

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE: Athletic Equipment, Supplies, Uniforms and Related –
ESC Region 19 Allied States Cooperative

RFP NUMBER: 18-7303

RFP OPENING DATE: June 12, 2018

CONTRACT TERM: Date of award until July 31, 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 ASC until July 31, 2020)
(Extended by Region 19 ASC until July 31, 2021)
(Extended by Region 19 ASC until July 31, 2022)

FUNDING SOURCE: Various

RFP's ISSUED: 175

RESPONSES: 29

ADVERTISEMENT DATES: El Paso Times: May 7, 2018 & May 14, 2018
Washington Post: May 7, 2018 & May 14, 2018

BOARD MEETING DATE: August 16, 2018

RECOMMENDED FOR AWARD

Advertising Specialties of El Paso
Aluminum Athletic Equipment Co
Athletic Supply, Inc.
Blue Star Custom Uniforms
~~**Corporate Connection (HUB)**~~ *as of 8/3/2021
~~**David's Apparel, Inc. (HUB)**~~ *as of 8/3/2021
~~**Fresh Press, LLC**~~ *removed 10/14/19
In Press
Julies Promotional Products
Knockout Sportswear.com, LLC dba Knockout Sportswear
La Estrella
Marty Gilman, Inc. dba Gilman Gear
Morse Enterprises
Nasco Education, LLC dba Nasco
Palos Promotions, Inc.
Pepwear, LLC
Pyramid Paper Company dba Pyramid School Products
Richey & Sons, Inc. dba Richey Athletics
Riddell All American Sports Corp dba Riddell
S&S Worldwide
School Health Corporation
~~**School Specialty, Inc.**~~ *removed 10/14/19
Tennis Express, LP
The Lifeguard Store, Inc dba Swim Shops of the Southwest
Universal Athletic Service, Inc.
Xenith, LLC
\$5,000,000.00 / year

TOTAL (estimated)

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Allied States Cooperative to establish a contract with vendor(s) for all athletic equipment, supplies, uniforms and related products 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 40% pricing, 30% selection and quality and 30% references. Advanced Communication Systems, G&G Investments dba Gandy Ink and Positive Promotions, Inc. were not awarded as they did not meet reference response requirements. All awarded vendors' pricing can be accessed through their price links.

SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:

Royce Cleveland - ESC Region 19

Rebecca Hernandez – ESC Region 19

Debra Oropeza - ESC Region 19

Special Conditions

1. Price information must be uploaded into the electronic bidding. If pricing is available on a website, vendor must upload information regarding where to locate pricing. Failure to provide pricing information may result in disqualification.
2. Uniforms should be delivered within 30 days of receipt of purchase order. All other items should be delivered within 14 business days or less after receipt of purchase order.
3. Vendors providing uniforms must be able to make on site visits for consultation and fitting.
4. Vendors should be able to provide samples, custom design logos, specific colors, etc if requested.
5. Vendors are allowed multiple catalogs for consideration however no more than 4 vendors will be awarded the same catalog/manufacturer.
6. All shipping and handling should be included.
7. The system does not allow a discount range. Vendors should provide the lowest discount amount offered. 0% is an acceptable discount. There are 5 lines to provide catalog discounts. If additional catalog lines are needed, please upload a sheet under response attachments with the catalog name and discount as well as the actual catalog with pricing.
8. Categories can include but are not limited to: Football, Basketball, Baseball, Softball, Soccer, Cross Country, Tennis, Cheerleading, Swimming, Track, Wrestling, Volleyball, Gymnastics, Golf, Exercise Equipment, Weight Room Equipment, Athletic Medical and Health Equipment & Supplies, and Athletic Trainers.

Contact Information:

Advertising Specialties of El Paso

Jose Luis Nava
11508 Clearlake Way

El Paso , Texas 79936
P: (915) 479-1421
joselnava@aol.com

States Covered: All States

Discount: 5%

[Price Link](#)

Aluminum Athletic Equipment Co

Dan McCann
1000 Enterprise Drive
Royersford, Pennsylvania 19468
P: (800) 523-5471
danm@aaesports.com
[HTTP://www.aaesports.com](http://www.aaesports.com)

States Covered: All States

Discount from: ~~42%~~ 5% *Effective 8/1/2019

[Price Link](#) *Effective 8/1/2019

Athletic Supply, Inc.

Brad James
1107 N Grant Ave
Odessa, Texas 79761
P: (432) 332-1568
athleticssupply@sbcglobal.net
[HTTP://athleticssupplytx.com](http://athleticssupplytx.com)

States Covered: Texas

Discount: 0% - 35%

[Price Link](#)

Blue Star Custom Uniforms

Sergio Marrufo
4302 Alameda S
El Paso, Texas 79905
P: (915) 274-5690
bluestarcustomuniforms1@live.com

States Covered: Texas

Discount: 25%

[Price Link](#)

Corporate Connection (HUB) *as of 8/3/2021

Lisa Herrera
2130 E Mills Ave
El Paso, Texas 79904
P: (915) 921-7200
lisa@corpconn.net
www.corpconn.net

~~States Covered: All States~~ ~~Discount: 15%~~

[Price Link](#)

David's Apparel, Inc. (HUB) *as of 8/3/2021

Octavio Posada
9901 Carnegie Ave.
El Paso, Texas 79925
P: (915) 590-3744
davidsapparel@yahoo.com
[HTTP://www.davidsapparel.com](http://www.davidsapparel.com)

~~States Covered: All States~~ ~~Discount: 25%~~

[Price Link](#)

Fresh Press, LLC *removed 10/14/19

Marcus Duchene
42135 Esther Lama, Suite 1100
El Paso, Texas 79936
P: (915) 472-1264
info@epfreshpress.com
[HTTP://www.epfreshpress.com](http://www.epfreshpress.com)

~~States Covered: All States except Alaska and Hawaii~~ ~~Discount: 10%~~

[Price Link](#)

In Press

Teodulo Soto
14021 Blooming Desert
Horizon City, Texas 79928
P: (915) 257-0077
teodulo@inpressprintshop.com
[HTTP://www.inpressprintshop.com](http://www.inpressprintshop.com)

States Covered: Texas (El Paso County) **Discount:** 15%

[Price Link](#) *updated 8/17/18 *updated 10/16/18 *updated 10/17/18 *updated 11/26/18 *updated 11/8/19

Julies Promotional Products

Julia Aldaz
1212 Serenata Road
San Elizario, Texas 79849
P: (915) 479-1963
ortiz-julia@sbcglobal.net juliespromo3@gmail.com *as of 8/16/2019

States Covered: Texas

Discount: 2% - 5%

[Price Link](#)

Knockout Sportswear.com, LLC dba Knockout Sportswear

Chariese Hollingshead
PO Box 1916
Rockwall, Texas 75087
P: (972) 961-0066
admin@knockoutsportswear.com
[HTTP://knockoutsportswear.com](http://knockoutsportswear.com)

States Covered: All States

Discount from MSRP: 10%

[Price Link](#)

La Estrella

Pamela Rodriguez
413 S Mesa Street
El Paso, Texas 79901
P: (915) 532-0792
sales@laestrellauniforms.com
[HTTP://laestrellauniforms.com](http://laestrellauniforms.com)

States Covered: Texas and New Mexico

Discount: 10% - 15%

[Price Link](#)

Marty Gilman, Inc. dba Gilman Gear

Nadine Parker
PO Box 97
Gilman, Connecticut 06334
P: 860.889.7334 x1965
nparker@gilmangear.com
<http://www.gilmangear.com>

States Covered: All States

Discount: 5%

[Price Link](#)

Morse Enterprises

Luanne Morse
112 S Stanton Street
El Paso, Texas 79901
P: (915) 533-2746
luanne.morse@gmail.com
[HTTP://MorseSports.Com](http://MorseSports.Com)

States Covered: Texas and New Mexico

Discount: 35% - 40%

[Price Link](#)

Champions Catalog & Price Link – [Catalog](#) [Price Link](#) *updated 10/13/21, 11/30/21

Nasco Education, LLC dba Nasco

Justin Jeffrey
901 Janesville Ave
Fort Atkinson, Wisconsin 53538
P: (800) 558-9595
quotes@enasco.com
[HTTP://www.enasco.com](http://www.enasco.com)

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

[Price Link](#)

Palos Sports, LLC

Amy Gallagher
11711 S Austin Ave
Alsip, Illinois 60803
P: (800) 233-5484
agallagher@palossports.com
[HTTP://www.palossports.com](http://www.palossports.com)

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

[Price Link](#)

Pepwear, LLC

Susie Branam
1540 High Meadows Way
Cedar Hill, Texas 75104
P: (800) 587-4287
SusieB@Pepwear.com
[HTTP://Pepwear.com](http://Pepwear.com)

States Covered: All States **Discount:** 2%

[Price Link](#)

Pyramid Paper Company dba Pyramid School Products

Kenny Miller
6510 N 54th Street
Tampa, Florida 33610
P: (800) 792-2644 x225
BIDDEPT@PYRAMIDSP.COM
[HTTP://WWW.PYRAMIDSP.COM](http://WWW.PYRAMIDSP.COM)

States Covered: All States except Alaska and Hawaii **Discount:** 2%

[Price Link](#)

Richey & Sons, Inc. dba Richey Athletics

Stephen Griffy
PO Box 166
Michigantown, Indiana 46057
P: (765) 249-2426
Stephen@RicheyAthletics.com
[HTTP://www.richeyathletics.com](http://www.richeyathletics.com)

States Covered: All States **Discount:** 15%

[Price Link](#)

Riddell All American Sports Corp dba Riddell

Robin Campbell Hotchkiss
6846 Alamo Downs Pkwy
San Antonio, Texas 78238
P: (800) 275-9844 x3408
dcampbell@riddellsales.com
[HTTP://www.riddell.com](http://www.riddell.com)

States Covered: All States **Discount:** 1%

[Price Link](#)

S&S Worldwide

Jenna Schall
75 Mill Street
Colchester, Connecticut 06415
P: (800) 243-9232
bids@ssww.com
[HTTP://www.ssww.com](http://www.ssww.com)

States Covered: All States except Alaska and Hawaii **Discount:** 20%

[Price Link](#)

School Health Corporation

Andrew Wlezen
865 Muirfield Drive
Hanover Park, Illinois 60133
P: (866) 323-5465
bids@schoolhealth.com
[HTTP://www.schoolhealth.com](http://www.schoolhealth.com)

States Covered: All States **Discount:** 13%

[Price Link](#)

School Specialty, Inc. *removed 10/14/19

Patrick Fisk
W6316 Design Drive

Greenville, Wisconsin 54942
P: (281) 236-4092
patrick.fisk@schoolspecialty.com
[HTTP://www.schoolspecialty.com](http://www.schoolspecialty.com)

States Covered: Texas ~~_____~~ **Discount:** 31%

[Price Link](#)

Tennis Express, LP

Jordan Stith
10770 Westheimer Road
Houston, Texas 77042
P: (713) 435-4807
jordans@tennisexpress.com
[HTTP://www.TennisExpress.com](http://www.TennisExpress.com)

States Covered: All States **Discount:** 30%

[Price Link](#)

The LifeguardStore, Inc. dba Swim Shops of the Southwest

Cindy Andrews
5010 Louetta Road
Spring, Texas 77379
P: (281) 376-4460
sales@swimshops.com
[HTTP://www.swimshops.com](http://www.swimshops.com)

States Covered: All States **Discount:** 0% - 30%

[Price Link](#)

Universal Athletic Service, Inc.

Barry Uhling
912 N 7th Ave
Bozeman, Montana 59715
P: (623) 692-6073
buhling@universalathletic.com
[HTTP://www.universalathletic.com](http://www.universalathletic.com)

States Covered: All States **Discount:** 20% - 40%

[Price Link](#)

Xenith, LLC

Cedar Rihani or George Griffin
1202 Wood Ward Ave, 5th Floor

Detroit, Michigan 48226

P: (866) 888-2322

CRihani@xenith.com GGriffin@xenith.com

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

States Covered: All States

Discount: 20% - 40%

[Price Link](#)

Approved by: _____
Dr. Armando Aguirre – Executive Director
Dr. Armando Aguirre – Executive Director
Dr. Armando Aguirre – Executive Director
Dr. Armando Aguirre – Executive Director

Date: _____
July 18, 2018
May 23, 2019
April 22, 2020
April 26, 2021