount from list price; **effective 4/10/12 all Quincy Compressors included at 25% from MSRP**
Johnstone Supply- 47% discount from retail price
~~The Home Depot – 6% discount from retail (removed 8/01/08)~~
Western Wholesale Supply- 25% discount from retail

BID RESPONSE FORM:

❑ **Lot 16- Roofing Supplies & Related**

~~The Home Depot – 6% discount from retail (removed 8/01/08)~~
The Sherwin Williams Company- 20% discount from retail
Wholesale Building Materials- 0% from retail

❑ **Lot 17- Sheetrock Materials & Related Supplies**

Desert Drywall- 48% discount from retail
El Paso Bolt & Screw Company- 50% discount from retail
~~The Home Depot – 6% discount from retail (removed 8/01/08)~~
Wholesale Building Materials- 0% discount from retail

BID RESPONSE FORM:

Does vendor offer a store credit card? If yes, please provide details?

1st Source Parts Center NO
Airworks Service Co. NO
American Refrigeration NO
~~Architectural Products- (APCO Building Specialites as of 9/10/09)~~NO
Consolidated Electrical Distributors- NO
Dale Boren's Service Supply- NO
Desert Drywall- NO
Dunn Edwards Corporation- NO
El Paso Bolt & Screw Company, Inc. - NO, but all major credit cards are accepted
El Paso Paint Service Center Inc.- NO
Ewing Irrigation- NO
Graybar Electric Company- NO
Hardware Specialties & Glass- NO
Johnstone Supply- NO
Kwal Paint- NO
Passage Supply Company- NO
Southwestern Industrial Fasteners- NO
~~The Home Depot- YES (Contact store for details) (removed 8/01/08)~~
The Sherwin Williams Company- NO
Western Wholesale Supply- NO
Wholesale Building Materials Col- NO

BID RESPONSE FORM:

Does vendor provide delivery service in El Paso County? If yes, please provide details?

1st Source Parts Center- YES, orders over \$100; also will provide Fed Ex deliveries at cost

Airworks Service Co. - YES, order in city limits no charge, out of city limits S & H added

American Refrigeration- YES

~~Architectural Products~~ **(APCO Building Specialites as of 9/10/09)-** YES

Consolidated Electrical Distributors- YES

Dale Boren's Service Supply- YES, within 100 miles

Desert Drywall- YES; fuel surcharge to be added to all deliveries based on mileage; obtain costs in advance and include on PO

Dunn Edwards Corporation-YES; same day delivery from El Paso locations

El Paso Bolt & Screw Company, Inc.- YES

El Paso Paint Service Center Inc.- YES

Ewing Irrigation- YES-NO CHARGE

Graybar Electric Company- YES

Hardware Specialties & Glass- YES

Johnstone Supply- YES

Kwal Paint- YES at no cost

Passage Supply Company- YES- No charge on orders over \$250/ \$25 charge on less than \$250

Southwestern Industrial Fasteners- YES- \$50 minimum order

~~The Home Depot~~ **YES (removed 8/01/08)**

The Sherwin Williams Company- YES- contact 755-7172 for deliveries

Western Wholesale Supply- YES

Wholesale Building Materials Co. – YES- \$500 minimum order

LIST LOCATION (S) OF ALL STOREFRONTS FOR WALK-IN TRAFFIC & SALES:

1st Source Parts Center- See order information for address

Airworks Service Co. - See order information for address

American Refrigeration – See order information for address

~~Architectural Products-~~ **(APCO Building Specialites as of 9/10/09)-** See order information for address

Consolidated Electrical Distributors- See order information for address

Dale Boren's Service Supply- See order information for address

Desert Drywall- See order information for address

Dunn Edwards Corporation- 7930 N. Mesa, Suite A-5 El Paso, TX 79932 &
1831 N. Zaragosa, Suite 201, El Paso, TX 79936

El Paso Bolt & Screw Company, Inc.- See order information for address

El Paso Paint Service Center Inc.- See order information for address

Ewing Irrigation- See order information for address

Graybar Electric Company- See order information for address

Hardware Specialties & Glass- See order information for address

Johnstone Supply- NO

Kwal Paint-

9109 Dyer Street, El Paso, TX 79924

6950 North Mesa, El Paso, TX 79912

1875 Saul Kleinfeld, El Paso, TX 79936

1342 North Zaragosa, El Paso, TX 79907

1324 Texas Avenue, El Paso, TX 79901

(Robert Samaniego, 585-2062, cell-373-4859, or fax 581-9463)

(Luis Flores, 532-6921, or fax 544-3736)

(Cruz Lopez, 532-6921, cell- 346-3109, or faz 544-3736)

Passage Supply Company- NO

Southwestern Industrial Fasteners- See order information for address

~~The Home Depot- See order information for address~~ **(Rojas Store only) (removed 8/01/08)**

The Sherwin Williams Company-

9155 Dyer Street, D-5, El Paso, TX 79924

5425 N. Mesa Street, El Paso, TX 79912

10930 Pebble Hills Drive, El Paso, TX 79936

1452 N. Zaragoza, A-100, El Paso, TX 79936

1015 Eastside Road, El Paso, TX 79915

Western Wholesale Supply- See order information for address

Wholesale Building Materials Col- See order information for address

TOTAL NUMBER OF EMPLOYEES:

1st Source Parts Center- 7
Airworks Service Co.- 30
American Refrigeration- 9
~~Architectural Products- (APCO Building Specialites as of 9/10/09)- 60~~
Consolidated Electrical Distributors- 20
Dale Boren's Service Supply- 18
Desert Drywall- 3
Dunn Edwards Corporation- 14 in El Paso
El Paso Bolt & Screw Company, Inc.- 8
El Paso Paint Service Center Inc.- 4
Ewing Irrigation- 5
Graybar Electric Company- 25
Hardware Specialties & Glass- YES
Johnstone Supply- NO
Kwal Paint- 40
Passage Supply Company- 25
Southwestern Industrial Fasteners- 9
~~The Home Depot- 150+ (removed 8/01/08)~~
The Sherwin Williams Company- 24
Western Wholesale Supply- 21
Wholesale Building Materials Co.- 10

TOTAL NUMBER OF DELIVERY VEHICLES FOR DELIVERIES:

1st Source Parts Center- 1
Airworks Service Co. - 3
American Refrigeration- 1
~~Architectural Products- (APCO Building Specialites as of 9/10/09)- 2~~
Consolidated Electrical Distributors- 4
Dale Boren's Service Supply- 6
Desert Drywall- 3
Dunn Edwards Corporation- 4 in El Paso
El Paso Bolt & Screw Company, Inc.- 2
El Paso Paint Service Center Inc.- 2
Ewing Irrigation- 3
Graybar Electric Company- 2
Hardware Specialties & Glass- 2
Johnstone Supply- 2
Kwal Paint- 7
Passage Supply Company- 8
Southwestern Industrial Fasteners- 6
~~The Home Depot- 2- Flat bed and courier for medium loads (removed 8/01/08)~~
The Sherwin Williams Company- 5
Western Wholesale Supply- 3
Wholesale Building Materials Co.- 2

WILL VENDOR AGREE TO PROVIDE A PRINTOUT SHOWING RETAIL PRICING FOR CERTAIN COMMODITIES THAT WOULD BE USED FOR EVALUATION PURPOSES?

- 1st Source Parts Center- YES
- Airworks Service Co. - YES
- American Refrigeration- YES
- ~~Architectural Products~~ **(APCO Building Specialites as of 9/10/09)**– YES
- Consolidated Electrical Distributors- YES
- Dale Boren’s Service Supply- YES
- Desert Drywall- YES
- Dunn-Edwards Corporation- YES
- El Paso Bolt & Screw Company, Inc.- YES
- Ewing Irrigation- YES
- Graybar Electric Company- Yes
- Hardware Specialties & Glass- YES
- Johnstone Supply- YES
- Kwal Paint- YES
- Passage Supply Company- YES
- Southwestern Industrial Fasteners- YES
- ~~The Home Depot~~ **YES (removed 8/01/08)**
- The Sherwin Williams Company- YES
- Western Wholesale Supply- YES
- Wholesale Building Materials Col- YES

Approved by: _____
(Santiago Rodriguez- Region 19 Chair)
(Dr. James R. Vasquez- Executive Director))
(Dr. James R. Vasquez- Executive Director))
(Sonia Eubank – Associate Executive Director)

Date: _____
(October 11, 2007)
(September 11, 2009)
(August 30, 2010)
(September 7, 2011)