

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

RFP TITLE: Welding Equipment, Supplies, Gases & Related– ESC Region 19
Allied States Cooperative (ASC)

RFP NUMBER: 16-7214

RFP OPENING DATE: September 13, 2016

CONTRACT TERM: Date of award until September 30, 2017 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 September 30, 2018)
(Extended by Region 19 until September 30, 2019)
(Extended by Region 19 until September 30, 2020)
(Extended by Region 19 until September 30, 2021)

FUNDING SOURCE: Various

RFP's ISSUED: 35

RESPONSES: 3

ADVERTISEMENT DATES: El Paso Times: August 1, 2016 & August 8, 2016
Washington Post: August 1, 2016 and August 8, 2016

BOARD MEETING DATE: October 20, 2016

RECOMMENDED FOR AWARD ~~Argyle Welding Supply, Inc.~~
Praxair Distribution, Inc. (name change as of 3/8/2018)
SYOXSA, Inc. (HUB)
Weld Life, LLC dba Apex Contracting Group (HUB)

TOTAL (estimated) \$750,000.00 / year

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Cooperative members to purchase the stated goods and services when required during the contract period. Pricing can be found on each vendor's web site, but please confirm the web site pricing with the designated contact person for each awarded vendor prior to processing an order. All licenses and certifications have been provided by both vendors and scored above an 80. Weld Life, LLC dba Apex Contracting Group submitted a proposal on Lots 1-6 with pricing depending on market value, proposal qualified under the Value Add Services portion, therefore lots 1-6 were not considered.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Martin Camacho
ESC Region 19

Debra Oropeza
ESC Region 19

Contact Information:

Argyle Welding Supply, Inc.

Praxair Distribution, Inc. (name change as of 3/8/2018)

William

Mc

Culver

1650

Sioux

Dr.

El Paso, TX 79925

915-598-7427 / Fax: 915-598-5668

www.argylesupply.com / William.culver@argylesupply.com / www.praxair.com /

William_culver@praxair.com

States Covered –

Texas

SYOXSA, Inc. (HUB)

German L. Trejo /

David Ornelas 6996

Commerce Ave.

El Paso, TX 79915

915-771-7674 / Fax: 915-771-7179

www.syoxa.com / gltrejo@syoxa.com / david.ornelas@syoxa.com

States Covered – New Mexico, Texas

Weld Life, LLC dba Apex Contracting Group (HUB)

Paul Karsko

4600 N. Mesa St. Suite C3

El Paso, TX 79912

915-996-2007 / 432-234-1456

paul@apexcontractinggroup.com / paulkarsko@gmail.com / www.apexcontractinggroup.com (added as of

October 2016)

States Covered – New Mexico, Texas

Proposal Response Form

Lot 1- Welding Equipment and Accessories

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer	<u>Miller</u>	Discount	<u>24%</u>	ARO <u>7 days</u>
Manufacturer	<u>Lincoln</u>	Discount	<u>23%</u>	ARO <u>7 days</u>
Manufacturer	<u>ESAB</u>	Discount	<u>23%</u>	ARO <u>7 days</u>
Manufacturer	<u>Victor</u>	Discount	<u>23%</u>	ARO <u>7 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

6% educational discount or contact vendor for large orders

SYOXSA, Inc.

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer	<u>Weldmark</u>	Discount	<u>25.0%</u>	ARO <u>7 days</u>
Manufacturer	<u>ESAB</u>	Discount	<u>25.0%</u>	ARO <u>7 days</u>
Manufacturer	<u>Profax</u>	Discount	<u>25.0%</u>	ARO <u>7 days</u>
Manufacturer	<u>Victor Technologies</u>	Discount	<u>25.0%</u>	ARO <u>7 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

6% educational discount when it apply for large single orders, which will be define when requested

Lot 2- Filler Materials (Welding electrodes and Rods)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer	<u>Lincoln</u>	Discount	<u>25%</u>	ARO <u>7 days</u>
Manufacturer	<u>Techniweld</u>	Discount	<u>25%</u>	ARO <u>7 days</u>
Manufacturer	<u>Weldmark</u>	Discount	<u>25%</u>	ARO <u>7 days</u>
Manufacturer	<u>Inweld</u>	Discount	<u>25%</u>	ARO <u>7 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

contact vendor for volume orders

SYOXSA, Inc.

State Discount from Manufacturers Suggested Retail Pricing

Manufacturer	<u>ESAB</u>	Discount	<u>25.0%</u>	ARO <u>7 days</u>
Manufacturer	<u>Blue Demon</u>	Discount	<u>30.0%</u>	ARO <u>5 days</u>
Manufacturer	<u>Weldmark</u>	Discount	<u>30.0%</u>	ARO <u>7 days</u>
Manufacturer	<u>Lincoln Electric</u>	Discount	<u>20.0%</u>	ARO <u>5 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

3% educational discount when it apply for large single orders, which will be define when requested

Lot 3- Safety Equipment (helmets, shields, glasses, gloves, back supports, vests, respirators, etc.)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Manufacturer	<u>Tillman</u>	Discount	<u>25%</u>	ARO <u>7 days</u>
Manufacturer	<u>Jackson</u>	Discount	<u>20%</u>	ARO <u>- days</u>
Manufacturer	<u>NASCO</u>	Discount	<u>10%</u>	ARO <u>- days</u>
Manufacturer	<u>UVEX</u>	Discount	<u>10%</u>	ARO <u>- days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

3% educational discount when it apply for large single orders, which will be define when requested

SYOXSA, Inc.

Manufacturer	<u>Weldmark</u>	Discount	<u>25%</u>	ARO <u>5 days</u>
Manufacturer	<u>Tillman</u>	Discount	<u>25%</u>	ARO <u>5 days</u>
Manufacturer	<u>ORS-NASCO</u>	Discount	<u>25%</u>	ARO <u>5 days</u>
Manufacturer	<u>Jackson</u>	Discount	<u>25%</u>	ARO <u>5 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

3% educational discount when it apply for large single orders, which will be define when requested

Lot 4- Welding Tools (Grinders, Chop Saws, Die Grinders, & Related Tools)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Manufacturer	<u>Dewalt</u>	Discount	<u>21%</u>	ARO <u>- days</u>
Manufacturer	<u>Metabo</u>	Discount	<u>21%</u>	ARO <u>- days</u>
Manufacturer	<u>Makita</u>	Discount	<u>21%</u>	ARO <u>-days</u>
Manufacturer	<u>Weldmark</u>	Discount	<u>20%</u>	ARO <u>-days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

3% educational discount when it apply for large single orders, which will be define when requested

SYOXSA, Inc.

Manufacturer	<u>Dewalt</u>	Discount	<u>20%</u>	ARO <u>5 days</u>
Manufacturer	<u>Metabo</u>	Discount	<u>20%</u>	ARO <u>5 days</u>
Manufacturer	<u>Walter</u>	Discount	<u>5%</u>	ARO <u>5 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

3% educational discount when it apply for large single orders, which will be define when requested

Lot 5- Cutting Torches (Torch sets, accessories, cutting tips, welding tips, hoses, gauges, and related)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Manufacturer	<u>Victor</u>	Discount	<u>30%</u>	ARO	<u>-days</u>
Manufacturer	<u>Flame Tech</u>	Discount	<u>25%</u>	ARO	<u>-days</u>
Manufacturer	<u>Harris</u>	Discount	<u>30%</u>	ARO	<u>-days</u>
Manufacturer	<u>Weldmark</u>	Discount	<u>30%</u>	ARO	<u>-days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

6% educational discount when it apply for large single orders, which will be define when requested

SYOXSA, Inc.

Manufacturer	<u>Victor Technologies</u>	Discount	<u>25%</u>	ARO	<u>5 days</u>
Manufacturer	<u>Flametech</u>	Discount	<u>25%</u>	ARO	<u>5 days</u>
Manufacturer	<u>Weldmark</u>	Discount	<u>25%</u>	ARO	<u>5 days</u>

Provide details on any volume discounts when a customer is needing to purchase a large single order?

6% educational discount when it apply for large single orders, which will be define when requested

Lot 6- Gases (Cutting and Welding Gases)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Oxygen

Size 200 CF	<u>\$ 10.75</u> / cylinder per month
Size 125 CF	<u>\$ 9.95</u> / cylinder per month
Size 80 CF	<u>\$ 8.25</u> / cylinder per month
Size 40 CF	<u>\$ 7.95</u> / cylinder per month
Size 20 CF	<u>\$ 7.25</u> / cylinder per month

SYOXSA, Inc.

Oxygen

Size 200 CF	<u>\$ 10.00</u> / cylinder per month
Size 125 CF	<u>\$ 9.50</u> / cylinder per month
Size 80 CF	<u>\$ 8.00</u> / cylinder per month
Size 40 CF	<u>\$ 7.00</u> / cylinder per month
Size 20 CF	<u>\$ 6.00</u> / cylinder per month

Gases (Cutting and Welding Gases)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Acetylene

Size 5	<u>\$ 110.50</u> / cylinder per month
Size 4	<u>\$ 37.50</u> / cylinder per month
Size 3	<u>\$ 26.50</u> / cylinder per month
Size 75 (customer owned)	<u>\$ 26.50</u> / cylinder per month Size B <u>\$ 16.99</u> / cylinder
Size MC (customer owned)	<u>\$ 10.90</u> /cylinder

SYOXSA, Inc.

Acetylene

Size 5	\$ <u>102.95</u> / cylinder per month
Size 4	\$ <u>41.52</u> / cylinder per month
Size 3	\$ <u>40.00</u> / cylinder per month
Size 75	\$ <u>27.00</u> / cylinder per month Size B
(customer owned)	\$ <u>17.70</u> / cylinder
Size MC (customer owned)	\$ <u>11.80</u> / cylinder

Gases (Cutting and Welding Gases)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Carbon Dioxide

Size 50	\$ <u>14.95</u> / cylinder per month
Size 20	\$ <u>10.50</u> / cylinder per month

SYOXSA, Inc.

Carbon Dioxide

Size 50	\$ <u>15.00</u> / cylinder per month
Size 20	\$ <u>10.00</u> / cylinder per month

Gases (Cutting and Welding Gases)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Argon/ CO2 (75/25 mix)

Size T	\$ <u>36.00</u> / cylinder per month
Size K	\$ <u>34.00</u> / cylinder per month

SYOXSA, Inc.

Argon/ CO2 (75/25 mix)

Size T	\$ <u>39.00</u> / cylinder per month
Size K	\$ <u>35.00</u> / cylinder per month

Gases (Cutting and Welding Gases)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Helium

Size T	\$ <u>109.00</u> / cylinder per month
Size K	\$ <u>99.00</u> / cylinder per month
Size 125	\$ <u>45.00</u> / cylinder per month

SYOXSA, Inc.

Helium

	\$299.17 * effective 5/10/19
	\$245.47 *effective 2/20/19
Size T	\$ <u>119.00</u> \$160.65 *effective 12/1/18 / cylinder per month
	\$262.63 * effective 5/10/19
	\$245.57 *effective 2/20/19
Size K	\$ <u>109.00</u> \$141.70 *effective 12/1/18 / cylinder per month
Size 125	\$ <u>79.00</u> / cylinder per month

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Flat Rate Per Month for Cylinder Rentals (All sizes)	\$ <u>4.95</u> /month
Hazardous Material Fee Per Invoice	\$ <u>0</u>
Delivery Charge Per Invoice (Gases only)	\$ <u>12.50</u>

Note- DOT compliance required with all deliveries on an open area vehicle

SYOXSA, Inc.

Flat Rate Per Month for Cylinder Rentals (All sizes)	\$ <u>5.50</u> /month
Hazardous Material Fee Per Invoice	\$ <u>N/A</u>
Delivery Charge Per Invoice (Gases only)	\$ <u>15.00</u>

Note- DOT compliance required with all deliveries on an open area vehicle.

Lot 7- Catalog Discount

(Any vendor with a full line catalog wishing to provide a discount from the current catalog must provide a full line catalog with pricing and provide the discount terms which will include all shipping and handling.)

Argyle Welding Supply, Inc. Praxair Distribution, Inc.

Name of Catalog	<u>N/A</u>	Discount from Price in Catalog - %
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SYOXSA, Inc.

Name of Catalog	<u>N/A</u>	Discount from Price in Catalog <u>N/A</u> %
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REQUIRED QUESTIONS

Locations for pickup by customers?

~~Argyle Welding Supply, Inc.~~ Praxair Distribution, Inc.- 1650 Sioux Dr. El Paso TX. / 550 N. Telshor Blvd. Las Cruces, NM.

Number of employees working for company? **9 in El Paso / 44 employees in total**

Number of Delivery Trucks? **5 in El Paso**

Average In stock dollar amount of Inventory on hand? **\$150,000.00**

Contact person to be assigned to this contract, if awarded including cell phone?

Contact person: **William Culver** Cellular phone: **575-644-5843**

Years in this business? **37 years for William Culver / 40+years for Argyle Welding Supply, Inc.**

REQUIRED QUESTIONS

Locations for pickup by customers?

SYOXSA, INC - 6996 Commerce Ave., El Paso, TX, 79915-1102

Number of employees working for company? **10 employees**

Number of Delivery Trucks? **Three delivery units for cylinders and one tractor trailer truck for liquid and/or gaseous bulk deliveries**

Average In stock dollar amount of Inventory on hand?

Gases inventory \$66,000.00
Products inventory \$120,000.00
Total Inventory \$186,000.00

Contact person to be assigned to this contract, if awarded including cell phone?

Contact person: **David Ornelas** Cellular phone: **915-204-5418** email: **david.ornelas@syoxsa.com**

Years in this business? **17years**

Value Add Services Description

Include any additional information you think ASC should have when making their decision to select awarded Vendors. What valued added options does Vendor offer that are not defined or addressed in this format? If they are best described in the line item format, please add to designated area at the end of the line item list.

Argyle Welding Supply, Inc.

<u>Praxair Distribution,</u>	List Less
<u>Inc. Addendum of Products</u>	20%
Channel Lock Pliers & Wrenches (NASCO)	20%
FibreMetal Safety (NASCO)	20%
Georgia Pacific Toilet Tissues (NASCO)	20%

ITW Handcleaners (NASCO)	20%
Kimberly Clarke (NASCO)	20%
Rubbermade Items (NASCO)	20%
Jet Tool Group (NASCO)	20%
Wilton Products (NASCO)	20%
Zoll Defibrillators 2 oz. Units (NASCO)	20%
Walter Abrasives	20%
Pferd Abrasives	20%
Profax Mig & Tig Parts & Accessories	20%
Anthony Carts (NASCO Pricing)	20%
Weiler Brushes (NASCO)	20%
MSA Safety (NASCO)	20%
Klein Tools	20%
Nicholson Files (NASCO)	20%
Bessey Clamps (NASCO)	20%

Defective Products and Turn Around Time

Products deemed defective will be evaluated by originator. Product will be refunded, repaired or replaced depending on originator policies and procedures. Turnaround time usually will take 1-2 weeks
Guarantee is provided by originator or product. i.e. Miller Helmets are 3years.

Warranty is offered by vendor and contracts will have to be written upon and for specific items wanting to be warranted. Warranty is dependent on Items. Vendor can perform start up procedure on welders
All Items that are warrantied will come with manufacturer and tracked by them, i.e. Miller, Lincoln, ESAB, etc.
Warranties are dependent on manufacturer, Warranty on installation is at the discretion of the manufacturer

Corporate Resources and Commitment

William Culver has been assigned to the program; he understands the roles of the program. The corporation has and does work with small business in the local area. Argyle has a Quality Assurance and Control Policy in place, one such program is with the FDA.

Training
Safety Seminars Welder
Repair Facility
Experience of Employees CWI
License
CWE Instructor AWS
Members
Western Tech Student Employed
Driver Experience with Region 19 accounts totaling 25 years + IWDC
Coop Member
Bilingual Personnel

SYOXSA, Inc.

Services & Capabilities

Production & distribution of Industrial Gases: Acetylene, Argon, Carbon Dioxide, Helium. Hydrogen, Nitrogen, Oxygen, Propane & Welding mixes.
Production & distribution of Medicinal Gases: Medical Oxygen, Carbon Dioxide NF, Nitrogen NF and Medical Mixes.
Production & distribution of specialty gases and percentage Laser mixes.
Gas Analytical services.
Design, installation & leak test of gas distribution systems. Cryogenic storage, equipment installation and maintenance service. Distribution of welding supplies and safety products.

Company

SYOXSA, Inc. is a privately held Hispanic-owned gas distributor founded in 1999. We distribute industrial, medical & specialty gases along with mixes, welding supplies, and safety products. Our expertise and capability allows delivering professional service and high quality products to satisfy our customer requirements on schedule.

Facilities & Equipment

High pressure fill plant in 50,000 Sq. Ft Industrial zone
Helium jumbo tube trailer 140,000 CFT capacity Cryogenic
Nitrogen transport trailer 6,000 gallons capacity
Two palletized high pressure cylinders transport units 33,000 Lbs. capacity - GPSmonitored
Cryogenic storage tanks for Argon, Carbon Dioxide, Nitrogen, Oxygen & Propane.
Spare cryogenic liquid bulk tanks
Analytical gas laboratory equipment: Teledyne 316, Meeco W, Servomex 5200, Thermco 6900, Varian Gas Chromatograph 3400, Gow-Mac Series 580
High pressure filling booster system up to 6000 PSIG capability
More than 6000 high pressure cylinders in different sizes and gas pressure service. Barcoded cylinder tracking system.
Specialized gas/cylinder control software.

Contact List

Branch Manager: Abel Aguilera
Email: Abel.Aguilera@syoxsa.com Phone: 915-771-7674 Mobile: 915-873-4559

Administrative Manager: Laura Padilla
Email: lpadilla@syoxsa.com Phone: 915-771-7674

Customer Service: Irving Castaneda
Email: Irving.Castaneda@syoxsa.com Phone: 915-771-7674

Technical Sales Representative: David Ornelas
Email: David.Ornelas@syoxsa.com Mobile: 915-204-5418

Technical Sales Representative: Jose Duran
Email: jose.duran@syoxsa.com Mobile: 915-356-5197

Certifications & Specifications: Purity Plus Specialty gases producer, Certified Texas Hub Zone, Railroad Commission Propane License, FDA Drug Manufacture Certified

Weld Life, LLC dba Apex Contracting Group (HUB)-Value Add Award only (removed 4/18/17)

Pricing Schedule for Mobile Welding and Related Services

Structural welding services include stairs, metal ladders and any other metal piece that is involved with the integrity of the existing structure including all carbon steel, stainless steel, and aluminum.

\$150.00 per hour per welder with a (3) hour minimum required for service calls
Note: Price includes rate for welder and welder helper

Pipe welding services include all high pressure metal pipes for water and natural gas lines as well as any playground maintenance piping including all carbon steel, stainless steel, and aluminum.

\$200.00 per hour per welder with a (3) hour minimum required for service calls Note: Pricing includes high pressure code testing, welder, welder's helper

Construction Consultation Fee **\$175.00** per hour Note: Consultation Fee applied at time customer requests a quote for services onsite.

OSHA I ADA consultation Fee **\$500.00** 1h Day 1-4 hours

\$1,000.00 1 Day 4-8 hours Note: OSHA / ADA Consultation Fee applied at time customer requests OSHA / ADA code inspection of all stairs, pipes, handrails, playgrounds, ladders and elevated structures onsite.

All needed material pre negotiated and billed as a separate line item with local market rates on an as needed availability basis per job and scope of work dependent upon metal commodity pricing utilizing cheapest local vendor at given time.

All welding products and supplies provided will be in New condition including but not limited to the following:

- Welding Hoods/Masks
- Welding Machines/Cables
- All Personal Protective Equipment
- Gloves
- All Welding consumables
- Welding rods
- Solid Mig/Flux wire
- Welding and torch cutting gases
- Oxygen
- Acetylene
- Argon

Negotiated pricing will be based on quantity requested per customer request and item availability. If scope of work required is outside of a 45 mile El Paso city limit radius the following additional fees will apply.

- Per Diem - **\$200.00** dollars per day per employee for entire duration of required scope of work
- Vehicle mileage per vehicle **\$0.75** cents per mile driven

All employees affiliated with Apex Contracting Group are certified to the highest welding credential through the American Welding Society. All employees have all been vetted with background checks ensuring the safety and well-being of our customers throughout military installations nationwide.

Apex Contracting Group is also actively engaged in construction repair / remodeling in all trades including welding, plumbing, electricity, roofing and concrete. If scope of work requires special skills Apex has not obtained, Apex will consult the customer and guide them with several options to complete the project in a timely manner.

Contact List

Paul Karsko 915-996-2007 / 432-234-145 paul@apexcontractinggroup.com / www.apexcontractinggroup.com
(added as of October 2016)

Approved by: _____

(Armando Aguirre – Executive Director)

(Armando Aguirre – Executive Director)

(Sonia Eubank – Associate Executive Director)

(Sonia Eubank – Associate Executive Director)

Date: _____

(October 11, 2016)

(July 31, 2017)

(July 9, 2018)

(July 16, 2020)