

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

RFP TITLE: Printing Services, Promotional Supplies Supplement – ESC
Region 19 Allied States Cooperative

RFP NUMBER: 17-7274

RFP OPENING DATE: October 3, 2017

CONTRACT TERM: Date of award until October 31, 2018 with the option to extend
another three (3) years annually, not to exceed 48 months in
the aggregate.
(Extended by Region 19 until October 31, 2019)
(Extended by Region 19 until October 31, 2020)
(Extended by Region 19 until October 31, 2021)

FUNDING SOURCE: Various

RFP's ISSUED: 137

RESPONSES: 20

ADVERTISEMENT DATES: Washington Post – August 25 & September 1, 2017
El Paso Times – August 25 & September 1, 2017

BOARD MEETING DATE: December 14, 2017

RECOMMENDED FOR AWARD **Apparel Art (Lown Brothers Inc. dba Apparel Art)**
BCD Investments, Inc. dba Badgeworks Plus
~~Chameleons~~ *removed as of 9/12/19
David's Pennants, Banners, & Graphic Signs, Inc. (HUB)
~~Gilman Gear~~ *removed 10/9/19
Hotshots by Lomeli's Photos
Proper Printshop Productions, LLC
Scorpion Sales & Entertainment, LLC
~~The Apex Company~~ *removed 10/9/19
The Company Store
Weldon, Williams, & Lick, Inc.

TOTAL (estimated) **\$7,000,000.00 / year**

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase printing and promotional supply products and services during the contract period. AdVentures Co. did not comply with multiple requests to provide necessary information required for proper evaluation and therefore was not considered. After multiple attempts to contact both Amsterdam Printing & Litho and Scarborough Specialties, Inc. regarding references, there were no responses received, and therefore they were not considered. Discovery Education Resources, LLC is awarded on a previous contract for the exact same items and pricing that were turned in with their proposal for this solicitation, and for that reason they were not considered. AnMar Enterprises Inc. dba Airport Printing Service, David's Apparel Inc., La Estrella, Rocks-Schoolwear, and Universal Graphics, Inc. have all been awarded on RFP #16-7198; therefore were not considered for award. Any vendor who took exception to standard shipping/handling being included with the catalog discount including this fee was not considered for award. It is however understood that when a coop members requires a rush or expedited order, those fees will be negotiated prior to placement of the order so that accounts payable is not paying for S & H unless agreement has been made on the original purchase order for goods to be purchased.

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

EVALUATION COMMITTEE:

Royce Cleveland
ESC Region 19 Allied States Cooperative

Rebecca Hernandez
ESC Region 19 Allied States Cooperative

Rena Lawrence
ESC Region 19 Allied States Cooperative

Contact Information:

Apparel Art (Lown Brothers Inc. dba Apparel Art)

Attn: Valerie Steinberg
11601 Pellicano Dr. Suite A15
El Paso, TX 79936
915-594-4499

Fx: 915-594-4623
apparelartval@aol.com
www.apparelart.com

States Covered: NM, TX

[Item List](#)

BCD Investments, Inc. dba Badgeworks Plus

Attn: Glen R. Zubia
1421 Lee Trevino D-9
El Paso, TX 79935
915-593-6351

Fx: 915-594-3678
sales@badgeworksplus.com
www.badgeworksplus.com

States Covered: All 50 States

[Item List](#)

Chameleons *Removed as of 9/12/19

Attn: Jessica Lopez
955 N Resler Dr. #104-149
El Paso, TX 79912
915-307-3415

Fx: 267-508-0974
Jessica@chameleonsep.com
www.chameleonsep.com

States Covered: All 50 States

[Item List](#)

David's Pennants, Banners, & Graphic Signs, Inc. (HUB)

Attn: David Partida / Victoria Soria
9911 Carnegie Ave
El Paso, TX 79925
915-592-1981
Fx: 915-592-2462
davidsbanners@yahoo.com

States Covered: TX

[Item List](#) *updated 9/23/19, 02/14/2020, 10/6/2020

~~*Added 8/27/19 Custom Flags, 12x8 Single Side \$14.60, 12x8 Double Side \$25.63 (Prices vary on quantity and colors and will include a 10% discount)~~

~~**Gilman Gear** *removed 10/9/19~~

~~Attn: Nadine Parker
30 Gilman Rd., PO Box 97
Gilman, CT 06336
860-889-7334
Fx: 860-823-1859
sales@gilmangear.com / n.parker@gilmangear.com
www.gilmangear.com~~

~~**States Covered:** All 50 States~~

~~[Item List](#)~~

Hotshots by Lomeli's Photos

Attn: Juan Carlos Lomeli
7501 Lockheed, Suite C
El Paso, TX 79925
915-779-1174
Fx: 915-566-5150
hotshotslp@gmail.com

States Covered: NM, TX

[Item List](#)

*updated 3/8/2018 *updated as of 07/20/2020

Proper Printshop Productions, LLC

Attn: Jonathan Childress
800 Montana Ave.
El Paso, TX 79902
915-887-8351
orders@properprintshop.com
www.properprintshop.com

States Covered: All 50 States

[Item List](#)

Scorpion Sales & Entertainment, LLC

Attn: David Pearlman
1501 Wyoming Ave
El Paso, TX 79902
915-833-5155
pearl@elp.rr.com
www.scorpionsales.biz

States Covered: All 50 States

[Item List](#)

The Apex Company *removed 10/9/19

Attn: Natasha Anguiana
3911 Montana Ave
El Paso, TX 79903
915-565-2623
Fx: 915-565-2661
Natasha@apexelpaso.com
www.apexelpaso.com

States Covered: NM, TX

[Item List](#)

The Company Store

Attn: Belinda Reno / Roy Reno
1757 George Dieter, Suite #104
El Paso, TX 79936
915-630-3358
Fx: 915-857-8826
Belreno1@yahoo.com
Thecostore0306@yahoo.com
www.thecostoreonline.com

States Covered: NM, TX

[Item List](#)

Weldon, Williams, & Lick, Inc.

Attn: Brandy Mikus
711 North A Street
Fort Smith, AR 72901-2121
479-783-4113
Fx: 479-783-7050
sales@wwlinc.com
www.wwlinc.com

States Covered: All 50 States

[Item List](#)

REQUIRED QUESTIONNAIRE

1. Total number of employees working directly for vendor?
- | | |
|---|---------------|
| BCD Investments, Inc. dba Badgeworks Plus | 6 |
| Chameleons | 4 |
| David's Pennants, Banners, & Graphic Signs, Inc. | 13 |
| dba Apparel Art/Lown Brothers, Inc. | 5 |
| Gilman Gear | 36 |
| Hotshots by Lomeli's Photos | 5 |
| Proper Printshop Productions, LLC | 4 |
| Scorpion Sales & Entertainment, LLC | 5 |
| The Apex Company | 1 |
| The Company Store | 4 |
| Weldon, Williams, & Lick, Inc. | 267 |
2. Number of years in business?
- | | |
|---|---------------|
| BCD Investments, Inc. dba Badgeworks Plus | 23 |
| Chameleons | 6 |
| David's Pennants, Banners, & Graphic Signs, Inc. | 32 |
| dba Apparel Art/Lown Brothers, Inc. | 32 |
| Gilman Gear | 88 |
| Hotshots by Lomeli's Photos | 20 |
| Proper Printshop Productions, LLC | 6 yrs, 2 mo |
| Scorpion Sales & Entertainment, LLC | 5 |
| The Apex Company | 50 |
| The Company Store | 25 |
| Weldon, Williams, & Lick, Inc. | 119 |

3. Does vendor charge additional fees for expedited services/shipments? If yes, please explain & provide designated contact person.

BCD Investments, Inc. dba Badgeworks Plus Yes, Rush Production Service & Expedited Shipping determined at time of ordering

~~**Chameleons** Yes, 20% of total order & total shipping~~

David's Pennants, Banners, & Graphic Signs, Inc. No

dba Apparel Art/Lown Brothers, Inc. If a rush is required to produce an item not in normal production time, a charge may be incurred. If we have to expedite freight to meet a deadline, higher freight charges will be incurred.

~~**Gilman Gear** No~~

Hotshots by Lomeli's Photos N/A

Proper Printshop Productions, LLC Yes, 20% of Invoice Total for orders under two weeks unless prior arrangements have been made with customer.

Scorpion Sales & Entertainment, LLC No

~~**The Apex Company** Same day rush orders will incur a \$25 rush fee.~~

The Company Store Yes, If outside of normal delivery parameters

Weldon, Williams, & Lick, Inc. Depends on the turnaround time needed and the shipping method used.

4. Does vendor offer End Quantity Pricing (EQP)? Provide details.

BCD Investments, Inc. dba Badgeworks Plus Yes, only if offered by supplier to vendor, only then will discount be shared

~~**Chameleons** Yes, when EQP is offered to vendor or available~~

David's Pennants, Banners, & Graphic Signs, Inc. N/A

dba Apparel Art/Lown Brothers, Inc.	Some items may be EQP, other items are not. We have over 52,000 factories that are at our disposal. If EQP is negotiated, we will pass this on to our customer.
Gilman Gear	No
Hotshots by Lomeli's Photos	N/A
Proper Printshop Productions, LLC	Yes. Discounts up to 2500 pieces.
Scorpion Sales & Entertainment, LLC	On certain items yes, other items next quantity breaks.
The Apex Company	Yes, a quote will be sent for each job.
The Company Store	If we are able to negotiate EQP with vendor we do offer to end user
Weldon, Williams, & Lick, Inc.	No, our products are custom printed specific to each customers order.

5. This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. Will the vendor agree to service other members throughout the period of the contract performance? If not, please explain:

BCD Investments, Inc. dba Badgeworks Plus	Yes
Chameleons	Yes
David's Pennants, Banners, & Graphic Signs, Inc.	Yes
dba Apparel Art/Lown Brothers, Inc.	Yes
Gilman Gear	Yes
Hotshots by Lomeli's Photos	Yes
Proper Printshop Productions, LLC	Yes
Scorpion Sales & Entertainment, LLC	Yes
The Apex Company	Yes
The Company Store	Yes
Weldon, Williams, & Lick, Inc.	Yes

6. Provide four (4) educational or related references company has provided services to during the past 12 months? Information must have Agency Name, Contact person, person's title, phone number, mailing address, and email address if available.

On File

Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Sonia Eubanks– Associate Executive Director)
(Sonia Eubanks- Associate Executive Director)

Date: _____
(October 24, 2017)
(August 1, 2018)
(August 9, 2019)
(August 11, 2020)