

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

**RFP TITLE:** Energy, Environmental, and Cost Saving Devices and Services- ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 11-6663  
**RFP OPENING DATE:** April 27, 2011  
**CONTRACT TERM:** Date of award until April 27, 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 27, 2013)**  
**(Extended by ESC Region 19 until April 30, 2014)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 14  
**RESPONSES:** 7  
**ADVERTISEMENT DATES:** April 3<sup>rd</sup> & 10<sup>th</sup>, 2011  
**BOARD MEETING DATE:** July 21, 2011

**RECOMMENDED FOR AWARD** **A & A Professional Services dba CPI Cleaning Solutions**  
~~D&H Pump Service, Inc. dba D&H Petroleum & Environmental~~ removed as of 3/26/2013  
**Southwest Chimney Sweeps, Inc. (HUB)**  
**Technical Building Services**  
**TOTAL (estimated) \$1,500,000.00**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to purchase energy, environmental, and cost saving devices and services that can save users time, energy, money, and maintenance costs over conventional means. A proposal from Gage Electric Company was not complete in the response and was not considered. All vendors considered for award received a 9 or better out of a possible 10 for previous work performed from comparable accounts to the ESC Region 19 Purchasing Cooperative membership. A proposal by the Economizer Group Incorporated did not provide enough independent testing facility information, and therefore was not considered for award. Additionally, while the company claims electrical cost savings and holds a US Patent, adequate insurances could not be provided. Another proposal from B & M Machinery was turned in late, and was not considered. Another proposal from Building Automation and Service did not respond to item 2 of the proposal and it was also not considered.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

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

**ORDER INFORMATION:**

**A & A Professional Services Corporation dba CPI Cleaning Solutions**  
Attn: Arturo Macias or Rogelio Espino  
3950 Doniphan Drive, Suite D  
El Paso, TX 79922-1355  
915-842-9991/ cell- 915-440-1945  
[www.cpicleaningsolutions.com](http://www.cpicleaningsolutions.com) / [am@epicleaningsolutions.com](mailto:am@epicleaningsolutions.com)

~~D & H Pump Service, Inc. dba D & H Petroleum & Environmental, Inc. Removed as of 3/26/2013~~  
Attn: John Farrell or Troy Roberts  
1221 Tower Trail Lane  
El Paso, TX 79907-1820  
915-859-8150 / 800-351-2227  
Fax: 915-858-4263  
[www.dh-united.com](http://www.dh-united.com) / [troberts@dhpump.com](mailto:troberts@dhpump.com)

**ORDER INFORMATION:**

**Southwest Chimney Sweeps, Inc.**

Attn: C Paul Kennedy  
11385 James Watt, B2  
El Paso, TX 79936-5942  
915-591-6998 / 915-591-7550  
Fax: 915-591-7566  
[www.southwestchimney.biz](http://www.southwestchimney.biz) / [paul@southwestchimney.biz](mailto:paul@southwestchimney.biz)

**Technical Building Services**

Attn: Joe Gardea  
1712 Wyoming  
El Paso, TX 79902  
915-351-8771/ cell- 915-479-9618  
Fax: 915-351-4383  
[tbseip@sbcglobal.net](mailto:tbseip@sbcglobal.net)

**SPECIAL CONDITIONS**

1. This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. While Region 19 Purchasing Cooperative Membership is State-Wide, this contract is intended for use by local agencies participating in the ESC Region 19 Purchasing Cooperative.
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?

- Region 19 Head Start Sites \_\_\_\_\_
- Anthony ISD \_\_\_\_\_
- Burnham Wood Charter School \_\_\_\_\_
- Candle lighters of El Paso \_\_\_\_\_
- Children’s Kingdom Learning Center \_\_\_\_\_
- Canutillo ISD \_\_\_\_\_
- Christian Joy Center Academy \_\_\_\_\_
- City of El Paso (all departments) \_\_\_\_\_
- City of Horizon \_\_\_\_\_
- City of Socorro \_\_\_\_\_
- Clint ISD \_\_\_\_\_
- El Paso Academy East \_\_\_\_\_
- El Paso Catholic Diocese \_\_\_\_\_
- El Paso ISD \_\_\_\_\_
- El Paso Community College \_\_\_\_\_
- El Paso Housing Authority \_\_\_\_\_
- El Paso MHMR \_\_\_\_\_
- El Paso School for Excellence \_\_\_\_\_
- El Paso Water Utilities \_\_\_\_\_
- Fabens ISD \_\_\_\_\_
- Hudspeth County Sheriff \_\_\_\_\_
- La Fe Preparatory School \_\_\_\_\_
- Rio Grande Council of Governments \_\_\_\_\_
- San Elizario ISD \_\_\_\_\_
- Socorro ISD \_\_\_\_\_
- St. Mark’s School \_\_\_\_\_
- St. Raphael School \_\_\_\_\_
- Texas Tech University Health Sciences \_\_\_\_\_
- Tornillo ISD \_\_\_\_\_
- UTEP \_\_\_\_\_
- Ysleta ISD \_\_\_\_\_
- YWCA of El Paso \_\_\_\_\_

**ALL VENDORS WILL SERVE ALL  
CURRENT AND FUTURE  
REGION 19 PURCHASING COOP  
MEMBERS.**

## **SPECIAL CONDITIONS**

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

3. This bid will be fixed pricing for a minimum of 6 months with a review on increases after six months due to uncertainty in the market on fuel, oil pricing, and other commodities necessary for producing and selling to the end user. If a price increase is requested that cannot be substantiated and other vendors are able to maintain pricing for that same item, the awarded vendor will not be granted an increase and either the item (s) will be re-bid or the 2<sup>nd</sup> low vendor will be awarded for the duration of the contract period.
4. In those instances where a catalog discount is requested, the vendor will be expected to keep his discount firm as long as it is up to date with current catalog pricing.
5. Goods and services will be awarded in the best interest of the ESC and its Purchasing Cooperative membership with weight factors as follows; 60% pricing and documented independent testing results as to the cost savings and ability of the product or service to perform as it is intended, 30% documented independent test results provided and verified, and 10% reference checks regarding the product or service.
6. **Specification sheets, independent documented test results, MSDS (if applicable), and any other relevant information must be provided when proposals are submitted for award consideration.**
7. Goods and/or Services provided under this contract shall be considered for award based on their ability to have a positive impact on energy, environmental, and cost savings in the areas of maintenance, operations, and repairs in facilities, transportation, electrical, mechanical, and office work places where government and non-profit organizations can justify the expenditure to offset the costs of utilizing this contract versus traditional alternatives.

## **RESPONSE FORM**

1. **PROVIDE MAXIMUM 250 WORD SUMMARY IN SPACE BELOW TO SUMMARIZE THE PRODUCT OR SERVICE INCLUDING THE PATENTED OR COPYWRITED NAME YOUR COMPANY IS PROPOSING TO BE CONSIDERED FOR AWARD AS IT APPLIES TO GOVERNMENTAL AND NON-PROFIT ENTITIES (ANY PROPOSAL FOUND TO CONTAIN MIS-REPRESENTATIONS WILL BE DISQUALIFIED AND NOT CONSIDERED FOR AWARD).**

**A & A Professional Services Corporation dba CPI Cleaning Solutions-** Vendor offers a **cleaning and restoration service for acoustical and textured ceiling tiles**. Cost savings are up to 75% less than ceiling tile replacement. Tiles are not painted; tiles will maintain their sound absorbing properties and acoustical values. Fire resistance properties remain intact. The process increases luminosity of rooms where restoration is performed. Vendor also performs cleaning and restoration for dirty vents and water stains to ceilings. Vendor also offers restoration of canopies, signage, rock/quarry walls, billboards, and parking lots.

## **RESPONSE FORM**

~~D & H Pump Service dba D & H Petroleum & Environmental, Inc.- Vendor represents Genesis LED Solutions (GLS) which is a green technology based company focused on LED Technology. They offer easy to install modules for conversion of traditional fluorescent and HID (high intensity discharge) lighting. Vendor offers retrofit kits and full luminaries for recessed and surface mounted applications. All technologies are patented and environmentally safe, no mercury content, resulting in minimum waste disposal cost. All products are UL certified. D & H also submitted the AircoSavor (EPV Electronic GmbH) which is an economical process for upgrading existing refrigerated air conditioning systems that interface between the compressor and condenser (heat exchanger) to ensure the compressor is not running needlessly, hence reducing the unit's demand for electricity and possibly extending the compressor's life due to excessive wear.~~

**Southwest Chimney Sweeps, Inc.-** Vendor provides **variety of specialized cleaning services for commercial, institutional, industrial, and residential facilities.** Vendor is Certified Member of National Air Duct Cleaners Association (NADCA). All HVAC cleaning projects are supervised by a NADCA Certified "Air System Cleaning Specialist". All proper "source removal" techniques in compliance with NADCA ACR HVAV systems are utilized. In Texas, anyone cleaning HVAC systems to this standard are required to have a Refrigeration and Air Conditioning Contractors license. SWC specializes in removal of dirt and dust on evaporator coils and heat exchangers thereby extending heating and cooling equipment to operate more efficiently with extended life. Additionally, SWC cleans and repairs dryer vents, fireplaces, chimneys, flues, bathroom exhausts, fans, ductwork, gas furnaces, and water heaters.

**Technical Building Services-** Vendor specializes in **Energy Management Solutions.** The manufacturers represented by TBS emphasize energy cost reduction. The vendor can sell and provide turnkey installation services on all controllers, chillers, cooling towers, ice storage tanks, coils, frequency drives, and other energy management control products. Energy solutions include KMC controls, Evapco Cooling Towers, ABB Frequency drives, and Daikin Systems.

- 2. PROVIDE FULL NAME, ADDRESS, AND CONTACT INFORMATION IN SPACE BELOW ON TEST RESULTS AND INDEPENDENT TESTING PERFORMED TO SUBSTANTIATE ALL WRITTEN CLAIMS OF ENERGY, ENVIRONMENTAL, AND COST SAVINGS OVER CONVENTIONAL GOODS AND/OR SERVICES YOUR COMPANY CAN PROVIDE;**

**A & A Professional Services Corporation dba CPI Cleaning Solutions-**

**C.R.I. Inc. dba Ceiling Professional International  
Attn: Brad Matushak  
7456 Washington Avenue S.  
Eden Prairie, MN 55344  
800-366-1104/ 952-947-0007  
Fax: 952-947-0004**

Meets O.S.H.A. safety standards  
Meets E.P.A. safety standards  
Meets U.S.D.A. safety standards

## RESPONSE FORM

### D & H Pump Service dba D & H Petroleum & Environmental, Inc

Genesis lighting products tested by;

Intertek

3933 US Route 11

Cortland, New York 13045

Performance tests for the following fixtures; SLIT1463WSN, SLIT18561WSN, SLIT18841WSN, SLIT2228WSN, AND SLIT22421WSN

Laboratory conducting testing details in report has been qualified, verified, and recognized for LM-79 testing for ENERGY STAR for SSL by US DOE's CALIPER program. American National Standards or Illuminating Engineering Society of North American Test Guides were used in part or totally to test each specimen as follows; Approved method for Electrical and Photometric Measurement of Solid State Lighting Products, Specifications of the Chromaticity of Solid State Lighting Products.

Details of all reports on file at ESC Region 19 Purchasing Department and available upon request or by the vendor.

Aircosaver Technology test results by Green Business Solutions and Office of Research Services and Innovation at Durham College, Oshawa, ON. Other sources of electrical and equipment savings provided by Texas Commission on Environmental Quality (TCEQ), the EPA, (Environmental Protection Agency), CR Harmstead, SDGE and Adam Fitzpatrick, ENERGE Corporation. Details on tests available from ESC Region 19 Purchasing or the vendor.

### Southwest Chimney Sweeps, Inc.-

Vendor complies with Environmental Protection Agency guide to reduce risk of indoor air pollution. The publication , "Building Air Quality" provides guidelines for implementation. All recommended cleaning methods are utilized depending on specific applications. Vendor is a member of National Air Duct Cleaners Association (NADCA) which promotes Source Removal methods of HVAC system cleaning. NADCA is involved with US EPA, American Society of Heating, Refrigeration, and Air Condition Engineers (ASHRAE), Indoor Air Quality Association (IAQA), and other environmentally conscious public and private sector organizations for the continued authority in HVAC system cleaning. More specific details about this vendor's credentials.

### Technical Building Services-

KMC- US Green Building Council's LEED (Leadership in Energy and Environmental Design) Green Building Rating System  
LEED Certification  
Green Seal Certification

### **3. WILL VENDOR WORK WITH ESC REGION 19 PURCHASING COOPERATIVE MEMBERS INTERESTED IN THE GOODS AND/OR SERVICES TO DEMONSTRATE THE ENERGY, ENVIRONMENTAL, AND COST SAVINGS INCLUDING PRODUCT AND SERVICE DEMONSTRATIONS?**

YES – ALL VENDORS WILL AGREE TO ITEM 3 AS PER THE RESPONSES

**IF YES, PROVIDE DETAILS ON ANY DEMONSTRATIONS OR TESTING VENDOR WILL PROVIDE AT NO COST TO THE ESC REGION 19 PURCHASING COOPERATIVE MEMBER:**

### A & A Professional Services Corporation dba CPI Cleaning Solutions-

Vendor will to a physical small on site demonstration to show the product and service effectiveness and cost savings realized through a cost comparison over replacement and or other alternatives.

## RESPONSE FORM

### D & H Pump Service dba D & H Petroleum & Environmental, Inc-

~~Vendor will demonstrate products, working with the client to determine the best application of lighting to achieve the customer's intended outcome providing an estimated ROI (Return on Investment) calculation after determining the best lighting solution for a specific circumstance.~~

### Southwest Chimney Sweeps, Inc.-

Vendor will be available to show video's produced by NADCA discussing energy savings and proper air duct cleaning procedures, and additionally, has provided the following web sites for viewing or downloading as follows;

Energy Savings and your homes Heating and Cooling System

[www.nadca.com/videos/videoplay2.aspx](http://www.nadca.com/videos/videoplay2.aspx)

Guide to Proper Cleaning

[www.nadca.com/videos/videoplay4.aspx](http://www.nadca.com/videos/videoplay4.aspx)

Indoor Air Quality (IAQ) and your homes Heating and Cooling System

[www.nadca.com/videos/videoplay1.aspx](http://www.nadca.com/videos/videoplay1.aspx)

How your Heating and Cooling System got Dirty?

[www.nadca.com/videos/videoplay3.aspx](http://www.nadca.com/videos/videoplay3.aspx)

### Technical Building Services-

Technical Building Services will coordinate a site visit for whichever technology is on this contract where a good or services is presently operational. A site visit will enable the potential client to become educated on the savings involved with the project. Vendor will also prepare a proposal showing individual clients savings as well as payback analysis.

## REQUIRED QUESTIONS FOR AWARD CONSIDERATION

Number of Delivery Trucks in El Paso and surround area?

<b>A &amp; A Professional Services Corporation dba CPI Cleaning Solutions-</b>	<b>2</b>
<del>D &amp; H Pump Service dba D &amp; H Petroleum &amp; Environmental, Inc-</del>	<del>23</del>
<b>Southwest Chimney Sweeps, Inc.-</b>	<b>7</b>
<b>Technical Building Services-</b>	<b>9</b>

Number of Personnel living and working in El Paso area?

<b>A &amp; A Professional Services Corporation dba CPI Cleaning Solutions-</b>	<b>4</b>
<del>D &amp; H Pump Service dba D &amp; H Petroleum &amp; Environmental, Inc-</del>	<del>60</del>
<b>Southwest Chimney Sweeps, Inc.-</b>	<b>7</b>
<b>Technical Building Services-</b>	<b>11</b>

Number of Years in business in El Paso market?

<b>A &amp; A Professional Services Corporation dba CPI Cleaning Solutions-</b>	<b>2</b>
<del>D &amp; H Pump Service dba D &amp; H Petroleum &amp; Environmental, Inc-</del>	<del>47</del>
<b>Southwest Chimney Sweeps, Inc.-</b>	<b>32</b>
<b>Technical Building Services-</b>	<b>10</b>

Does vendor provide any discount terms such as 1 or 2% 10 days, net 30 days?

<b>A &amp; A Professional Services Corporation dba CPI Cleaning Solutions-</b>	<b>2% 10, net 30</b>
<del>D &amp; H Pump Service dba D &amp; H Petroleum &amp; Environmental, Inc-</del>	<del>net 30</del>
<b>Southwest Chimney Sweeps, Inc.-</b>	<b>1% 10, net 30</b>
<b>Technical Building Services-</b>	<b>1% 10, net 30</b>

## RESPONSE FORM

Does vendor have capability to provide pricing on its web site for access by ESC Region 19 Purchasing Cooperative members? If so, please provide details;

**A & A Professional Services Corporation dba CPI Cleaning Solutions-**  
~~D & H Pump Service dba D & H Petroleum & Environmental, Inc-~~  
**Southwest Chimney Sweeps, Inc.-**  
**Technical Building Services-**

**price list available on request**  
~~price list available on request~~  
**price list available on request**  
**price list available on request**

Provide listing and contact information for 3 governmental or commercial accounts vendor has done business with in the last 6 months?

All vendors received a possible 9 or better on a scale from 1 – 10 with 10 being the highest. Contact ESC Region 19 for specifics.

How long has your company represented the manufacturer submitted for award consideration in El Paso, Texas?

**A & A Professional Services Corporation dba CPI Cleaning Solutions-**  
~~D & H Pump Service dba D & H Petroleum & Environmental, Inc-~~  
**Southwest Chimney Sweeps, Inc.-**  
**Technical Building Services-**

**2 years**  
~~30 days to 1 year~~  
**not applicable**  
**3- 10 years depending**

#### 4. BASIC PRICING BY VENDOR/MANUFACTURER

**A & A Professional Services Corporation dba CPI Cleaning Solutions-**  
SEE ATTACHED PRICE LIST

~~D & H Pump Service dba D & H Petroleum & Environmental, Inc- AircoSaver Pricing~~

- ~~-\$695/ unit~~
- ~~-\$595/ unit if 50 or more units ordered~~
- ~~-S & H to be quoted at time of order~~
- ~~-installation in El Paso City limits is \$225 per unit~~
- ~~-travel cost of \$69 per hour per technician in whole hour increments~~
- ~~-overnight travel per diem at \$135 per technician per night if required~~

~~D & H Pump Service dba D & H Petroleum & Environmental, Inc- Genesis Lighting~~

- ~~-See manufacturer list price attached~~
- ~~-2% discount 10 days of invoice, net 0% for 30 days~~
- ~~-S & H to be provided at time of order~~
- ~~-Installation cost to be negotiated at time of order depending on circumstances related to new installs, retrofits, equipment requirements, time required for installs, etc.~~
- ~~-mileage at \$ .85 cents per mile traveled outside El Paso city limits~~
- ~~-Electrician bill rates at \$75 per hour and \$69 per hour for technicians in one hour increments only~~
- ~~-overnight travel per diem at \$135 per worker per night if required~~

## RESPONSE FORM

**Southwest Chimney Sweeps, Inc.**-Vendor provides vast array of required equipment for safety, efficiency, and compliance with quality standards (all equipment provided turnkey)

2 man crew and air duct cleaning equipment	\$140 per hour
3 man crew and air duct cleaning equipment	\$180 per hour
4 man crew and air duct cleaning equipment	\$220 per hour
1 man crew w/ equipment for all other duct, chimney, vent, water heater, flue	\$80 per hour
2 man crew w/ equipment for all other duct, chimney, vent, water heater, flue	\$120 per hour

### **Technical Building Services-**

Hourly rate per technician \$55 per hour

#### Equipment Rate Schedule

Evapco Cooling Towers-	14% discount from current manufacturer price list
Armstrong Pumps-	25% discount from current manufacture price list
Yaskawa Frequency Drives-	10% discount from current manufacture price list
Daikin	15% discount from current manufacture price list
KMC Controls-	69% discount from current manufacture price list

**Note for Technical Building Services-** all discounts include standard shipping and handling fees; if customer requires quick ship, price will be provided at time of purchase order placement and included on PO. Additionally, price lists are available for review at ESC Region 19 or TBS will provide price list from manufacturer to potential ESC Region 19 Purchasing Cooperative members.

Approved by: \_\_\_\_\_  
(James R. Vasquez or Designee)

Approved by: \_\_\_\_\_  
(James R. Vasquez or Designee)  
(James R. Vasquez or Designee)

Date: \_\_\_\_\_  
(June 7, 2011)

Date: \_\_\_\_\_  
(April 4, 2012)  
(March 20, 2013)