EDUCATION SERVICE CENTER REGION 19 RFP AWARD SUMMARY

RFP TITLE: Electrical Supplies- ESC Region 19 Purchasing Cooperative

11-6657 RFP NUMBER: **RFP OPENING DATE:** April 13, 2011

CONTRACT TERM: Date of award until April 30, 2012 with the option to extend in 12

month increments not to exceed 36 months in the aggregate

(Extended by ESC Region 19 until April 30, 2013) (Extended by ESC Region 19 until April 30, 2014)

FUNDING SOURCE: Various RFP's ISSUED: 20 **RESPONSES:**

March 13th & 20th, 2011 **ADVERTISEMENT DATES:**

May 19th, 2011 **BOARD MEETING DATE:**

RECOMMENDED FOR AWARD Border States Industries, Inc.

Crescent Electric Supply, Inc. as of 4/30/2012

Summit Electric Supply, Inc. Triangle Electric Supply, Inc.

TOTAL (estimated) \$1.500.000.00 per year

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to purchase stated electrical supplies when required during the contract period. Multiple awards have been made for each category of electrical supply in an effort to provide expedited services to the Region 19 Purchasing Cooperative members when products are needed to MRO requirements. It is recommended that when confirming pricing, the vendor include the Trade Services Pricing, show the discount for that item and extend the discounted pricing out when placing orders.

SPECIFICATIONS PROVIDED BY: Royce Cleveland

ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland

ESC Region 19

Martin Camacho ESC Region 19

ORDER INFORMATION:

Border States Industries, Inc. Crescent Electric Supply, Inc. as of 4/30/12

Attn: Brian Becker Attn: Dania Ramos or Steve Rector

105 25th Street North 6989 Commerce Avenue Fargo, ND 58102 El Paso, TX 79915-1101

701-293-5834 915-774-9955 Fax: 701-234-0328 Fax: 915-774-9966

Local Office: 8101 Lockheed Drive www.cesco.com dania.ramos@cesco.com El Paso, TX 79997

915-771-7767 / 800-838-5443

Fax: 915-771-7857

Attn: Martin Duran, Albert Ledesma, or Rito

www.borderstateselectric.com mduran@border-states.com

Summit Electric Supply Co., Inc. Attn: Juan Alcantara 7701 Lockheed Drive El Paso. TX 79925

915-778-2600 / 800-247-1134 Fax: 915-772-7736 / 915-779-7886

www.summit.com jalcantara@summit.com **Triangle Electric Supply** Attn: Maty Ramos 3815 Durazno El Paso. TX 79905 915-533-5981 cell- 915-433-6897

maty@trielect.com

SPECIAL CONDITIONS

- 1. This contract shall be for use by Region 19 ESC and its Purchasing Cooperative Members as required during the contract term. 90% of all governmental entities and local governments are part of the ESC Region 19 Purchasing Cooperative. To view the complete listing of Region 19 Purchasing Cooperative members please visit the membership listing of email nalvarado@esc19.net for a copy.
- 2. The awarded contractor or contractors shall provide delivery and store front pickup for awarded categories
- 3. Any deviations from specifications must be noted with bid submittals.
- 4. Region 19 reserves the option to make multiple awards by category when it is determined to be in the best interest of the Purchasing Cooperative.
- 5. Discounts provided will include delivery unless otherwise stated at the time bids are submitted or in those instances where parts have to be overnighted.
- 6. Discounts submitted will be from <u>Trade Service Pricing Publication for stated manufacturers</u>; for those vendors who can provide a web site for viewing <u>Trade Services Pricing</u> by manufacturer, this will be beneficial in the evaluation process. <u>A current Trade Services Price list should be submitted with proposals either in a disk format, web link, or paper copy.</u>
- 7. Vendors will submit only manufacturers that are stocked and in inventory locally.
- 8. Award basis will be 60% pricing, 20% JIT and local stock on hand, and 20% selection, vendors past performance, and overall ability to provide service to all members of the ESC Region 19 Purchasing Coop.
- 9. Item 14 is for those categories that may have inadvertently missed, but should be a part of electrical and related supplies such as green energy supplies and devises.

BID RESPONSE FORM

1. Ballasts

1 st low-	Border States Electric-	
Manufacturer	ADVANCED (PHILIPS) & OSRAM(SYLVANIA)	<u>60%</u>
American Mat	erials	<u>50%</u>
American Made		<u>50%</u>
Local Inventory Stocked for JIT shipments		\$9,000.00+
NOTE- IN STO	OCK ARO @ 1 DAY, IF NOT, 7-14 DAYS	
2 nd low-	Triangle Electric-	

_ 1011 11	larigic Electric	
Manufacturer Al	DVANCED	<u>55%</u>
American Materia	als	<u>50%</u>
American Made		<u>50%</u>
Local Inventory S	Stocked for JIT shipments	\$10,000.00+

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE

3rd low- Cresent Electric-

ManufacturerGE & UNIVERSAL52%/ 60%American Materials0%/ 50%American Made0%/ 50%Local Inventory Stocked for JIT shipments\$10,000.00+

NOTE- 1 DAT TO 10 DAYS DELIVERY ARO

2. Batteries

1 ST	low-	Rorder	States	Electrical-
	ICOV-	DUIDEL	SIGUES	EIECHICAI-

ManufacturerEVEREADY45%American Materials90%American Made90%Local Inventory Stocked for JIT shipments\$4,500.00

NOTE- IN STOCK ARO @ 1 DAY, IF NOT, 7-14 DAYS

2nd low- Triangle Electric-

ManufacturerEVEREADY40%American Materials90%American Made90%Local Inventory Stocked for JIT shipments\$800.00

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

3rd low- Summit Electric-

ManufacturerRAYOVAC20%American Materials80%American Made80%Local Inventory Stocked for JIT shipments\$2,000.00

NOTE- 1-14 DAYS DELIVERY ARO DEPENDING ON LOCAL STOCK

NOTATION- CRESENT ELECTRIC @ 45% FROM TRADE SERVICES DOES NOT STOCK ANY BATTERIES LOCALLY, HENCE IT WAS NOT RECOMMENDED FOR AWARD.

3. Computer Duct (Wiremold)

1st low- Cresent Electric-

ManufacturerWiremold30%American Materials80%American Made80%Local Inventory Stocked for JIT shipments\$5,000.00

NOTE- 1-10 DAYS ARO DEPENDING ON ORDER

2nd low- Triangle Electric-

ManufacturerWiremold20%American Materials80%American Made80%Local Inventory\$4,000.00

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

3rd low- Border States Electric-

ManufacturerWiremold18%American Materials80%American Made80%

Local Inventory Stocked for JIT shipments \$16,500.00

NOTE- IN STOCK ARO @ 1 DAY, IF NOT, 7-14 DAYS

4. Conduit Boxes

1st low- Border States Electrical

ManufacturerSteel City (T & B)69%American Materials98%American Made98%

Local Inventory Stocked for JIT shipments \$85,000.00

NOTE- IN STOCK ARO @ 1 DAY, IF NOT, 7-14 DAYS

2nd low- Cresent Electrical

Manufacturer Steel City
American Materials
American Made
98%

Local Inventory Stocked for JIT shipments \$15,000.00

NOTE- 1-10 DAYS ARO DEPENDING ON ORDER

3rd low- Triangle Electrical

ManufacturerSteel City60%American Materials98%American Made98%

Local Inventory Stocked for JIT shipments \$23,000.00

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

5. Conduit (EMT, IMC, FLEX, PVC)

1st low- Triangle Electric

 Manufacturer
 Steel & PVC
 33%/ 33%

 American Materials
 100%/ 100%

 American Made
 100%/ 100%

 Local Inventory Stocked for JIT shipments
 \$ 87,000 / \$25,000

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

2nd low- Cresent Electric

Manufacturer Various Manufacturers 30%

American Materials

American Made

Local Inventory Stocked for JIT shipments

will meet ARRA
will meet ARRA
\$50,000.00

NOTE- 1- 10 DAYS ARO

3rd low- Border States Electrical

Manufacturer <u>Various Manufacturers</u> <u>Vendor cost + 14%</u>

American Materials 90%
American Made 90%

Local Inventory Stocked for JIT shipments \$167,000.00

NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

6. Conduit Fittings

1 ST low- Border States Electric Manufacturer THOMAS & BELTS American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR ORDERS NOT IN STOCK	70% 60% 60% \$39,500.00
2 nd Iow- Triangle Electric Manufacturer CROUSE HINDS American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	20% 100% 100% \$94,000.00
3 rd -low- Crescent Electric Manufacturer STEEL CITY/ CANTEX American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1- 10 DAYS ARO	23% 80% 80% \$7,000.00
7. Lamps (incandescent, fluorescent, HID, miniature)	
1st low- Border States Electric Manufacturer OSRAM SYLVANIA American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR ORDERS NOT IN STOCK	76% 70% 70% \$137,000.00
2 nd low- Triangle Electric Manufacturer PHILIPS American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	75% 100% 100% \$54,000.00
3 rd -low- Crescent Electric Manufacturer <u>GE</u> American Materials American Made Local Inventory Stocked for JIT shipments	<u>75%</u> <u>30%</u> <u>30%</u> \$20,000.00

8. Lighting Fixtures

	50%
American Materials	<u>50%</u>
American Made	50%
Local Inventory Stocked for JIT shipments	\$20,000.00
NOTE- 1- 10 DAYS ARO	<u> ,</u>

2nd low- Triangle Electric

Manufacturer PHILIPS	<u>45%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	\$26,000.00

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

3rd low- Border States Electric

Manufacturer HUBBELL LIGHTING	<u>31%</u>
American Materials	<u>90%</u>
American Made	<u>90%</u>
Local Inventory Stocked for JIT shipments	\$25,000.00

NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

9. Power Controls (contactors, relays, starters, pushbuttons, etc.)

1st low- Triangle Electric

Manufacturer <u>CUTLER HAMMER</u>	<u>35%</u>
American Materials	will meet ARRA
American Made	will meet ARRA
Local Inventory Stocked for JIT shipments	\$60,000.00
NOTE SPECIAL OPPERS OF NON STOCK DELIVERED	

NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED

1 DAY AFTER RECEIPT IN WAREHOUSE

2nd low- Border States Electric

Manufacturer	ROCKWLL AUTOMATION ALLEN BRADLEY	<u>30%</u>
American Mat	erials	75%
American Mad	de	<u>75%</u>

Local Inventory Stocked for JIT shipments \$235,000.00

NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

3rd low- Summit Electric-

Manufacturer SQUARE D	<u>20%</u>
American Materials	<u>50%</u>
American Made	<u>50%</u>
Local Inventory Ctacked for IIT abinments	<u> </u>

Local Inventory Stocked for JIT shipments \$50,000.00

NOTE- 1-14 DAYS DELIVERY ARO DEPENDING ON LOCAL STOCK

10. Power Distribution (load centers, disconnectors, breakers)

	1st low- Triangle Electric Manufacturer EATONCUTLER HAMMER American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	60% will meet ARR/ will meet ARR/ \$60,000.00
	2 nd low- Border States Electric Manufacturer SIEMENS American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR ORDERS NOT IN STOCK	50% 85% 85% \$167,000.00
	3 rd -low- Crescent Electric Manufacturer GE American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1- 10 DAYS ARO	<u>40%</u> <u>50%</u> <u>50%</u> \$30,000.00
11.	Wire 1stlow- Crescent Electric Manufacturer SOUTHWIRE American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1- 10 DAYS ARO	<u>50%</u> <u>100%</u> <u>100%</u> \$40,000.00
	2 nd low- Triangle Electric Manufacturer ALL STOCKS American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	45% 100% 100% \$600,000.00
	3 rd Iow- Triangle Electrical Manufacturer BRYANT/ C American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	40% 98% 98% \$23,000.00

12. Wire Connectors (wirenuts, etc.)

	1st low-Triangle Electric Manufacturer IDEAL American Materials American Made Local Inventory Stocked for JIT shipments NOTE- SPECIAL ORDERS OR NON STOCK DELIVERED 1 DAY AFTER RECEIPT IN WAREHOUSE	40% 85% 85% \$6,000.00
	2 nd low- Cresent Electric Manufacturer <u>IDEAL/ BUCHANNAN</u> American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1- 10 DAYS ARO	35% 80% 80% \$2,000.00
	3 rd low- Border States Electric Manufacturer HUBBELL LIGHTING American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR ORDERS NOT IN STOCK	31% 90% 90% \$25,000.00
13.	Wiring Devices	
	Triming Devices	
	1 st - Iow- Crescent Electric Manufacturer <u>LEVITON</u> American Materials American Made Local Inventory Stocked for JIT shipments NOTE- 1- 10 DAYS ARO	<u>45%</u> <u>90%</u> <u>90%</u> \$3,000.00
	1 st - Iow- Crescent Electric Manufacturer <u>LEVITON</u> American Materials American Made Local Inventory Stocked for JIT shipments	90% 90%

14. Miscellaneous

1st low- Border States Electric

Manufacturer <u>LITTLE FUSE</u> <u>28%</u>

Category <u>FUSES</u>

American Materials 80%
American Made 80%

Local Inventory Stocked for JIT shipments \$43,000.00

NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

2nd low- Border States Electric

Manufacturer <u>BURNDY</u> <u>30%</u>

Category <u>LUGS</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

90%

\$30,000.00

Local Inventory Stocked for JIT shipments
NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

3rd low- Border States Electric

Manufacturer GREENLEE TOOLS 22%

Category <u>TOOLS</u>

American Materials

American Made

98%

98%

Local Inventory Stocked for JIT shipments \$27,000.00

NOTE- 1 DAY FOR STOCK AND UP TO 10 DAYS FOR

ORDERS NOT IN STOCK

REFERENCE CHECKS: COMPLETE ALL 3 ROWS

ALL REFERENCE CHECKS RECEIVED ARE ON FILE; OVERALL SCORES PROVIDED ON PAST PERFORMANCE;

BORDER STATES INDUSTRIES, INC	9.3 OUT OF POSSIBLE 10
CRESCENT ELECTRIC SUPPLY, INC-	9.0 OUT OF POSSIBLE 10
SUMMIT ELECTRIC SUPPLY, INC	9.0 OUT OF POSSIBLE 10
TRIANGLE ELECTRIC SUPPLY-	9.3 OUT OF POSSIBLE 10

15. Number of employees working in El Paso, Texas

BORDER STATES INDUSTRIES, INC	12
CRESCENT ELECTRIC SUPPLY, INC-	11
SUMMIT ELECTRIC SUPPLY, INC	15
TRIANGLE ELECTRIC SUPPLY-	20

16. Average inventory in stock?

BORDER STATES INDUSTRIES, INC	\$2,100,000.00
CRESCENT ELECTRIC SUPPLY, INC-	\$ 760,000.00
SUMMIT ELECTRIC SUPPLY, INC	\$1,000,000.00
TRIANGLE ELECTRIC SUPPLY-	\$1.100.000.00

BID R	ESPONSE FORM		
17.	(ARO) After Receipt of Order Average Delivery Time in days?		
SEE II	NDIVIDUAL LOT AWARDS BY VENDOR		
18.	Number of delivery trucks in El Paso?		
CRES SUMM	ER STATES INDUSTRIES, INC CENT ELECTRIC SUPPLY, INC- MIT ELECTRIC SUPPLY, INC IGLE ELECTRIC SUPPLY-	3 PLUS 1 ON ORDER AS OF 4/29/2011 3 3 3	
19.	Delivery Charge Details if different from special conditions?		
CRES SUMM	ER STATES INDUSTRIES, INC CENT ELECTRIC SUPPLY, INC- IIT ELECTRIC SUPPLY, INC IGLE ELECTRIC SUPPLY-	NO CHARGE EXCEPT ON OVERNIGHT FREIGHT ORDERS NO CHARGE NO CHARGE NO CHARGE	
20.		e Purchasing Cooperative Members your e able to provide services to under this	
ALL V	ENDORS AGREED TO SERVICE ALL CU	RRENT AND FUTURE MEMBERS	
	Region 19 Head Start Sites Anthony ISD Burnham Wood Charter School Candlelighters of El Paso Children's Kingdom Learning Center Canutillo ISD Christian Joy Center Academy City of El Paso City of Horizon City of Socorro		

Texas Tech University Health Sciences	
Tornillo ISD	
UTEP	
Ysleta ISD	
YWCA of El Paso	

A complete listing of Statewide members is available at the ESC Region 19 Purchasing website under Vendor and Community.