

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Welding Equipment, Supplies, Gases, and Related- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 09-6416
RFP OPENING DATE: July 16, 2009
CONTRACT TERM: Date of award until August 31, 2010 with the option to extend in 12-month increments not to exceed 36 months in the aggregate
(Extended until August 31, 2011 on July 28, 2010 by ESC Region 19)
(Extended until August 31, 2012 on July 26, 2011 by ESC Region 19)

FUNDING SOURCE: ESC Region 19 Purchasing Cooperative members
RFP's ISSUED: 6
RESPONSES: 3
ADVERTISEMENT DATES: June 21st & 28th, 2009
BOARD MEETING DATE: October 8, 2009

RECOMMENDED FOR AWARD: ~~Airgas Southwest, Inc~~ **as of 08/09/10**
Argyle Welding Supply, Inc
Welders Supply Co. LLC

TOTAL (ESTIMATED) \$100,000.00

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Cooperative members to purchase the stated goods and services when required during the contract period. In all instances, administration is recommending low bid for a particular manufacturer, supplier, rental, or service specified on this contract. Pricing can be found on each vendor's web site, but please confirm the web site pricing with the designated contact person for each awarded vendor prior to processing an order.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
Purchasing Manager

EVALUATION COMMITTEE: Martin Camacho
ESC Region 19

Royce Cleveland
ESC Region 19

Nancy Alvarado
ESC Region 19

ORDER INFORMATION:

~~Airgas Southwest, Inc.~~ **as of 08/09/10**
Attn: Armando Carrillo—
1235 Tower Trail Ln.
El Paso, TX 79907
915-859-8000 / 915-594-2053
Fax: 915-858-8432
armandocarrillo@airgas.com
www.airgas.com

Argyle Welding Supply, Inc.
Attn: Debra Lauhoff
10855 Pellicano Dr.
El Paso, TX 79935
915-598-7427
Fax: 915-598-5668
www.argylesupply.com
purchasing@argylesupply.com

Welders Supply Co. LLC
Attn: Hilario Guerra
10950 Pellicano Dr. Suite E.
El Paso, TX 79935
915-590-7111
Fax: 915-590-7888
weldersupplyco@sbcglobal.net

REFERENCE CHECKS:

~~Airgas Southwest, Inc. – Received a rating score of 9 out of a possible 10.~~

Argyle Welding Supply, Inc. – Received a rating score of 10 out of a possible 10.

Welders Supply Co. LLC - Received a rating score of 10 out of a possible 10.

This document can be downloaded from Region 19's web site under Purchasing Current Contract opportunities found under Vendor and Community

SPECIAL CONDITIONS

1. ESC Region 19 and its Purchasing Cooperative members reserve the option to award by lots, individually, and or all or none on this contract which ever is determined to be in the best interest of the ESC Purchasing Cooperative Members.
2. This catalog contract will be tied to discounts from the Manufacturers Suggested Retail Pricing for certain lots; in those instances, the discount to be applied will be from the current MSRP or Trade Services Price list in effect at the time of purchase.
3. While all proposals must have a MSRP price list submitted for award consideration and evaluation purposes, the ESC encourages vendors to provide web sites from the manufacturers so that pricing and product information can be readily obtained on line when orders are placed. It is understood that discounts provided will be taken from any on line catalogs available from the manufacturer in those instances.
4. Potential vendors are encouraged to submit more than one manufacturer if they can be competitive.
5. All discounts provided must include shipping and handling except in those instances where the client is wanting expedited service for delivery. By definition expedited services would be any requested deliveries on non-stocked items in 3 days or less.
6. ARO (After Receipt of Order) denotes delivery time after proper receipt of a PO for purposes of responding to this RFP.
7. **No manufacturer proposals will be considered if they are not accompanied by a MSRP price list or Trade Services price list at the time proposals are received.**
8. **If vendors do not wish to respond to specific manufacturer pricing, please see the last item on the response form.**

REQUIRED QUESTIONS

Local location for pickup by customers?

~~Airgas- 1235 Tower Trail Lane, El Paso, TX 79907~~
Argyle Welding- 10855 Pellicano, El Paso, TX 79935
Welders Supply- 10950 Pellicano Drive, Suite E, El Paso, TX 79935

Number of employees working in El Paso?

~~Airgas- 30~~
Argyle Welding- 8
Welders Supply- 5

REQUIRED QUESTIONS

Number of Delivery Trucks?

~~Airgas- 9~~
Argyle Welding- 2
Welders Supply- 2

Average In stock dollar amount of Inventory on hand locally?

~~Airgas- \$1,000,000~~
Argyle Welding- \$100,000
Welders Supply- \$100,000

REQUIRED QUESTIONS – (Continued)

Contact person to be assigned to this contract, if awarded including cell phone?

~~Airgas- Pete Bailey- 915-783-7404~~
Argyle Welding- Debbie Lauhoff- 915-355-3154
Welders Supply- Hilario Guerra- 915-590-7111/ mobile- 575-312-9466

Years in this business?

~~Airgas- 32~~
Argyle Welding- 15
Welders Supply- 23

Proposal Response Form

Lot 1- Welding Equipment and Accessories

State Discount form Manufacturers Suggested Retail Pricing

1st low- Welders Supply

Manufacturer- <u>Lincoln Electric</u>	Discount <u>23%</u>	ARO <u>10 days</u>
Manufacturer- <u>Miller Electric</u>	Discount <u>23%</u>	ARO <u>10 days</u>
Manufacturer- <u>ESAB</u>	Discount <u>20%</u>	ARO <u>10 days</u>

Provide details on any volume discounts when a customer needs to purchase a large single order?

5% discount or contact vendor for academic educational allowances

2nd low- Argyle Welding

Manufacturer - <u>Thermo dyne</u>	Discount <u>15%</u>	ARO <u>7 days</u>
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Provide details on any volume discounts when a customer needs to purchase a large single order?

Contact vendor directly for additional discounts for educational purposes

3rd low- Airgas

Manufacturer- <u>Radnor</u>	Discount <u>8%</u>	ARO <u>10 days</u>
Manufacturer- <u>Victor</u>	Discount <u>8%</u>	ARO <u>10 days</u>

Provide details on any volume discounts when a customer needs to purchase a large single order?

NO RESPONSE

Lot 2- Filler Materials (Welding electrodes and Rods)

State Discount form Manufacturers Suggested Retail Pricing

1st low- Welders Supply

Manufacturer <u>Lincoln Electric</u>	Discount 25%	ARO 10 days
Manufacturer <u>Washington Alloys</u>	Discount 30%	ARO 10 days
Manufacturer <u>Harris</u>	Discount 25%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

5% discount or contact vendor for academic educational allowances

Proposal Response Form

2nd low- Argyle Welding

Manufacturer <u>Hobart</u>	Discount 21%	ARO 1-7 days
Manufacturer <u>Inweld</u>	Discount 21%	ARO 1-7 days
Manufacturer <u>Esab</u>	Discount 21%	ARO 1-7 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

Lot 3- Safety Equipment (helmets, shields, glasses, gloves, back supports, vests, respirators, etc.)

State Discount form Manufacturers Suggested Retail Pricing

1st low- Welders Supply

Manufacturer <u>Jackson Products</u>	Discount 30%	ARO 10 days
Manufacturer <u>R3 Safety</u>	Discount 28%	ARO 10 days
Manufacturer <u>ORS Nasco</u>	Discount 35%	ARO 10 days
Manufacturer <u>OKI Bearing</u>	Discount 35%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

10% additional on academic and large orders

2nd low- Argyle Welding

Manufacturer <u>Tillman</u>	Discount 20%	ARO 1-7 days
Manufacturer <u>Sellstrom</u>	Discount 25%	ARO 1-7 days
Manufacturer <u>3M</u>	Discount 10%	ARO 1-7 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

~~3rd low- Airgas Southwest~~

Manufacturer <u>Radnor</u>	Discount 10%	ARO 10 days
Manufacturer <u>Uvex</u>	Discount 10%	ARO 10 days
Manufacturer <u>Ansell</u>	Discount 10%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

No Response

Lot 4- Welding Tools (Grinders, Chop Saws, Die Grinders, & Related Tools)

1st low- Welders Supply

Manufacturer <u>Dewalt</u>	Discount 20%	ARO 10 days
Manufacturer <u>Bosch</u>	Discount 20%	ARO 10 days
Manufacturer <u>Makita</u>	Discount 20%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

2% additional for academic and volume orders

2nd low- Argyle Welding

Manufacturer <u>Dewalt</u>	Discount 21%	ARO 1-7 days
Manufacturer <u>Metabo</u>	Discount 21%	ARO 1-7 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

Proposal Response Form

~~3rd low- Airgas Southwest~~

Manufacturer <u>Radnor</u>	Discount 10%	ARO 10 days
Manufacturer <u>Norton</u>	Discount 10%	ARO 10 days
Manufacturer <u>Stit</u>	Discount 10%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

No Response

Lot 5- Cutting Torches (Torch sets, accessories, cutting tips, welding tips, hoses, gauges, and related)

1st low- Welders Supply

Manufacturer <u>Victor</u>	Discount 30%	ARO 10 days
Manufacturer <u>Harris</u>	Discount 30%	ARO 10 days
Manufacturer <u>Flametech</u>	Discount 30%	ARO 10 days

Provide details on any volume discounts when a customer needs to purchase a large single order?

10% additional on academic and large orders

2nd low- Argyle Welding

Manufacturer <u>Weldmark</u>	Discount 26%	ARO 1-7 days
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Provide details on any volume discounts when a customer needs to purchase a large single order?

~~3rd low- Airgas Southwest~~

Manufacturer <u>Weldmark</u>	Discount 26%	ARO 1-7 days
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Lot 6- Gases (Cutting and Welding Gases)

~~1st low- Airgas Southwest Inc. - (low bid on 19 of 20 items)~~

Re awarded 2nd low - Welder's Supply Co., LLC (2nd low bid on 13 of 20 items) as of September 2010

Oxygen

Size 200 CF	\$ 8.00/ \$ 11.00 / cylinder per month
Size 125 CF	\$ 6.00/ \$ 10.60 / cylinder per month
Size 80 CF	\$ 4.00/ \$ 8.36 / cylinder per month
Size 40 CF	\$ 3.75/ \$ 7.50 / cylinder per month
Size 20 CF	\$ 3.54/ \$ 7.00 / cylinder per month

Acetylene

Size 5	\$ 69.00/ \$ 118.25 / cylinder per month
Size 4	\$ 40.06/ \$ 37.90 / cylinder per month
Size 3	\$ 19.00/ \$ 27.38 / cylinder per month
Size 75	\$ 19.00/ \$ 27.38 / cylinder per month
Size B (customer owned)	\$ 11.00/ \$ 17.14 / cylinder per month
Size MC (customer owned)	\$ 8.00/ \$ 11.83 / cylinder per month

Carbon Dioxide

Size 50	\$ 10.00/ \$ 16.00 / cylinder per month
Size 20	\$ 6.25/ \$ 10.50 / cylinder per month

Proposal Response Form

Argon/ CO2 (75/25 mix)

Size T \$ ~~28.00~~ / \$ **45.00** / cylinder per month
Size K \$ ~~24.00~~ / \$ **40.00** / cylinder per month

Helium

Size T \$ ~~88.68~~ / \$ **130.00** / cylinder per month
Size K \$ ~~69.40~~ / \$ **92.00** / cylinder per month
Size 125 \$ ~~38.65~~ / \$ **74.00** / cylinder per month

Flat Rate Per Month for Cylinder Rentals (All sizes)

(Vendor Note: Power Surcharge varies per product and amount) \$ ~~3.50~~ / \$ **7.50** / month

Hazardous Material Fee Per Invoice \$ ~~0~~ / \$ **3.50**

Delivery Charge Per Invoice (Gases only) \$ ~~13.95~~ / \$ **12.50**

Note- DOT compliance required with all deliveries on an open area vehicle.

Lot 7- Catalog Discount (Any vendor with a full line catalog wishing to provide a discount from the current catalog must provide a full line catalog with pricing and provide the discount terms which will include all shipping and handling.

~~1st low- Airgas Southwest- (contact vendor for your catalog or to be set up for on-line ordering)~~

~~Name of Catalog Radnor Product Catalog Discount from Price in Catalog 8%~~

Approved by: _____

Date: _____

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

(September 17, 2009)
(July 28, 2010)
(July 28, 2010)
(July 26, 2011)