

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Division 10 Construction Specialty Purchases- ESC Region 19
Purchasing Cooperative
RFP NUMBER: 11-6650
RFP OPENING DATE: March 15, 2011
CONTRACT TERM: Date of award until March 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 March 31, 2013)
(Extended by ESC Region 19 until March 31, 2014)
FUNDING SOURCE: Various
RFP's ISSUED: 5
RESPONSES: 2
ADVERTISEMENT DATES: February 23rd & March 2nd, 2011
BOARD MEETING DATE: May 19th, 2011

RECOMMENDED FOR AWARD **Door Sa-Lutions Inc. (HUB)**
K.D. Scholten Company

TOTAL (estimated) **\$1,500,000.00 per year**

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to utilize the stated goods and services including parts, labor, and warranty when required during the contract period. Both recommended vendors received a 90% or better on reference checks as to workmanship and timeliness of services provided from commercial accounts. Categories covered under this contract include tack boards, bike racks, toilets, fire extinguishers/ related, identification signage, flag poles, lettering, plaques, vents, louvers, metals, operable walls/ moveable partitions, postal accessories, raised flooring, roller shades, smart boards, bathroom accessories, traffic signs, wall guards and protection. Product designations as to American made with American materials have been noted for each category to comply with the American Recovery and Reinvestment Act.

SPECIFICATIONS PROVIDED BY: Martin Camacho
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Martin Camacho
ESC Region 19

Nancy Alvarado
ESC Region 19

ORDER INFORMATION:

Door Sa-Lutions Inc. (HUB)
Attn: Jaime Sapien
6840 Industrial
El Paso, TX 79915
915-781-0664
Fax: 915-781-0665
www.doorsalutionsinc.com

KD Scholten Company
Attn: David Morales
7365 Remcon Circle, A-106
El Paso, TX 79912
915-833-1452
Fax: 915-833-3589
www.kdscholten.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. Currently, Anthony ISD, Burnham Wood Charter School, Candlelighters, Canutillo ISD, Christian Joy Center Academy, Clint ISD, Fabens ISD, El Paso ISD, El Paso Academy East, El Paso Catholic Diocese Schools, El Paso MHMR, El Paso School of Excellence, El Paso Water Utilities, City of El Paso, City of Horizon, Texas, City of Socorro, Texas, El Paso Community College, El Paso Housing Authority, La Fe Preparatory School, Marcana Enterprises dba. Children's Kingdom Learning Center, San Elizario ISD, Socorro ISD, St. Mark's School, St. Raphael School, Tornillo ISD, UTEP, Ysleta ISD and YWCA are members. Additionally, Region 19 Head Start has 35 sites located throughout El Paso County.
2. Please indicate which if any of the Purchasing Cooperative Members your company could not or would not be able to provide services to under this agreement on item 22 of the RFP.
3. The awarded contractor shall provide delivery and store front pickup for awarded categories with the cost of shipping in El Paso County included with the discounts.
4. Vendors must have local representation available for consultation with facilities departments to assist in planning.
5. Any deviations from specifications must be noted with bid submittals.
6. 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.
7. Discounts provided will include delivery unless otherwise stated at the time bids are submitted or in those instances where parts have to be overnighted.
8. **Discounts submitted will be from Trade Service Pricing Publication for stated manufacturers**
9. **It is understood that while manufacturers will change price lists during the contract period, discounts submitted by vendors will be firm and include ground shipping unless other arrangements are made at cost for expedited orders.**
10. **Any proposals for manufacturers received that does not include a current retail trade services price list and catalog of parts will not be considered for award.**
11. **Award basis will be 60% pricing, 20% vendor history in the local government community for selling items submitted, and 20% existing manufacturer's existing presence in the Region 19 coop member's buildings and facilities.**
12. Three references must be provided and will be contacted as part of the weighted factor on evaluation and award recommendations.
13. Awarded vendor will have local on –staff project specialist for products awarded.
14. The ability for the vendor to post their trade service manufacturers current price list on line will be a factor in award consideration. The vendor's web site can then become a part of the Region 19 Purchasing web site.
15. This RFP# 11-6650 will replace RFP# 08-6233 currently active and posted on the ESC Region 19 web site.
16. Awarded vendor agrees to extend goods and services during the contract period to new Region 19 Purchasing Coop members.

BID RESPONSE FORM

1. **Chalk Boards and Tack boards**

VENDOR- Door Sa-Lutions Inc.

Manufacturer	<u>MARSH INDUSTRIES</u>	<u>27%</u>
American Materials		<u>70%</u>
American Made		<u>100%</u>
Local Inventory Stocked for JIT shipments		<u>\$ 0</u>
Price list and Catalog provided		<u>YES</u>
Cost per man hour for onsite installation		<u>\$40.00</u>
Parts and labor warranty		<u>1 YEAR</u>
Country of Origin		<u>USA</u>

VENDOR- KD SCHOLTEN COMPANY

Manufacturer	<u>CLARIDGE PRODUCTS</u>	<u>20%</u>
American Materials		<u>70%</u>
American Made		<u>100%</u>
Local Inventory Stocked for JIT shipments		<u>\$ 4,000</u>
Price list and Catalog provided		<u>YES</u>
Cost per man hour for onsite installation		<u>\$ 30.00</u>
Parts and labor warranty		<u>1 YEAR</u>
Country of Origin		<u>USA</u>

2. **Bicycle Racks**

VENDOR- KD SCHOLTEN COMPANY

Manufacturer	<u>SPORTS PLAY</u>	<u>10%</u>
American Materials		<u>80%</u>
American Made		<u>100%</u>
Local Inventory Stocked for JIT shipments		<u>\$ 1,000</u>
Price list and Catalog provided		<u>YES</u>
Cost per man hour for onsite installation		<u>\$30.00</u>
Parts and labor warranty		<u>1 YEAR</u>
Country of Origin		<u>USA</u>

3. **Compartments (Toilet & Related)**

VENDOR- Door Sa-Lutions Inc.

Manufacturer	<u>AMPCO (BAKED ENAMEL ONLY)</u>	<u>25%</u>
American Materials		<u>90%</u>
American Made		<u>100%</u>
Local Inventory Stocked for JIT shipments		<u>\$ 0</u>
Price list and Catalog provided		<u>YES</u>
Cost per man hour for onsite installation		<u>\$40.00</u>
Parts and labor warranty		<u>1 YEAR</u>
Country of Origin		<u>USA</u>

3. Compartments (Toilet & Related)

VENDOR- KD SCHOLTEN

Manufacturer <u>GLOBAL</u>	<u>25%</u>
American Materials	<u>80%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 20,000</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>FLUSH METAL</u>	<u>35%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$5,000</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>JACKNOB</u>	<u>5%</u>
American Materials	<u>80%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$5,000</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

4. Fire Extinguishers, Cabinets, Related Accessories

VENDOR- KD SCHOLTEN

Manufacturer <u>JL INDUSTRIAL</u>	<u>35%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 5,000</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

5. Identifying Devices (Signage, Flag Poles, Directional Materials)

VENDOR- KD SCHOLTEN

Manufacturer <u>BEST SIGNS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>EDER FLAGS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$4,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

6. Letters and Plaques (Inside & Outside)

VENDOR- KD SCHOLTEN

Manufacturer <u>A.R.K. RAMOS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>METAL ARTS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

7. Louvers and Vents

VENDOR- Door Sa-Lutions Inc.

Manufacturer <u>AIR LOUVERS</u>	<u>25%</u>
American Materials	<u>70%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$40.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>SCHUCK GROUP</u>	<u>10%</u>
American Materials	<u>80%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 200.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

8. Metals (Stair & Walkway)

VENDOR- KD SCHOLTEN

Manufacturer <u>WOOSTER</u>	<u>10%</u>
American Materials	<u>80%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 1,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

9. Operable Walls and Partitions, Panel fold

VENDOR- KD SCHOLTEN

Manufacturer <u>PANEL FOLD INC.</u>	<u>20%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$5,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>WOODFOLD MFG.</u>	<u>25%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$100.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

BID RESPONSE FORM

9. Operable Walls and Partitions, Panel fold

VENDOR- KD SCHOLTEN

Manufacturer <u>OMNI CONCEPTS, INC.</u>	<u>20%</u>
American Materials	<u>95%</u>
American Made	<u>95%</u>
Local Inventory Stocked for JIT shipments	<u>\$1,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

10. Postal Accessories/ lockers

VENDOR- KD SCHOLTEN

Manufacturer <u>FLORENCE CORPORATION</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$100.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>SALSBURY INDUSTRIES</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$100.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

11. Raised Flooring

VENDOR- KD SCHOLTEN

Manufacturer <u>ASM RAISED FLOORING</u>	<u>10%</u>
American Materials	<u>70%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

12. **Roller Shades**

VENDOR- KD SCHOLTEN

Manufacturer <u>DRAPER INDUSTRIES</u>	<u>10%</u>
American Materials	<u>70%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 500.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

13. **Smart Boards**

VENDOR- KD SCHOLTEN

Manufacturer <u>POLYVISION</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

14. **Toilet and Bath Accessories**

VENDOR- Door Sa-Lutions Inc.

Manufacturer <u>AMERICAN ACCESSORIES, INC.</u>	<u>16%</u>
American Materials	<u>70%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 1,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 40.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>BOBRICK</u> <u>BRADLEY</u> –AS OF JUNE 29, 2011	<u>15%– 45%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 10,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

15. Traffic Signs

VENDOR- KD SCHOLTEN

Manufacturer <u>KD SCHOLTEN CUSTOM MADE TO SPEC</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$1,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

16. Wall and Corner Devices

VENDOR- KD SCHOLTEN

Manufacturer <u>IN PRO</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>AMERICAN FLOOR PRODUCTS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

17. Wall and Corner Guards

VENDOR- KD SCHOLTEN

Manufacturer <u>IN PRO</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

VENDOR- KD SCHOLTEN

Manufacturer <u>AMERICAN FLOOR PRODUCTS</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

BID RESPONSE FORM

18. Wall Protection

VENDOR- KD SCHOLTEN

Manufacturer <u>IN PRO</u>	<u>10%</u>
American Materials	<u>100%</u>
American Made	<u>100%</u>
Local Inventory Stocked for JIT shipments	<u>\$ 2,000.00</u>
Price list and Catalog provided	<u>YES</u>
Cost per man hour for onsite installation	<u>\$ 30.00</u>
Parts and labor warranty	<u>1 YEAR</u>
Country of Origin	<u>USA</u>

REFERENCE CHECKS: COMPLETE ALL 3 ROWS- REFERENCES WILL ONLY BE CONTACTED TWO TIMES AND THIS INFORMATION WILL BE PART OF THE EVALUATION PROCESS:

Business Name Contact Person / Phone Number / Address \$ Amount / Date of Last Project

BOTH AWARDED VENDORS REFERENCES AVERAGE 90% OR HIGHER AND ARE ON FILE

19. Number of employees working in El Paso, Texas

DOOR SA-LUTIONS- 15
KD SCHOLTEN- 16

20. Average inventory in stock?

DOOR SA-LUTIONS- \$40,000.00
KD SCHOLTEN- \$240,000.00

21. Number of delivery trucks in El Paso?

DOOR SA-LUTIONS- 2
KD SCHOLTEN- 8

Approved by: _____
(James R. Vasquez)
(James R. Vasquez)
(James R. Vasquez)

Date: _____
(April 13, 2011)
(March 1, 2012)
(March 7, 2013)