

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE**  
**RFP AWARD SUMMARY**

**RFP TITLE:** HVAC Equipment, Parts, Services and Related –  
ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 18-7289

**RFP OPENING DATE:** March 27, 2018

**CONTRACT TERM:** Date of award until April 30, 2019 with the option to extend in one year increments annually for an additional three (3) years if agreed to by ASC and Vendor.  
**(Extended by Region 19 until April 30, 2020)**  
**(Extended by Region 19 until April 30, 2021)**  
**(Extended by Region 19 until April 30, 2022)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 186

**RESPONSES:** 12

**ADVERTISEMENT DATES:** El Paso Times: February 19, 2018 & February 26, 2018  
Washington Post: February 19, 2018 & February 26, 2018

**BOARD MEETING DATE:** May 17, 2018

**RECOMMENDED FOR AWARD** **Control and Equipment Company**  
**Desert Contracting**  
**H.A. Gray & Associates**  
**Infection Controls, Inc. dba GermBlast (HUB)**  
**JiVG Enterprises LLC dba Technical Building Services**  
**Johnson Controls, Inc.**  
**LocBit Inc.**  
**Pueblo Mechanical & Controls, Inc.**  
~~**Six T, Inc. dba Johnstone Supply**~~ **Ketner Enterprises of El Paso LLC dba Johnstone Supply** \*updated 1/25/22  
**Ketner Enterprises of Las Cruces LLC dba Johnstone Supply** \*updated 1/25/22  
**Spot Cooling Systems, Inc.**

**TOTAL (estimated)** **\$100,000,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative to establish a contract with vendor(s) for HVAC equipment, Parts, Services and related for those procurements that must comply with the new Federal EDGAR requirements when federal funds are being utilized. The evaluation committee utilized a point system with weight factors of 30% pricing, 30% performance capabilities, 30% references and 10% warranty. Noresco, LLC withdrew from evaluation. Trane U.S., Inc. did not qualify for evaluation as they could not comply with all of the terms and conditions of our contract. All awarded vendors' pricing can be accessed through their price links.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland - ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland - ESC Region 19  
Rebecca Hernandez – ESC Region 19  
Debra Oropeza - ESC Region 19

### **Special Conditions**

1. This contract shall provide preventative maintenance and service for any HVAC systems and refrigeration systems.
2. Labor rates should be in accordance with Davis Bacon wages unless a member requests a higher wage rate.  
Awarded vendor will be subject to certified payroll requirements and wage rate audits as requested by member.
3. Vendors must provide pricing catalogs for equipment. Installation items (ie: concrete, steel, rubber etc.) pricing should be provided via quote showing vendor cost and markup. Markup must match bid percent.
4. Bonding may be required by the member. Vendor should show bond amount as a separate pass through line item.  
Member will reconcile bond after project completion.
5. Building permits are considered a pass-through cost and should not have a markup applied.
6. Vendor may be required to complete criminal background checks for project. Cost for background checks is the responsibility of the vendor and should not be charged to the member.
7. Member may require vendor to sign a separate contract.
8. Contractor shall furnish all personnel, material, parts, equipment and tools necessary to complete the project.

### **Contact Information:**

#### **Control and Equipment Company** \*updated 01/16/2020

Jerry Castillo or Laura Gill

2001 E. Yandell

El Paso, Texas 79903

P: (915) 545-2256

[Sales@controlandequipment.com](mailto:Sales@controlandequipment.com) / [Laura@controlandequipment.com](mailto:Laura@controlandequipment.com)

[HTTP://www.controlandequipment.com](http://www.controlandequipment.com)

**States Covered:** West Texas and New Mexico

**Discount:** 25% - 40% catalog discount

**[Price Link – updated 6.3.2020](#)**

#### **Desert Contracting**

Pablo Ornelas

4717 Osborne, Suite 100

El Paso, Texas 79922

P: (915) 595-4337

[americopa@aol.com](mailto:americopa@aol.com)

[www.desertcontracting.com](http://www.desertcontracting.com)

**States Covered:** Texas and New Mexico

**Discount:** 0%

**[Price Link](#)**

## H.A. Gray & Associates

Veronica Gantt  
3550 Lee Blvd, Suite C  
El Paso, Texas 79936  
P: (210) 323-4414  
[veronica@hagray.com](mailto:veronica@hagray.com)  
<http://hagray.com/>

**States Covered:** Texas and New Mexico

**Discount:** 10% catalog discount

**Price Link** \*updated as of ~~02/28/2020, 3/2/2021, 3/8/2021~~, 6/9/21

## Infection Controls, Inc. dba GermBlast (HUB)

~~Kim Mullins~~ Wes Goldwater \*updated 3/4/19  
1414 Avenue J  
Lubbock, Texas 79401  
P: (806) 771-3558  
[info@germblast.com](mailto:info@germblast.com) [wes@germblast.com](mailto:wes@germblast.com)  
[HTTP://www.germblast.com](http://www.germblast.com)

**States Covered:** Texas, New Mexico and Oklahoma

**Discount:** 5% catalog discount

**Price Link**

## JiVG Enterprises LLC dba Technical Building Services

Joe Gardea  
1712 Wyoming  
El Paso, Texas 79902  
P: (915) 351-8771  
[tbsejp@sbcglobal.net](mailto:tbsejp@sbcglobal.net)  
[HTTP://www.tbshvacolutions.com](http://www.tbshvacolutions.com)

**States Covered:** Texas

**Discount:** 38% catalog discount

**Price Link**

## Johnson Controls, Inc

Daniel Mancha  
12050 Rojas Drive  
El Paso, Texas 79936  
P: (866) 785-5463  
[daniel.mancha@jci.com](mailto:daniel.mancha@jci.com)  
[HTTP://www.johnsoncontrols.com](http://www.johnsoncontrols.com)

**States Covered:** All States

**Discount:** 0%

**Price Link**

### **Pricing Added 6/6/19**

4 Ton Package Unit/ \$7,894.55 Open Market  
7.5 Ton Package Unit (2) \$ 10,329.50 Each Open Market

### **Pricing Added 8/15/19**

York VRF Units with Indoor Cassettes-12 Tons- \$39,818.24

**LocBit, Inc.**

Tahnee Richison  
9750 Miramar Road, Suite 133  
San Diego, California 92126  
P: (619) 384-7107  
[tahnee.richison@locbit.com](mailto:tahnee.richison@locbit.com)  
[HTTP://www.locbit.com](http://www.locbit.com)

**States Covered:** All States                      **Discount:** 10% catalog discount

[Price Link](#)

**Pueblo Mechanical & Controls, Inc.**

~~John Neuser~~-Rob Carr (as of 9/4/18)  
6771 E. Outlook Drive or 11052 N. 24<sup>th</sup> Avenue  
Tucson, Arizona 85756              Phoenix, Arizona 85029  
P: (520) 545-1044  
[John@pueblo-mechanical.com](mailto:John@pueblo-mechanical.com) / [RobC@pueblo-mechanical.com](mailto:RobC@pueblo-mechanical.com)  
[HTTP://www.pueblo-mechanical.com](http://www.pueblo-mechanical.com)

**States Covered:** Arizona                      **Discount:** 15% catalog discount

[Price Link](#)

**~~Six T, Inc. dba Johnstone Supply~~ Ketner Enterprises of El Paso LLC dba Johnstone Supply**

\*updated 1/25/22

Eddie Salazar  
800 Tony Lama #B  
El Paso, Texas 79915  
[Eddie.salazar@johnstonesupply.com](mailto:Eddie.salazar@johnstonesupply.com)  
[HTTP://www.johnstonesupply.com](http://www.johnstonesupply.com)

**States Covered:** Texas and New Mexico                      **Discount:** 0%

[Price Link](#)

**~~Johnstone Supply~~ Ketner Enterprises of Las Cruces LLC dba Johnstone Supply** \*updated 1/25/22

Amy Bolis  
2050 West Amador Ave  
Las Cruces, NM 88005  
P: 575-523-8898  
F: 575-523-8949  
[amy.bolis@johnstonesupply.com](mailto:amy.bolis@johnstonesupply.com)

**States Covered:** Dona Ana County Only

**Services Provided:** Commercial Gas Water Heaters, Parts & Accessories, Water Coolers & Parts, Swamp Coolers/Refrigerated AC Units & Related, Other AC Products Not Listed,

[Price Link](#)

**Spot Cooling Systems, Inc.**

Andrew Molina  
1420 Century Drive, Suite 800  
Carrollton, Texas 75006  
P: (800) 683-7768 x0  
[andrew@extracooler.com](mailto:andrew@extracooler.com)  
[HTTP://www.extracooler.com](http://www.extracooler.com)

**States Covered:** Texas and New Mexico

**Discount:** 0%

[Price Link](#)

**Approved by:** \_\_\_\_\_

Armando Aguirre – Executive Director  
Armando Aguirre – Executive Director  
Armando Aguirre – Executive Director  
Armando Aguirre – Executive Director

**Date:** \_\_\_\_\_

April 25, 2018  
February 22, 2019  
March 10, 2020  
January 27, 2021