

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

**RFP TITLE:** Skilled Labor Services- ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 10-6546  
**RFP OPENING DATE:** July 15, 2010  
**CONTRACT TERM:** Date of award until August 31, 2011 with the option to extend in increments of 12 months not to exceed 36 months in the aggregate  
**(Extended until August 31, 2012 by ESC Region 19)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 78  
**RESPONSES:** 15  
**ADVERTISEMENT DATES:** June 27<sup>th</sup> and July 4<sup>th</sup>, 2010  
**BOARD MEETING DATE:** October

**RECOMMENDED FOR AWARD:**

**All Trades Electrical Contractors, Inc. (HUB)**  
**Alpine Electric, LP (HUB)**  
**Baker Glass Company, Inc.**  
**El Paso Rio Electric, Inc. (HUB qualified)**  
**High Ridge General Contractor, Inc. name changed to AO General Contractors, Inc (HUB) as of 1/4/12**  
**Hoffman Southwest Corp. dba Roto-Rooter Service & Plumbing Co.**  
**PC Automated Controls, Inc. (HUB)**  
**Pride General Contractors, LLC (HUB)**  
**\$2,000,000**

**TOTAL (estimated)**

**EXPLANATIONS:**

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase the goods and services specified in this contract when required during the contract period. A proposal from **Professional Paint Corporation** was not considered because there was no insurance proof provided and when contacted the owner was reluctant to speak with Region 19 Purchasing about inquiring about his submittal and it was determined that the proposal was non-responsive. Another proposal from **LVR Carpet Center** was not considered because the required insurance was not received and the references did not contain contact information as requested in the special conditions. Another proposal from **Barrett Airworks** was also not considered because it did not provide required contact information and phone calls were not returned. A proposal from **Major Changes Construction** was also disqualified because the vendor did not provide any required references and no Workers Compensation insurance or an authorized alternate insurance product. A proposal from **Basil Glass** was also not considered because the company's owner was reluctant to speak with Region 19 Purchasing when they were contacted about providing required insurance. The person who signed the proposal submittal was not aware of the proposal submitted and did not have a copy on file when contacted to discuss insurance.

**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:**

ALL TRADES ELECTRICAL CONTRACTORS, INC.  
ATTN: RAFAEL GUTIERREZ  
11005 ARGAL COURT  
EL PASO, TX 79935-3712  
915-629-0830/ CELL- 915-355-7487  
FX: 915-629-0862  
[www.alltradeselectrical.com](http://www.alltradeselectrical.com)  
[rgutierrez@alltradeselectrical.com](mailto:rgutierrez@alltradeselectrical.com)

ALPINE ELECTRIC, LP  
ATTN: GEORGE PONCE  
5419 BEACON AVENUE  
EL PASO, TX 79905  
915-781-0381/ CELL915-759-0776  
FX: 915-772-0565  
[www.elpalpineelectric.com](http://www.elpalpineelectric.com)  
[elpalpine@sbcglobal.net](mailto:elpalpine@sbcglobal.net)

BAKER GLASS COMPANY, INC.  
ATTN: MANNY GARCIA  
4015 MONTANA AVENUE  
EL PASO, TX 79903-4509  
915-566-9461, EXT. 255  
FX: 915-566-3203  
[www.bakerglass.com](http://www.bakerglass.com)  
[sales@bakerglass.com](mailto:sales@bakerglass.com)

EL PASO RIO ELECTRIC, INC.  
ATTN: RALPH ORTIZ  
P.O. BOX 17363  
EL PASO, TX 79917-7363  
915-860-2522  
FAX: 915-859-1558  
[www.eprioelectric@att.net](mailto:www.eprioelectric@att.net)

~~HIGH RIDGE GENERAL CONTRACTORS, INC.~~ named changed to  
AO General Contractors, Inc **as of 1/4/12**  
ATTN: ABELARDO OLIVAS  
488 S. YARBROUGH DRIVE, SUITE D  
1050 DIESEL Dr.  
EL PASO, TX 79907  
915-860-4871/ CELL- 915-860-4871  
[high.ridge@live.com](mailto:high.ridge@live.com)

HOFFMAN SOUTHWEST CORP. DBA  
ROTO-ROOTER SERVICE & PLUMBING  
ATTN: JESSE LOHNES  
1111 SUNLAND PARK DRIVE  
EL PASO, TX 79922  
800-381-4161/ CORP  
FX: 915-860-8876  
OFFICE- 949-380-4161,#1020  
[www.rotorooter.com](http://www.rotorooter.com) / [jlohnes@hswcorp.com](mailto:jlohnes@hswcorp.com)  
[jmartinez@hswcorp.com](mailto:jmartinez@hswcorp.com)

PC AUTOMATED CONTROLS, INC.  
ATTN: DANIEL SHELTON  
5604-C WILL RUTH  
EL PASO, TX 79924  
915-751-0313  
FX: 915-751-2018  
[www.pcautomatedcontrols.com](http://www.pcautomatedcontrols.com)

PRIDE GENERAL CONTRACTORS, LLC  
ATTN: RAMON SALGADO  
5959 GATEWAY WEST, SUITE 548  
EL PASO, TX 79925  
915-771-9601/ CELL-915-443-4631  
FX: 915-771-9600  
[pridegeneralcontractors11c@gmail.com](mailto:pridegeneralcontractors11c@gmail.com)

## **SPECIAL CONDITIONS**

1. Guaranteed response time after receipt of order will be a determining factor in award recommendation
2. Award basis will be 75% Pricing, 25% Past Performance & reference checks. Other evaluation criteria may be used if necessary as stipulated by Texas Education Code.
3. Any required licenses or permits should be provided at the time proposals are submitted.
4. Vendors will provide the number of employees, vehicles, and the company's primary location at the time proposals are submitted.
5. Questions should be directed to Martin Camacho at 915-78-5088.
6. Lots will be awarded individually.
7. This contract will be for use as needed by various ESC Region 19 Purchasing Cooperative Agencies in El Paso county.
8. The intent of this bid is to get the best value for all membership through economy of scales purchasing practices and save funding by reducing costly administrative time and money in processing service requests.
9. Awarded vendors will be responsible for contacting each school district and advising them of this award. All awards will be available for membership on the Region 19 Purchasing Web Site.
10. Insurance as stated in the boiler plate must be included with submittals.
11. Vendors who do not have Workers Compensation Insurance for all employees will not be considered for award.
12. Vendors who cannot provide performance and/or payment bonding for large projects that exceed the bonding threshold should not respond to this contract.
13. OPIS El Paso rack pricing and the CPI will be considered grounds for pricing increases during the contract period due to current conditions in the US economy. Markup over cost for parts must remain the unchanged during the contract period.
14. **Copies of all applicable licenses, permits, and employee credentials should also be submitted along with copies of general liability, automobile liability, and workers compensation insurances for award consideration.**

## **RESPONSE FORM**

### **Lot 1- Carpet Installation**

#### **1<sup>st</sup> LOW - HIGHRIDGE GENERAL CONTRACTORS**

- |    |   |                                     |
|----|---|-------------------------------------|
| 1. | Installation charge per square yard for glue down carpet  | \$ 2.50/ sq. yd.                    |
| 2. | Removal charge per square yard for removal of glue down Sanding & Smoothing of surfaces when required | \$ 1.25/ sq. yd.<br>\$ .70/ sq. yd. |
| 3. | Mark up over cost for purchases less than \$2500  | 25%                                 |
|    | Mark up over cost for purchases greater than \$2,500  | 15%                                 |
| 4. | Response time- El Paso County   | 24 hours                            |
| 5. | Response time- Hudspeth County (if available)   | 48 hours                            |

**~~Lot 2- Institutional Food Service Equipment Repairs- on site- deleted as per addendum 1 dated 5/26/10~~**

### Lot 3- Glass Repair/ Plexiglas & Installation- on site

#### 1<sup>ST</sup> LOW- HIGHRIDGE GENERAL CONTRACTORS

13.	Hourly Rate- Installers	\$ 27.00 / hr.
14.	Mark up over cost for purchases less than \$2500	15 %
	Mark up over cost for purchases greater than \$2,500	10 %
15.	Response time- El Paso County	4 hours
16.	Response time- Hudspeth County	6 hours

#### 2<sup>ND</sup> LOW- PRIDE GENERAL CONTRACTORS

13.	Hourly Rate- Installers	\$ 30.00 / hr.
14.	Mark up over cost for purchases less than \$2500	20 %
	Mark up over cost for purchases greater than \$2,500	15 %
15.	Response time- El Paso County	4 hours
16.	Response time- Hudspeth County	6 hours

#### 3<sup>RD</sup> LOW- BAKER GLASS, INC

13.	Hourly Rate- Installers	\$ 36.00 / hr.
14.	Mark up over cost for purchases less than \$2500	100 %
	Mark up over cost for purchases greater than \$2,500	50 %
15.	Response time- El Paso County	6 hours
16.	Response time- Hudspeth County	12 hours

**NOTE- BAKER GLASS CHARGES A FLAT RATE TRIP CHARGE OF \$39 PER CALL**

### Lot 4- Electrical Contractors- on site

#### 1<sup>ST</sup> LOW- ALL TRADES ELECTRICAL

17.	Hourly Rate- Master electrician	\$ 42 / hr.
18.	Hourly Rate- Journeyman	\$ 42 / hr.
19.	Hourly Rate- Helper	\$ 42 / hr.
20.	Mark up over cost for purchases less than \$2500	26%
	Mark up over cost for purchases greater than \$2,500	26%
21.	Response time- El Paso County	1/2 hour
22.	Response time- Hudspeth County	1 hour

#### 2<sup>ND</sup> LOW- ALPINE ELECTRIC LP

17.	Hourly Rate- Master electrician	\$ 49 / hr.
18.	Hourly Rate- Journeyman	\$ 41 / hr.
19.	Hourly Rate- Helper	\$ 25 / hr.
20.	Mark up over cost for purchases less than \$2500	25%
	Mark up over cost for purchases greater than \$2,500	18%
21.	Response time- El Paso County	6 hours
22.	Response time- Hudspeth County	12 hours

#### 3<sup>RD</sup> LOW- EL PASO RIO ELECTRIC, INC.

17.	Hourly Rate- Master electrician	\$ 54 / hr.
18.	Hourly Rate- Journeyman	\$ 54 / hr.
19.	Hourly Rate- Helper	\$ 30 / hr.
20.	Mark up over cost for purchases less than \$2500	20%
	Mark up over cost for purchases greater than \$2,500	15%
21.	Response time- El Paso County	+/- 2 hours
22.	Response time- Hudspeth County	+/- 4 hours

**Lot 5- Heating & Cooling Contractors- on site**

**1<sup>ST</sup> LOW- PC AUTOMATED CONTROLS**

23.	Hourly Rate	Certified	\$ 66 / hr.
24.	Mark up over cost for purchases less than \$2500		25 %
	Mark up over cost for purchases greater than \$2,500		25 %
25.	Response time- El Paso County		2 hours
26.	Response time- Hudspeth County		4 hours

**~~2<sup>ND</sup> LOW- HIGH RIDGE GENERAL CONTRACTORS, INC.  
AO General Contractors~~**

23.	Hourly Rate	Certified	\$ 33 / hr.
24.	Mark up over cost for purchases less than \$2500		25 %
	Mark up over cost for purchases greater than \$2,500		15 %
25.	Response time- El Paso County		3 hours
26.	Response time- Hudspeth County		3 hours

**3<sup>RD</sup> LOW- PRIDE GENERAL CONTRACTORS**

23.	Hourly Rate	Certified	\$ 48 / hr.
24.	Mark up over cost for purchases less than \$2500		20 %
	Mark up over cost for purchases greater than \$2,500		15 %
25.	Response time- El Paso County		4 hours
26.	Response time- Hudspeth County		8 hours

~~Lot 6- Low Temp Refrigeration Contractors- on site~~ deleted as per addendum 1 dated 5/26/10

**Lot 7- Plumbing Contractors- on site**

**1<sup>ST</sup> LOW- ROTO-ROOTER SERVICE & PLUMBING**

31.	Hourly Rate	Masters	SEE ATTACHED PRICING (FLAT RATE)
32.	Hourly Rate	Licensed	SEE ATTACHED PRICING (FLAT RATE)
33.	Mark up over cost for purchases less than \$2500		20%
	Mark up over cost for purchases greater than \$2,500		10%
34.	Response time- El Paso County		2 hours
35.	Response time- Hudspeth County		2 hours

Does vendor charge for drive time? If yes, please provide rate per hour (to be billed in 15 minute increments) or rate per mile from vendor's location or last job.

**NO DRIVE TIME FOR EL PASO; HUDSPETH COUNTY ADD \$150 DRIVE CHARGE EACH WAY**

**Lot 7- Plumbing Contractors- on site- continued**

**2<sup>ND</sup> LOW- ~~HIGH RIDGE GENERAL CONTRACTORS, INC.~~  
AO General Contractors**

31.	Hourly Rate	Masters	\$31/ HR.
32.	Hourly Rate	Licensed	\$25/ HR.
33.	Mark up over cost for purchases less than \$2500		25%
	Mark up over cost for purchases greater than \$2,500		15%
34.	Response time-	El Paso County	3 hours
35.	Response time-	Hudspeth County	5 hours

Does vendor charge for drive time? If yes, please provide rate per hour (to be billed in 15 minute increments) or rate per mile from vendor's location or last job.  
**NO**

**NO DRIVE TIME FOR EL PASO OR HUDSPETH COUNTIES**

**3<sup>RD</sup> LOW- PRIDE GENERAL CONTRACTORS**

31.	Hourly Rate	Masters	\$36/ HR.
32.	Hourly Rate	Licensed	\$30/ HR.
33.	Mark up over cost for purchases less than \$2500		20%
	Mark up over cost for purchases greater than \$2,500		15%
34.	Response time-	El Paso County	4 hours
35.	Response time-	Hudspeth County	8 hours

Does vendor charge for drive time? If yes, please provide rate per hour (to be billed in 15 minute increments) or rate per mile from vendor's location or last job.  
**YES; \$12.50 PER 15 MINUTE INCREMENT**

Will awarded vendor work with all Region 19 Purchasing Cooperative Members? If no, please indicate which members vendor cannot work with by checking the box next to the member.

**YES- ALL AWARDED VENDORS AGREED TO SERVICE ALL CURRENT PURCHASING COOPERATIVE MEMBERS**

- Region 19 Head Start Sites \_\_\_\_\_
- Anthony ISD \_\_\_\_\_
- Candle Lighters of El Paso \_\_\_\_\_
- Canutillo ISD \_\_\_\_\_
- City of El Paso \_\_\_\_\_
- City of Horizon \_\_\_\_\_
- City of Socorro \_\_\_\_\_
- Clint ISD \_\_\_\_\_
- El Paso Catholic Diocese \_\_\_\_\_
- El Paso Community College \_\_\_\_\_
- El Paso Housing Authority \_\_\_\_\_
- El Paso MHMR \_\_\_\_\_
- El Paso School for Excellence \_\_\_\_\_
- Fabens ISD \_\_\_\_\_
- El Paso ISD \_\_\_\_\_
- San Elizario ISD \_\_\_\_\_
- Socorro ISD \_\_\_\_\_
- Texas Tech University Health Science Center \_\_\_\_\_
- University of Texas at El Paso \_\_\_\_\_

**YES- ALL AWARDED VENDORS AGREED TO SERVICE ALL CURRENT PURCHASING COOPERATIVE MEMBERS (CONT.)**

Tornillo ISD \_\_\_\_\_  
Ysleta ISD \_\_\_\_\_  
YWCA's of El Paso \_\_\_\_\_

**Required Data to be completed by Vendor**

1. List three (3) trade references of large commercial accounts your company has worked with within the last 12 years including the name of the firm, the contact person, phone number, and the type of work performed.

ALL REFERENCE CHECKS ARE ON FILE AND RECOMMENDED VENDORS ALL RECEIVED 9+ OUT OF A POSSIBLE 10 BEING THE HIGHEST RATING.

2. Number of personnel and number of work vehicles

ALL TRADES ELECTRICAL CONTRACTORS, INC- 40 EMPLOYEES + 32 BUCKET TRUCKS AND SERVICE VEHICLES  
ALPINE ELECTRIC, LP- 45 EMPLOYEES + 23 WORK VEHICLES  
BAKER GLASS- 10 TECHNICIANS + 6 WORK TRUCKS  
EL PASO RIO ELECTRIC- 10 EMPLOYEES + 5 WORK VEHICLES  
HIGH RIDGE GENERAL CONTRACTORS AO GENERAL CONTRACTORS, INC- 33 EMPLOYEES + 12 VEHICLES  
HOFFMAN SW CORP. DBA ROTO-ROOTER- 24 LOCAL EMPLOYEES + 19 LOCAL VEHICLES  
PC AUTOMATED CONTROLS- 54 EMPLOYEES + 30 VEHICLES  
PRIDE GENERAL CONTRACTORS- 18 EMPLOYEES + 8 VEHICLES

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

(James R. Vasquez- Executive Director)  
(Sonia Eubank – Associate Executive Director)

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

(August 9, 2010)  
(July 26, 2011)