

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

**RFP TITLE:** Printing Services & Promotional Supplies- ESC Region 19  
Purchasing Cooperative  
**RFP NUMBER:** 10-6543  
**RFP OPENING DATE:** June 16, 2010  
**CONTRACT TERM:** Date of award until June 30, 2011 with the option to extend  
in 12 month increments not to exceed 36 months in the  
aggregate  
**(Extended by Region 19 until June 30, 2012 on May 20, 2011)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 128  
**RESPONSES:** 39  
**ADVERTISEMENT DATES:** May 30<sup>th</sup> and June 6<sup>th</sup>, 2010  
**BOARD MEETING DATE:** August 12, 2010

**RECOMMENDED FOR AWARD**

Advertising Promotional Products (HUB qualified)  
Advertising Specialties of El Paso  
Airport Printing Service (HUB)  
ARSPEC Inc.(HUB qualified)  
BCD Investments, Inc. dba Badgeworks Plus (HUB qualified)  
Blue Moose Tees  
Bold Embroidery (HUB qualified)  
Champion Awards (HUB qualified)  
Classy Threads (HUB qualified)  
D & H Copy Services dba Paper Chase (HUB)  
Enrique Esparza Jr. dba D-Kast: Cast a Design (HUB qualified)  
David Cohen Enterprises Inc. dba Mex-Tex Uniforms  
El Paso Reprographics (HUB qualified)  
Gamez Enterprises dba Meza Trophies & Plaques (HUB  
qualified)  
Guynes Printing Company  
Happy Pictures  
Julie's Promotional Products  
Monarch Litho Inc. (HUB qualified)  
PDX Printing (HUB qualified)  
Positive Promotions  
Roy Lown's Classic Awards (HUB)  
Saratoga Specialties  
School Wear-AKA- Rocks  
Trophies Associates (HUB qualified)  
Universal Graphics, Inc. (HUB)  
West Texas Printing Company, Inc.

**TOTAL (estimated)** **\$1,000,000.00 per 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. **A & M Awards** did not accept the SB 9 background check agreement, could not be reached for discussion after numerous phone calls, and it was not considered. Proposals submitted from vendor's who did not provide required catalogs (items 1-8) were not considered for award. A proposal from **ARSPEC Inc.** did not include any required catalogs for evaluation purposes,

hence it was not considered for items 1-8. **Atlas Pen & Pencil Corporation** did not provide required reference checks and it was not considered. **Authentic Promotions.com** did not provide a catalog and also its references could not be reached, hence it was not considered for award on items 1-8. **El Paso Pro Sportswear** did not complete any part of the front page RFP offer and its proposal was not considered. **Fed Ex Kinkos** did not provide RFP response form or references and it was not considered. **Fun Express** and **Oriental Trading Company** would not agree to include S & H with their discounted pricing from catalog, therefore those submittals were not considered. Saratoga Specialties did not provide catalogs for items 1-8, therefore it was not considered for these categories. The evaluation committee determined it would consider two (2) catalogs per commodity category per vendor in the best interest of the Region 19 Purchasing Cooperative members for selection purposes. **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

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Martin Camacho  
ESC Region 19

Nancy Alvarado  
ESC Region 19

### **ORDER INFORMATION**

#### **ADVERTISING PROMOTIONAL PRODUCTS**

ATTN: MILLY FIELD  
114 S. OREGON  
EL PASO, TX 79901-2320  
915-532-0186  
FX: 915-544-0080  
[INFO@ADVERTISINGINK.COM](mailto:INFO@ADVERTISINGINK.COM)

#### **ADVERTISING SPECIALTIES OF EL PASO**

ATTN: JOSE LUIS NAVA  
11508 CLEAR LAKE WAY  
EL PASO, TX 79936  
915-857-9775/ CELL- 915-479-1421  
FX: 915-857-9775  
[JOSELNAVAPAGES@AOL.COM](mailto:JOSELNAVAPAGES@AOL.COM)

#### **AIRPORT PRINTING SERVICE**

ATTN: MIKE MCCORGARY  
7A LEIGH FISHER BLVD.  
EL PASO, TX 79906-5210  
915-772-7488/ 877-773-7488  
FX: 915-778-1061  
[WWW.AIRPORTPRINTING.COM](http://WWW.AIRPORTPRINTING.COM)  
[MIKE@AIRPORTPRINTING.COM](mailto:MIKE@AIRPORTPRINTING.COM)

#### **ARSPEC, INC.**

ATTN: RAUL ARMENDARIZ  
3019 E. YANDELL AVENUE  
EL PASO, TX 79903-2114  
915-562-7285  
FX: 915-562-5658  
[WWW.ARSPECINC.COM](http://WWW.ARSPECINC.COM)

#### **BCD INVESTMENTS, INC.DBA BADGEWORKS PLUS**

ATTN: GLEN ZUBIA  
1810 TRAWOOD, SUITE M  
EL PASO, TX 79935  
915-593-6351/ 800-825-5273  
FX: 915-593-6351  
[WWW.BADGEWORKSPLUS.COM](http://WWW.BADGEWORKSPLUS.COM)  
[SALES@BADGEWORKSPLUS.COM](mailto:SALES@BADGEWORKSPLUS.COM)  
**ORDER INFORMATION**

#### **BLUE MOOSE TEES**

ATTN: JENNIFER KOHL  
912 113<sup>TH</sup> STREET  
ARLINGTON, TX 76011-5407  
877-566-6673  
FX: 817-505-4920  
[WWW.BLUEMOOSETEES.COM](http://WWW.BLUEMOOSETEES.COM)  
[ID@BLUEMOOSETEES.COM](mailto:ID@BLUEMOOSETEES.COM)

**BOLD EMBROIDERY**

ATTN: ADRIAN MYERS  
8513 DANUBE COURT  
EL PASO, TX 79907  
915-860-2653/ 915-549-4229  
[MYADRIAN2007@AOL.COM](mailto:MYADRIAN2007@AOL.COM)

**CLASSY THREADS**

ATTN: MARY GOLDFREN  
10624 TIBER PLACE  
EL PASO, TX 79924  
915-821-0336/ 915-346-1733  
FX: 915-821-4129  
[WWW.CLASSYTHREADS2@YAHOO.COM](http://WWW.CLASSYTHREADS2@YAHOO.COM)

**ENRIQUE ESPARZA JR. DBA D-KAST**

ATTN: ENRIQUE ESPARZA JR.  
P.O. BOX 2128  
SAN ELIZARIO, TX 79849  
915-867-4780/ 915-851-5356  
FX: 915-851-5656  
[DESIGNKAST@YAHOO.COM](mailto:DESIGNKAST@YAHOO.COM)

**EL PASO REPROGRAPHICS LLC**

ATTN: EDUARDO LUJAN  
4854 N. MESA  
EL PASO, TX 79912-5902  
915-532-6736/ 915-532-6255  
FX: 915-532-6736  
[RELPASO@ELP.RR.COM](mailto:RELPASO@ELP.RR.COM)

**GUYNES PRINTING COMPANY**

ATTN: MICHAEL FRANKLIN  
927 TONY LAMA STREET  
EL PASO, TX 79915-1339  
915-772-2211/ 800-207-2211, EXT. 129  
FX: 915-772-6688  
[WWW.GUYNESPRINTING.COM](http://WWW.GUYNESPRINTING.COM)  
[MFRANKLIN@GUYNESPRINTING.COM](mailto:MFRANKLIN@GUYNESPRINTING.COM)

**JULIE'S PROMOTIONAL PRODUCTS**

ATTN: JULIA ALDAZ  
1212 SERENTA / P.O. BOX 2307  
SAN ELIZARIO, TX 79849  
915-479-1963/ 915-851-9944  
FX: 915-851-9944  
[ORTIZ-JULIA@SBCGLOBAL.NET](mailto:ORTIZ-JULIA@SBCGLOBAL.NET)

**CHAMPION AWARDS**

ATTN: GABE MORAN  
10600 MONTWOOD  
EL PASO, TX 79935  
915-593-2728  
FX: 915-593-2740  
[CHAMP0227@AOL.COM](mailto:CHAMP0227@AOL.COM)

**D & H COPY SERVICES DBA PAPER CHASE**

ATTN: DANIEL HERNANDEZ  
2900 N. MESA, SUITE H  
EL PASO, TX 79902-2524  
915-541-7072/ 915-630-2537  
FX: 915-541-8515  
[WWW.PAPERCHASEPRINTING.COM](http://WWW.PAPERCHASEPRINTING.COM)

**DAVID COHEN ENTERPRISES DBA MEX-  
TEX UNIFORMS**

ATTN: DAVID COHEN  
1022 WYOMING  
EL PASO, TX 79903  
915-542-3830  
FX: 915-542-3874  
[WWW.MEXTEXUNIFORMS@YAHOO.COM](http://WWW.MEXTEXUNIFORMS@YAHOO.COM)

**GAMEZ ENTERPRISES DBA MEZA TROPHIES &  
PLAQUES**

ATTN: ISABEL GAMEZ OR TERRY HILDAGO  
1225 TEXAS AVENUE  
EL PASO, TX 79901-1637  
915-532-6466  
FX: 915-544-4581  
[MEZATROPHIES@MSN.COM](mailto:MEZATROPHIES@MSN.COM)  
[MEZATROPHIES@SBCGLOBAL.NET](mailto:MEZATROPHIES@SBCGLOBAL.NET)

**HAPPY PICTURES**

ATTN: CHARLES OR LUZ HAPPY  
10817 NOTUS LANE, SUITE C104  
EL PASO, TX 79935-4914  
915-595-4252/ CELL- 346-1908  
FX: 915-595-1609

**MONARCH LITHO INC.**

ATTN: LETICIA LOPEZ  
4951 MONARCH PLACE  
SANTA TERESA, NM 88008  
575-874-0300/ 915-342-8444  
FX: 575-874-0300  
[LETICIA.LOPEZ@MONARCHLITHO.COM](mailto:LETICIA.LOPEZ@MONARCHLITHO.COM)

**ORDER INFORMATION**

**PDX PRINTING**

ATTN: SERGIO HERNANDEZ, JOHN BAUER,  
OR ELLIE FENTON  
100 PORFIRIO DIAZ EXIT LP  
EL PASO, TX 79902-3658  
915-544-6688  
FX: 915-533-1515

[PRINT@PDXPRINTING.COM](mailto:PRINT@PDXPRINTING.COM)  
[TOMFENTON@ELPASOINC.COM](mailto:TOMFENTON@ELPASOINC.COM)  
[WWW.PDXPRINTING.COM](http://WWW.PDXPRINTING.COM)

**ROY LOWN CLASSIC AWARDS**

ATTN: NORMA MENDOZA  
3700 DYER  
EL PASO, TX 79930  
915-566-2941  
FX: 915-566-3360

[NORMA@ROYLOWN.COM](mailto:NORMA@ROYLOWN.COM) / [WWW.ROYLOWN.COM](http://WWW.ROYLOWN.COM)

**SCHOOL WEAR AKA ROCKS**

ATTN: PAM HEITZ  
4727 HONDO PASS, SUITE H  
EL PASO, TX 79904-1471  
915-562-4798/ 800-821-1076  
FX: 915-566-0387

[WWW.ROCKST.COM](http://WWW.ROCKST.COM) / [ROCKS@WHC.NET](mailto:ROCKS@WHC.NET)

**UNIVERSAL GRAPHICS**

ATTN: LIDIA LESPRON  
1217 BARANCA DRIVE, #B  
EL PASO, TX 79935  
915-591-8943/ 915-892-2672  
FX: 951-1001

[WWW.UG-INC.COM](http://WWW.UG-INC.COM)  
[LIDIALESPRON@SBCGLOBAL.NET](mailto:LIDIALESPRON@SBCGLOBAL.NET)

**POSITIVE PROMOTIONS**

ATTN: MICHAEL TAXEL  
15 GILPIN AVENUE  
HAUPPAUGE, NY 11788-4723  
877-258-1225, EXT. 4104  
FX: 877-258-1226

[WWW.POSITIVEPROMOTIONS.COM](http://WWW.POSITIVEPROMOTIONS.COM)

**SARATOGA SPECIALTIES**

ATTN: JOE UKESTAD  
BOX 60  
VALLEY CITY, ND 58072-0060  
800-258-9045/ 701-845-4111  
701-845-1648

[SARATOGA@CSICABLE.NET](mailto:SARATOGA@CSICABLE.NET)

**TROPHIES ASSOCIATES**

ATTN: PETE CASTRO  
1201 E. MISSOURI AVENUE  
EL PASO, TX 79902  
915-726-3638  
FX: 915-544-2228

[PCASTRO@ELP.RR.COM](mailto:PCASTRO@ELP.RR.COM)

~~WEST TEXAS PRINTING COMPANY, INC.~~ as of 4/1/11

ATTN: LINDA WATSON  
2909 STEPHEN F. AUSTIN DRIVE  
BROWNWOOD, TX 76801-6475  
800-346-0515/ 325-646-3598  
FX: 325-646-4623

[WWW.WES-TEX.COM](http://WWW.WES-TEX.COM)  
[JAMES.BLAKE@WES-TEX.COM](mailto:JAMES.BLAKE@WES-TEX.COM)

1. PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;

- ALVIN ISD
- ANAHUAC ISD
- ANTHONY ISD
- ARLINGTON ISD
- BLANKET ISD
- BLANCO ISD
- BURNHAM WOOD CHARTER SCHOOLS
- CANDLELIGHTERS OF EL PASO
- CANUTILLO ISD
- CARROLLTON-FARMERS BRANCH ISD
- CHAPEL HILL ISD
- CITY OF EL PASO
- CITY OF HORIZON
- CITY OF LEWISVILLE
- CITY OF SOCORRO
- CLINT ISD
- COLLEGE STATION
- DIME BOX PUBLIC SCHOOL
- EL PASO ACADEMY EAST
- EL PASO CATHOLIC DIOCESE
- EL PASO COMMUNITY COLLEGE
- EL PASO ISD
- EI PASO MHMR
- EL PASO SCHOOL FOR EXCELLENCE
- FABENS ISD
- GREENVILLE ISD
- HARTLEY ISD
- HEAD START
- HOUSING AUTHORITY OF EL PASO, TEXAS
- HOUSTON GATEWAY ACADEMY
- KEENE ISD
- LA FE PREPATORY SCHOOL
- LA MESA ISD
- LAKE COUNTY CHRISTIAN SCHOOL
- LAKE DALLAS ISD
- LATEXO ISD
- LIFE SCHOOL ISD
- LOCKNEY ISD
- MARTIN MILLS ISD
- PARADISE
- PLANO ISD
- PRAIRIELAND ISD
- RIO VISTA ISD
- SAN ELIZARIO ISD
- REGION 19 MAIN BUILDING
- REGION 19 HEAD START
- SAN ELIZARIO ISD
- SEMINOLE ISD
- SOCORRO ISD
- SAINT MARK'S SCHOOL
- SUNNVALE ISD

2. **PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;  
(CONT)**

- TARRANT COUNTY COLLEGE
- TEXAS ENGINEERING EXTENSIVE SERVICE
- TEXAS STATE TECHNICAL COLLEGE
- TEXAS TECH UNIVERSITY HEALTH SCIENCES CENTER
- TEXAS WOMAN'S UNIVERSITY
- TEXLINE ISD
- THE UNIVERSITY OF TEXAS OF THE PERMIAN BASIN
- TORNILLO ISD
- UNION GROVE SCHOOL DISTRICT
- UTEP
- UTOPIA ISD
- VAN ALSTYNE ISD
- WHITEHOUSE ISD
- WHITE SETTLEMENT ISD
- YSLETA ISD
- YWCA OF EL PASO

**SPECIAL CONDITIONS (Lots 1 thru 8)**

1. Any purchases in excess of \$2500 will require written quotes to determine the best value for Region 19 and its cooperative members for each of the designated categories.
2. Whether or not written quotes for those purchases less than \$2500 are required will be determined by the local procurement policies of each Region 19 Purchasing coop member.
3. **Shipping and handling should always be included with each price quote based on the discounts provided. Members will not be responsible for shipping charges charged after the fact on rush orders unless they have previously agreed.**
4. **Catalogs and ordering information must be submitted for award consideration.**
5. It is not necessary for vendors to respond to all lots in order to be considered for award of a contract.
6. Delivery will be less than 21 days from receipt of order and all layout work required unless otherwise stated at the time of order.
7. No artwork will be processed without first obtaining a sign off sheet of the proposed work to be performed by the Program Director requesting the work.
8. All vendors wishing to be considered for award will provide insurance requirements with proposal submitted for award consideration
9. Award basis will be 60% pricing, 20% past performance and reference checks, and 20% selection based on catalog submitted.
10. **In order to be considered, one catalog including pricing will be submitted for evaluation purposes and discounts provided will be taken from the price submitted in the catalog for calculation purposes. Catalogs should show price breaks for volume purchases and also include the S & H costs with the discounts provided. When more than one catalog is submitted for each category, only one will be evaluated to eliminate confusion for users of this contract.**

## Lot 1- Plaques, Award Trophies, and Award Certificates

### **1<sup>st</sup> low- Gamez Enterprises dba Meza Trophies & Plaques**

(submitting Achievement Deserves Recognition Catalog and Airflyte 2010 Catalog)

Discounts from catalog pricing:	Less than \$2500	35%
	\$2500 - \$5,000	45%
	> \$5,000	50%

### **2<sup>nd</sup> low- Champion Awards**

(submitting Airflyte 2010 Catalog)

Discounts from catalog pricing:	Less than \$2500	40%
	\$2500 - \$5,000	40%
	> \$5,000	40%

### **3<sup>rd</sup> low- Roy Lown's Classic Awards**

(submitting Achievement Deserves Recognition Catalog and Airflyte 2010 Catalog)

Discounts from catalog pricing:	Less than \$2500	20-45%
	\$2500 - \$5,000	20-45%
	> \$5,000	20-45%

**Note-** 35% discount for plaques/acrylics on Airflyte, 45% discount for trophies. 35% for plaques/acrylics/trophies on ADRC and 20% discount for metals/ribbons/pins.

### **4<sup>th</sup> low- Happy Pictures**

(submitting 3 wooden customized picture plaques with retail price of \$6-\$10 each turnkey in 4"x6", 7"x9", and 9" x 12")

Discounts from catalog pricing:	Less than \$2500	15%
	\$2500 - \$5,000	15%
	> \$5,000	15%

### **5<sup>th</sup> low- Julie's Promotional Products**

(submitting 2010 Norwood, and J. Charles catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

## Lot 2- Drink ware

### **1<sup>st</sup> low- Advertising Promotional Products (ADPRO)**

(submitting 2010 Crown Products tiered pricing catalog)

Discounts from catalog pricing:	Less than \$2500	16%
	\$2500 - \$5,000	15%
	> \$5,000	14%

### **2<sup>nd</sup> low- Advertising Specialties of El Paso**

(submitting 2010 HIT, World Wide catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

### **3<sup>rd</sup> low- Enrique Esparza Jr. dba D-Kast**

(submitting Prime Line 2010 Drinkware Catalog ASI79530, All Year 2010 Product Promo Crown Catalog)

Discounts from catalog pricing:	Less than \$2500	20%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**Lot 2- Drink ware -continued**

**4<sup>th</sup> low- Julie's Promotional Products**

(submitting 2010 Norwood Drinkware/Housewares and J. Charles Catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**Lot 3- Holiday Items**

**1<sup>ST</sup> low- Advertising Specialties of El Paso**

(submitting Aminco and Norwood Crown Products catalog)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**2<sup>nd</sup> low- Julie's Promotional Products**

(submitting Norwood & Lanco Catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**3<sup>rd</sup> low- Positive Promotions**

(submitting Postive Promotions Holiday Gifts of Appreciation Catalog)

Discounts from catalog pricing:	Less than \$2500	5%
	\$2500 - \$5,000	5%
	> \$5,000	5%

**Lot 4 – Clocks & Related Items**

**1st low- Advertising Promotional Products (AdPro)**

(submitting Larlu Clocks & Related catalog)

Discounts from catalog pricing:	Less than \$2500	16%
	\$2500 - \$5,000	15%
	> \$5,000	14%

**2<sup>nd</sup> low- Advertising Specialties of El Paso**

(submitting Norwood & Windsor Collection catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**3<sup>rd</sup> low- Champion Awards**

(submitting AirFlyte 2010 catalog)

Discounts from catalog pricing:	Less than \$2500	40%
	\$2500 - \$5,000	40%
	> \$5,000	40%

**4<sup>th</sup> low- Gamez Enterprises dba Meza Trophies & Plaques**

(submitting AirFlyte 2010 catalog)

Discounts from catalog pricing:	Less than \$2500	35%
	\$2500 - \$5,000	45%
	> \$5,000	50%

**5<sup>th</sup> low- Julie's Promotional Products**

(submitting HIT and Crown Products catalog)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**NOTE- Roy Lown did not provide a catalog for clocks and was not considered**



**Lot 5 – Carrying items (bags, notebooks, & related)**

**1<sup>st</sup> low- Advertising Promotional Products**

(submitting Crown Products catalog)

Discounts from catalog pricing:	Less than \$2500	16%
	\$2500 - \$5,000	15%
	> \$5,000	14%

**2<sup>nd</sup> low- Advertising Specialties of El Paso**

(submitting HIT and SanMar Starline catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**3<sup>rd</sup> low- Classy Threads**

(submitting 2010 Apparel, Bags, & Caps catalog)

Discounts from catalog pricing:	Less than \$2500	2.5%
	\$2500 - \$5,000	5 %
	> \$5,000	10%

**4<sup>th</sup> low- Enrique Esparza Jr. dba D-Kast**

(submitting Prime 2010 Bags, Totes, & Coolers Catalog)

Discounts from catalog pricing:	Less than \$2500	20%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**5<sup>th</sup> low- Julie's Promotional Products**

(submitting Norwood and Gold bond Bag makers catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**Lot 6 – Clothing to include hats, shirts, pants, umbrellas, etc.**

**1<sup>st</sup> low- Blue Moose Tees**

(submitting Blue Moose Tees catalog)

Discounts from catalog pricing:	Less than \$2500	0%
	\$2500 - \$5,000	0%
	> \$5,000	0%

**2<sup>nd</sup> low- Bold Embroidery**

(submitting San Mar Sales Resource catalog)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	25%

**3<sup>rd</sup> low- Classy Threads**

(submitting 2010 Apparel, Bags, & Caps catalog)

Discounts from catalog pricing:	Less than \$2500	2.5%
	\$2500 - \$5,000	5 %
	> \$5,000	10%

**4<sup>th</sup> low- David Cohen Inc. dba Mex-Tex Uniforms**

(submitting 2010 Sportwear Outfitting Your Team catalog)

Discounts from catalog pricing:	Less than \$2500	5%
	\$2500 - \$5,000	10%
	> \$5,000	15%

**Lot 6 – Clothing to include hats, shirts, pants, umbrellas, etc.- continued**

**5<sup>th</sup> low- School Wear aka Rocks**

(submitting Broder Brothers and Bodek & Rhodes catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	27%

**6<sup>th</sup> low- Julie's Promotional Products**

(submitting Teamwork and OttoCap catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**Lot 7 – Office Supplies (mouse pads, pencils, pens, rulers, etc.)**

**1<sup>st</sup> low- Advertising Promotional Products (AdPro)**

(submitting Gold Bond catalog)

Discounts from catalog pricing:	Less than \$2500	16%
	\$2500 - \$5,000	15%
	> \$5,000	14%

**2<sup>nd</sup> low- Advertising Specialties of El Paso**

(submitting HIT and Norwood Catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**3<sup>rd</sup> low- Enrique Esparza Jr. dba D-Kast**

(submitting PRIME What You Want and Crown Whatever it Takes Catalogs)

Discounts from catalog pricing:	Less than \$2500	20%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**4<sup>th</sup> low- Julie's Promotional Products**

(submitting Worldwide and Samcoline Products)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**5<sup>th</sup> low- Positive Promotions**

(submitting Positive Promotions The Big School Book)

Discounts from catalog pricing:	Less than \$2500	5%
	\$2500 - \$5,000	5%
	> \$5,000	5%

**Lot 8 – Miscellaneous Promotional Gimmicks**

**1<sup>st</sup> low- Advertising Promotional Products (AdPro)**

(submitting Crown catalog)

Discounts from catalog pricing:	Less than \$2500	16%
	\$2500 - \$5,000	15%
	> \$5,000	14%

**2<sup>nd</sup> low- Advertising Specialties of El Paso**

(submitting HIT and Norwood Catalogs)

Discounts from catalog pricing:	Less than \$2500	25%
	\$2500 - \$5,000	25%
	> \$5,000	30%

**Lot 8 – Miscellaneous Promotional Gimmicks-continued**

**3<sup>rd</sup> low- BCD Investments Inc. dba Badgeworks Plus  
( submitting 2010 Spectrum Customer Favorites Catalog)**

Discounts from catalog pricing:	Less than \$2500	10%
	\$2500 - \$5,000	15%
	> \$5,000	20%

**4<sup>th</sup> low- Positive Promotions  
(submitting Positive Promotions Imprints Made Easy and Positive Promotions The Big School Book Catalog)**

Discounts from catalog pricing:	Less than \$2500	5%
	\$2500 - \$5,000	5%
	> \$5,000	5%

**SPECIAL CONDITIONS**

1. Originals for “all jobs” awarded and processed will be the property of the coop members and must be returned upon completion.
2. Proofing by cooperative members will be required prior to processing awarded orders.
3. Failure to provide quotes during the term of the contract will not disqualify vendors from inclusion on future requests.
4. Region 19 Purchasing will act as the compliance authority in disputes between coop members and awarded vendors.
5. During the contract period, vendors may be requested to perform jobs with or without paper provided.
6. During the contract period vendors may be requested to provide for pickup and delivery or no pickup and delivery.
7. Failure to meet required turnaround times will be basis to basis for removal from pool of vendors on grounds for non-performance.
8. Repeated errors by vendor will also be grounds of removal from approved pool of vendors.
9. Award basis will be 25% reference checks, 50% past performance, and 20% overall selection of printing services offered.
10. All errors will be absorbed by the vendor and corrected within 24 hours after notification.
11. Brochures and printing services are encouraged with bid responses.
12. Region 19 makes no claim on volume of service to be generated as a result of this award.
13. Three (3) or more written quotes will be obtained for specific services when orders are expected to exceed \$2,500.
14. **All Print work will be done in the United States to confirm a equal playing field regarding labor.**

## **BID RESPONSE FORM**

### **LOT 9- BINDING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 10- BINDERY WORK & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
MONARCH LITHO INC.  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 11- BOOKLET MAKING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
GUYNES PRINTING COMPANY  
MONARCH LITHO INC.  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 12- COLLATING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
MONARCH LITHO INC.  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 13- COLOR COPYING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 14- CONTINUOUS FORM PRINTING & DELIVERY**

AIRPORT PRINTING SERVICES  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

### **LOT 15- COPIES (BLACK & WHITE) & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 16- CUTTING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 17- DECALS & DELIVERY**

ADVERTISING PROMOTIONAL PRODUCTS  
ADVERTISING SPECIALTIES OF EL PASO  
AIRPORT PRINTING SERVICES  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
JULIE'S PROMOTIONAL PRODUCTS  
SARATOGA SPECIALTIES  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 18- DUPLICATING**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 19- DYE CUTTING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
JULIE'S PROMOTIONAL PRODUCTS  
SARATOGA SPECIALTIES  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 20- EMBROIDERY PRINTING & DELIVERY**

ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
BLUE MOOSE TEES  
BOLD EMBROIDERY  
CLASSY THREADS  
ENRIQUE ESPARZA DBA D-KAST  
DAVID COHEN ENTERPRISES DBA MEX-TEX UNIFORMS  
EL PASO PRO SPORTWEAR  
JULIES PROMOTIONAL PRODUCTS  
POSITIVE PROMOTIONS  
ROY LOWN'S CLASSIC AWARDS  
SARATOGA SPECIALTIES  
SCHOOL WEAR AKA ROCKS  
TROPHIES ASSOCIATES

**LOT 21- ENVELOPE PRINTING & DELIVERY**

AIRPORT PRINTING SERVICES  
ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
GUYNES PRINTING COMPANY  
JULIE'S PROMOTIONAL PRODUCTS  
PDX PRINTING  
SARATOGA SPECIALTIES  
UNIVERSAL GRAPHICS, INC.  
~~WEST TEXAS PRINTING COMPANY, INC.~~

**LOT 22- FOLDING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
GUYNES PRINTING COMPANY  
MONARCH LITHO, INC.  
PDX PRINTING  
UNIVERSAL GRAPHICS, INC.

**LOT 23- GRAPHICS CAPABILITY DELIVERY**

ADVERTISING SPECALITIES OF EL PASO  
AIRPORT PRINTING SERVICES  
ARSPEC INC.  
D & H COPY SERVICES INC. DBA PAPER CHASE  
ENRIQUE ESPARZA DBA D-KAST  
EL PASO REPROGRAPHICS LLC  
GUYNES PRINTING COMPANY  
JULIE'S PROMOTIONAL PRODUCTS  
MONARCH LITHO INC.  
PDX PRINTING  
SCHOOLWEAR AKA ROCKS  
UNIVERSAL GRAPHICS, INC.

**LOT 24- HOLE PUNCHING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS, LLC  
GUYNES PRINTING COMPANY  
MONARCH LITHO INC.  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 25- INDOOR/ OUTDOOR SIGNS/ BANNERS & DELIVERY**

ADVERTISING PROMOTIONAL PRODUCTS  
ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
ENRIQUE ESPARZA DBA D-KAST  
EL PASO REPROGRAPHICS LLC  
GAMEZ ENTERPRISES DBA MEZA TROPHIES & PLAQUES  
JULIES PROMOTIONAL PRODUCTS  
POSITIVE PROMOTIONS  
ROY LOWN'S CLASSIC AWARDS  
SARATOGA SPECIALTIES  
UNIVERSAL GRAPHICS, INC.  
SCHOOL WEAR AKA ROCKS  
TROPHIES ASSOCIATES

**LOT 26- LAMINATING & DELIVERY**

AIRPORT PRINTING SERVICES  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS LLC  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS INC.

**LOT 27- MULTI-COLOR PRINTING & DELIVERY**

AIRPORT PRINTING SERVICES  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
EL PASO REPROGRAPHICS LLC  
GUYNES PRINTING COMPANY  
MONARCH LITHO INC.  
PDX PRINTING  
SCHOOL WEAR AKA ROCKS  
TROPHIES ASSOCIATES  
UNIVERSAL GRAPHICS INC.  
~~WEST TEXAS PRINTING COMPANY, INC.~~

**LOT 28- NAME PLATES & DELIVERY**

ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
D & H COPY SERVICES DBA PAPER CHASE  
GAMEZ ENTERPRISES DBA MEZA TROPHIES & PLAQUES  
JULIE'S PROMOTIONAL PRODUCTS  
PDX PRINTING  
ROY LOWN'S CLASSIC AWARDS  
UNIVERSAL GRAPHICS, INC.

**LOT 29- NCR FORMS & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES DBA PAPER CHASE  
PDX PRINTING  
UNIVERSAL GRAPHICS INCORPORATED

**LOT 30-OFFSET PRINTER 4-COLOR PROCESS PRINTING/ SPECIFY PAPER SIZE LIMITATIONS/ DELIVERY**

AIRPORT PRINTING SERVICES- UP TO 28" X 40"  
D & H COPY SERVICES INC. DBA PAPER CHASE- 12" X 18"  
GUYNES PRINTING COMPANY- UP TO 28" X 40"  
MONARCH LITHO INC.- CONTACT VENDOR FOR SIZING AVAILABLE  
PDX PRINTING- 23" X 35"  
UNIVERSAL GRAPHICS, INC.- 14" X 20"  
~~WEST TEXAS PRINTING COMPANY, INC.- CONTACT VENDOR FOR SIZING AVAILABILITY~~

**LOT 31-OFFSET PRINTER 4,3,2 PMS COLOR PRINTING/ SPECIFY PAPER SIZE LIMITATIONS/ DELIVERY**

AIRPORT PRINTING SERVICES- UP TO 28" X 40"  
D & H COPY SERVICES INC. DBA PAPER CHASE- 12" X 18"  
GUYNES PRINTING COMPANY- UP TO 28" X 40"  
MONARCH LITHO INC.- CONTACT VENDOR FOR SIZING AVAILABLE  
PDX PRINTING- 12" X 18"  
UNIVERSAL GRAPHICS, INC.- 14" X 20"  
~~WEST TEXAS PRINTING COMPANY, INC.- CONTACT VENDOR FOR SIZING AVAILABILITY~~

**LOT 32- ONE-COLOR PRINTING/ SPECIFY PAPER SIZE LIMITATIONS/ DELIVERY**

AIRPORT PRINTING SERVICES- UP TO 28" X 40"  
D & H COPY SERVICES INC. DBA PAPER CHASE- 48" WIDTH  
EL PASO REPROGRAPHICS LLC- UP TO 60" BY PROPORTIONAL  
GUYNES PRINTING COMPANY- UP TO 28" X 40"  
MONARCH LITHO INC.- CONTACT VENDOR FOR SIZING AVAILABLE  
PDX PRINTING- 24" X 36"  
UNIVERSAL GRAPHICS, INC.- 14" X 20"  
~~WEST TEXAS PRINTING COMPANY, INC.- CONTACT VENDOR FOR SIZING AVAILABILITY~~

**LOT 33- PADDING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES INC. DBA PAPER CHASE  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS, INC.

**LOT 34- RUBBER STAMPS/ SPECIFY PAPER SIZE LIMITATIONS/ DELIVERY**

ARSPEC, INC.  
D & H COPY SERVICES INC. DBA PAPER CHASE  
GAMEZ ENTERPRISES DBA MEZA TROPHIES & PLAQUES  
PDX PRINTING  
ROY LOWN'S CLASSIC AWARDS  
SARATOGA SPECIALTIES

**LOT 35- SCREEN PRINTING & DELIVERY**

ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
BLUE MOOSE TEES  
CLASSY THREADS  
ENRIQUE ESPARZA DBA D-KAST  
DAVID COHEN ENTERPRISES DBA MEX-TEX UNIFORMS- CLOTHING ONLY  
JULIE'S PROMOTIONAL PRODUCTS  
POSITIVE PROMOTIONS  
ROY LOWN'S CLASSIC AWARDS  
SARATOGA SPECIALTIES  
SCHOOL WEAR AKA ROCKS  
TROPHIES ASSOCIATES  
UNIVERSAL GRAPHICS

**LOT 36- SILK SCREENING & DELIVERY**

ADVERTISING SPECIALTIES OF EL PASO  
ARSPEC, INC.  
BLUE MOOSE TEES  
ENRIQUE ESPARZA DBA D-KAST  
DAVID COHEN ENTERPRISES DBA MEX-TEX UNIFORMS- CLOTHING ONLY  
JULIE'S PROMOTIONAL PRODUCTS  
POSITIVE PROMOTIONS  
SARATOGA SPECIALTIES  
SCHOOL WEAR AKA ROCKS  
TROPHIES ASSOCIATES  
UNIVERSAL GRAPHICS

**LOT 37- STAPLING & DELIVERY**

AIRPORT PRINTING SERVICES  
D & H COPY SERVICES INC. DBA PAPER CHASE  
GUYNES PRINTING COMPANY  
PDX PRINTING



**LOT 38- THERMOGRAPHY & DELIVERY**

D & H COPY SERVICES INC. DBA PAPER CHASE  
PDX PRINTING  
UNIVERSAL GRAPHICS  
~~WEST TEXAS PRINTING COMPANY, INC.~~

**LOT 39- TYPESETTING & DELIVERY**

AIRPORT PRINTING SERVICES  
GUYNES PRINTING COMPANY  
PDX PRINTING  
UNIVERSAL GRAPHICS, INC.

**LOT 40- SPECIFIC OTHER RELATED SERVICES**

CHAMPION AWARDS- GLASS ETCHING  
D & H COPY SERVICES INC. DBA PAPER CHASE- DIRECT MAIL  
GAMEZ ENTERPRISES DBA MEZA TROPHIES & PLAQUES- FRAMING, LASER/ROTARY ENGRAVING  
HAPPY PICTURES- PHOTO PLAQUES  
PDX PRINTING- NEWSPAPER AND BOOK PRINTING/ ALL TYPES OF STITCHING  
ROY LOWN CLASSIC AWARDS- CUSTOMIZED ENGRAVING  
SCHOOL WEAR-AKA ROCKS- SCHOOL UNIFORMS  
~~WEST TEXAS PRINTING COMPANY, INC.- ROUNDED AND ANGLED BUSINESS CARDS WITH ON  
LINE ORDERING~~

**BID RESPONSE FORM**

**LOT 41- SCHOOL PICTURES AND SPORTS PHOTOGRAPHY/PROVIDE PRICING DETAILS AND RELATED SERVICES IF APPLICABLE**

HAPPY PICTURES- PHOTO PLAQUES

Additionally, please use the space below to provide a minimum of 3 references for which goods and services have been provided that is comparable to the stated requirements in the past 12 months;

**ALL VENDORS ON THIS CONTRACT RECEIVED A 9.4 OUT A POSSIBLE 10 SCORE ON OVERALL SERVICE AND QUALITY OF PRODUCTS**

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

(James R. Vasquez- Executive Director)  
(James R. Vasquez- Executive Director)

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

(August 2, 2010)  
(May 20, 2011)