

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Retail Food, Small Appliances, and Related Instructional Classroom - ESC Region 19 Purchasing Cooperative

RFP NUMBER: 11-6634

RFP OPENING DATE: January 19, 2011

CONTRACT TERM: Date of award until January 31, 2012 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by ESC Region 19 until January 31, 2013)
(Extended by ESC Region 19 until January 31, 2014)

FUNDING SOURCE: Various

RFP's ISSUED: 21

RESPONSES: 5

ADVERTISEMENT DATES: January 2nd & 9th, 2011

BOARD MEETING DATE: March 17, 2011

RECOMMENDED FOR AWARD **Barnes & Noble Book Sellers**
Empowering Writers, LLC
Food City Supermarkets
Junction of Function, Inc.
Quintero's Meat Company

TOTAL (estimated) **\$500,000.00 per year**

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase the identified goods and services as required during the contract period. No fees are required to purchase from any of vendors recommended for award.

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

Maxine Cruz
El Paso ISD

Juan Pulido
El Paso ISD

SPECIAL CONDITIONS

1. Vendor agrees that they will **take open purchase orders and provide monthly statements to the business office of the Government Agency issuing the purchase order.**
2. Items to be purchased include small utensils, culinary arts, small instructional toys, dairy, produce, meats, packaged goods, diapers, baby supplies, paper goods, hobby supplies, instructional books, automotive, vocational trades, any other items utilized in classroom and educational teaching curriculum environments that are readily available from retail stores in El Paso and/or the surrounding area.
3. Under no circumstances will drugs, tobacco products, or alcoholic beverages be sold to any Government Agencies on this contract.
4. In addition to all of the Region 19 Programs that will utilize this contract, this contract will also be for use when utilized by other ESC Region 19 Purchasing Cooperative members.
5. Basis of award for retail purchases will be 25% on location and accessibility, 40% on selection and inventory, 10% on past performance, and 25% on billing system proposed.
6. Vendor understands that all sales will be shopped for and picked up by the Government Agency issuing the purchase order, therefore no deliveries will be part of this contract.
7. Due to the retail activity between all local Region 19 Purchasing Cooperative members, it has been estimated that purchases will exceed \$25,000 per agency in the aggregate. Based on some preliminary requests, the estimated purchases from this contract will be \$1,500,000 annually.
8. Due to previous billings problems and each agency issuing multiple purchase orders, the awarded vendors must reference individual itemized purchase orders for each transaction on their monthly statements submitted to the Purchasing Cooperative's Accounting Department. Failure to provide this requirement on monthly statements will be grounds for removal from this contract.
9. No items with a single unit value of \$500 or more can be purchased using this contract.
10. Special Sales and promotions will be applicable under this contract.
11. Awarded vendor must agree to provide goods and services awarded under this contract to any Region 19 Purchasing Cooperative members who wish to utilize the contract.
12. A listing of current Region 19 Purchasing Cooperative members is located at the Region 19 Purchasing Coop Web Site located at www.esc19.net.

BID RESPONSE FORM

Barnes & Noble Booksellers
Attn: Mike Dunworth
2100 N. Shelling
Roseville, MN 55113
952-487-6266/ local- 915-590-1932

1. Number of Retail Stores in El Paso & Hudspeth counties? 2
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Barnes & Noble Book Sellers (Store #2370)
~~9524 Viscount~~ **8889 Gateway Blvd. West Ste. 120 – (as of 11/2013)**
~~El Paso, TX 79925~~
~~915-590-4932~~ **915-594-3024**
~~Fax: 915-590-0459~~ **915-594-3906**
Crms2744@bn.com
Attn: Mike Dunworth

Barnes & Noble Book Sellers
705 Sunland Park Drive
El Paso, TX 79912
915-581-5353
Fax: 915-581-6755
Crms2634@bn.com
Attn: Randall Peterson

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #11-6634 on PO's to get discount

4. Provide brief summary of goods and services offered by vendor? (Example would be a full service grocery store with bakery/deli operation)

Books, music, video, toys, games, ebooks, and readers

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

20-25% discount from retail list price with exception of textbooks, DVD's, magazines, gift cards, ebooks, ereaders, and digital products

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on? (Provide dollar amount and average number of items carried)

300,000+ titles

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

BID RESPONSE FORM

Empowering Writers, LLC
Attn: Dea Auray or Art Jureller
731 Main Street, Unit 1 B3
Monroe, CT 06468
203-452-8365 / 866-285-3516
Fax: 203-452-8365

www.empoweringwriters.com / dauray@empoweringwriters.com

1. Number of Retail Stores in El Paso & Hudspeth counties? **None**
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties? **None**

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #11-6634 on PO's to get discount

4. Provide brief summary of goods and services offered by vendor? (Example would be a full service grocery store with bakery/deli operation)

Publisher that provides teacher resources, professional development, and coaching support for Kindergarten through 8th grade

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e.

XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

~~5% discount from retail price (verify discounted price and S & H fees with vendor prior to ordering)~~
(As of January 5, 2013)

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on? (Provide dollar amount and average number of items carried)

3,000 units of Comprehensive Guides & 100 units of Supplemental Resources

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

BID RESPONSE FORM

Food City Supermarkets
Attn: Carlos A. Loweree
5400 Alameda Avenue
El Paso, TX 79905-2914
915-779-3641
Fax- 915-772-1461

1. Number of Retail Stores in El Paso & Hudspeth counties? **3**

2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Food City #1
5400 Alameda Avenue (Fox Plaza)
El Paso, TX 79905
Store Manager- Ronnie Soto
Phone- 915-779-3641
Fax- 915-599-1458

Food City #2
7444 Gateway East Blvd./ Hunter (Ranchland Shopping Center)
El Paso, TX 79915
Store Manager- Cesar Tarin
Phone- 915-599-1534
Fax- 915-599-1458

Food City #3
3200 Alameda Avenue (Central)
El Paso, TX 79905
Store Manager- Gus Matsushita
Phone- 915-850-0158
Fax- 915-850-0160

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #11-6634 on PO's

4. Provide brief summary of goods and services offered by vendor? (Example would be a full service grocery store with bakery/deli operation)

Grocery Supermarkets with Bakery/ Deli Operations
ACE Retail Hardware Store at 5400 Alameda

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

No discounts from retail but will take purchase orders and invoice Region 19 Purchasing Cooperative members

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on? (Provide dollar amount and average number of items carried)

Fully stocked grocery stores and one fully stocked hardware store

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period? **Yes**

BID RESPONSE FORM

Junction of Function, Inc.
Attn: Kelly Ann Wilk
8603 Ibis Cove Circle
Naples, FL 34119
239-777-4009
Fax: 203-452-8365
www.junctionoffunction.com / kwilk11247@aol.com

1. Number of Retail Stores in El Paso & Hudspeth counties? **None**
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

- None**
3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #11-6634 on PO's

4. Provide brief summary of goods and services offered by vendor? (Example would be a full service grocery store with bakery/deli operation)

“Writing Made Simple” and “Shoe Tying Made Simple”

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

No discounts from retail but will take purchase orders and invoice Region 19 Purchasing Cooperative members

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on? (Provide dollar amount and average number of items carried)

35+

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

BID RESPONSE FORM

Quintero's Meat Company
Attn: Jerry Garcia
4413 Durazno
El Paso, TX 79905
915-351-2471/ cell- 915-543-0538
Fax: 915-351-2474
Jerry.QMC@gmail.com

1. Number of Retail Stores in El Paso & Hudspeth counties? 1
2. Locations (address, phone number, fax number, and store manager) and of Retail Stores in El Paso & Hudspeth counties?

Quintero's Meat Company
Attn: Juan or Jerry Garcia
4413 Durazno
El Paso, TX 79905
915-351-2471
Fax- 915-351-2474

3. Provide any special requirement of vendor in order to take purchase orders from Government Agencies?

Reference ESC Region 19 RFP #11-6634 on PO's

4. Provide brief summary of goods and services offered by vendor? (Example would be a full service grocery store with bakery/deli operation)

Wholesale Discounted Food Store with meats, fish, poultry, retail packaged foods, paper products, and canned goods

5. Does vendor offer any discounts to Government Agencies from retail pricing? If so, please explain...i.e. XYZ will offer a 1% discount from retail pricing or vendor will offer a 0% discount from retail pricing.

Wholesale pricing discounts already provided

6. Aggregate inventory on hand at any given time for items vendor wishes to be considered for award on? (Provide dollar amount and average number of items carried)

\$350,000 on estimated 200 items

7. Does vendor agree to service additional Region 19 Purchasing Cooperative members that may become members during the contract period?

Yes

Approved by: _____
(James R. Vasquez- Executive Director)

Date: _____
(February 11, 2011)

Approved by: _____
(James R. Vasquez- Executive Director)

Date: _____
(January 5, 2012)

Approved by: _____
(James R. Vasquez- Executive Director)

Date: _____
(November 28, 2012)