

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Athletic Equipment, Supplies, Uniforms and Related –  
ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 18-7303

**RFP OPENING DATE:** June 12, 2018

**CONTRACT TERM:** Date of award until July 31, 2019 with the option to extend in one year increments annually for an additional three (3) years if agreed to by ASC and Vendor.

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 175

**RESPONSES:** 29

**ADVERTISEMENT DATES:** El Paso Times: May 7, 2018 & May 14, 2018  
Washington Post: May 7, 2018 & May 14, 2018

**BOARD MEETING DATE:** August 16, 2018

**RECOMMENDED FOR AWARD**

**Advertising Specialties of El Paso**  
**Aluminum Athletic Equipment Co**  
**Athletic Supply, Inc.**  
**Blue Star Custom Uniforms**  
**Corporate Connection (HUB)**  
**David's Apparel, Inc. (HUB)**  
**Fresh Press, LLC**  
**In Press**  
**Julies Promotional Products**  
**Knockout Sportswear.com, LLC dba Knockout Sportswear**  
**La Estrella**  
**Marty Gilman, Inc. dba Gilman Gear**  
**Morse Enterprises**  
**Nasco Education, LLC dba Nasco**  
**Palos Promotions, Inc.**  
**Pepwear, LLC**  
**Pyramid Paper Company dba Pyramid School Products**  
**Richey & Sons, Inc. dba Richey Athletics**  
**Riddell All American Sports Corp dba Riddell**  
**S&S Worldwide**  
**School Health Corporation**  
**School Specialty, Inc.**  
**Tennis Express, LP**  
**The Lifeguard Store, Inc dba Swim Shops of the Southwest**  
**Universal Athletic Service, Inc.**  
**Xenith, LLC**

**TOTAL (estimated)** **\$5,000,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative to establish a contract with vendor(s) for all athletic equipment, supplies, uniforms and related products for those procurements that must comply with the new Federal EDGAR requirements when federal funds are being utilized. The evaluation committee utilized a point system with weight factors of 40% pricing, 30% selection and quality and 30% references. Advanced Communication Systems, G&G Investments dba Gandy Ink and Positive Promotions, Inc. were not awarded as they did not meet reference response requirements. All awarded vendors' pricing can be accessed through their price links.

**SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:**

Royce Cleveland - ESC Region 19

Rebecca Hernandez – ESC Region 19

Debra Oropeza - ESC Region 19

**Special Conditions**

1. Price information must be uploaded into the electronic bidding. If pricing is available on a website, vendor must upload information regarding where to locate pricing. Failure to provide pricing information may result in disqualification.
2. Uniforms should be delivered within 30 days of receipt of purchase order. All other items should be delivered within 14 business days or less after receipt of purchase order.
3. Vendors providing uniforms must be able to make on site visits for consultation and fitting.
4. Vendors should be able to provide samples, custom design logos, specific colors, etc if requested.
5. Vendors are allowed multiple catalogs for consideration however no more than 4 vendors will be awarded the same catalog/manufacturer.
6. All shipping and handling should be included.
7. The system does not allow a discount range. Vendors should provide the lowest discount amount offered. 0% is an acceptable discount. There are 5 lines to provide catalog discounts. If additional catalog lines are needed, please upload a sheet under response attachments with the catalog name and discount as well as the actual catalog with pricing.
8. Categories can include but are not limited to: Football, Basketball, Baseball, Softball, Soccer, Cross Country, Tennis, Cheerleading, Swimming, Track, Wrestling, Volleyball, Gymnastics, Golf, Exercise Equipment, Weight Room Equipment, Athletic Medical and Health Equipment & Supplies, and Athletic Trainers.

**Contact Information:**

**Advertising Specialties of El Paso**

Jose Luis Nava  
11508 Clearlake Way  
El Paso , Texas 79936  
P: (915) 479-1421  
[joselnavapages@aol.com](mailto:joselnavapages@aol.com)

**States Covered:** All States

**Discount:** 5%

**[Price Link](#)**

**Aluminum Athletic Equipment Co**

Dan McCann  
1000 Enterprise Drive  
Royersford, Pennsylvania 19468  
P: (800) 523-5471  
[danm@aaesports.com](mailto:danm@aaesports.com)  
[HTTP://www.aaesports.com](http://www.aaesports.com)

**States Covered:** All States

**Discount from:** 12%

**[Price Link](#)**

**Athletic Supply, Inc.**

Brad James  
1107 N Grant Ave  
Odessa, Texas 79761  
P: (432) 332-1568  
[athleticsupply@sbcglobal.net](mailto:athleticsupply@sbcglobal.net)  
[HTTP://athleticsupplytx.com](http://athleticsupplytx.com)

**States Covered:** Texas

**Discount:** 0% - 35%

**[Price Link](#)**

**Blue Star Custom Uniforms**

Sergio Marrufo  
4302 Alameda S  
El Paso, Texas 79905  
P: (915) 274-5690  
[bluestarcustomuniforms1@live.com](mailto:bluestarcustomuniforms1@live.com)

**States Covered:** Texas

**Discount:** 25%

**[Price Link](#)**

## Corporate Connection (HUB)

Lisa Herrera  
2130 E Mills Ave  
El Paso, Texas 79901  
P: (915) 921-7200  
[lisa@corpconn.net](mailto:lisa@corpconn.net)  
[www.corpconn.net](http://www.corpconn.net)

**States Covered:** All States

**Discount:** 15%

[Price Link](#)

## David's Apparel, Inc. (HUB)

Octavio Posada  
9901 Carnegie Ave.  
El Paso, Texas 79925  
P: (915) 590-3744  
[davidsapparel@yahoo.com](mailto:davidsapparel@yahoo.com)  
[HTTP://www.davidsapparel.com](http://www.davidsapparel.com)

**States Covered:** All States

**Discount:** 25%

[Price Link](#)

## Fresh Press, LLC

Marcus Duchene  
12135 Esther Lama, Suite 1100  
El Paso, Texas 79936  
P: (915) 472-1264  
[info@epfreshpress.com](mailto:info@epfreshpress.com)  
[HTTP://www.epfreshpress.com](http://www.epfreshpress.com)

**States Covered:** All States except Alaska and Hawaii

**Discount:** 10%

[Price Link](#)

## In Press

Teodulo Soto  
14021 Blooming Desert  
Horizon City, Texas 79928  
P: (915) 257-0077  
[teodulo@inpressprintshop.com](mailto:teodulo@inpressprintshop.com)  
[HTTP://www.inpressprintshop.com](http://www.inpressprintshop.com)

**States Covered:** Texas (El Paso County)

**Discount:** 15%

[Price Link](#) ~~\*updated 8/17/18~~ ~~\*updated 10/16/18~~ \*updated 10/17/18

## **Julies Promotional Products**

Julia Aldaz  
1212 Serenata Road  
San Elizario, Texas 79849  
P: (915) 479-1963  
[ortiz-julia@sbcglobal.net](mailto:ortiz-julia@sbcglobal.net)

**States Covered:** Texas

**Discount:** 2% - 5%

[Price Link](#)

## **Knockout Sportswear.com, LLC dba Knockout Sportswear**

Chariese Hollingshead  
PO Box 1916  
Rockwall, Texas 75087  
P: (972) 961-0066  
[admin@knockoutsportswear.com](mailto:admin@knockoutsportswear.com)  
[HTTP://knockoutsportswear.com](http://knockoutsportswear.com)

**States Covered:** All States

**Discount from MSRP:** 10%

[Price Link](#)

## **La Estrella**

Pamela Rodriguez  
413 S Mesa Street  
El Paso, Texas 79901  
P: (915) 532-0792  
[sales@laestrellauniforms.com](mailto:sales@laestrellauniforms.com)  
[HTTP://laestrellauniforms.com](http://laestrellauniforms.com)

**States Covered:** Texas and New Mexico

**Discount:** 10% - 15%

[Price Link](#)

## **Marty Gilman, Inc. dba Gilman Gear**

Nadine Parker  
PO Box 97  
Gilman, Connecticut 06334  
P: 860.889.7334 x1965  
[nparker@gilmangear.com](mailto:nparker@gilmangear.com)  
<http://www.gilmangear.com>

**States Covered:** All States

**Discount:** 5%

[Price Link](#)

## **Morse Enterprises**

Luanne Morse  
112 S Stanton Street  
El Paso, Texas 79901  
P: (915) 533-2746  
[luanne.morse@gmail.com](mailto:luanne.morse@gmail.com)  
[HTTP://MorseSports.Com](http://MorseSports.Com)

**States Covered:** Texas and New Mexico      **Discount:** 35% - 40%

[Price Link](#)

## **Nasco Education, LLC dba Nasco**

Justin Jeffrey  
901 Janesville Ave  
Fort Atkinson, Wisconsin 53538  
P: (800) 558-9595  
[quotes@enasco.com](mailto:quotes@enasco.com)  
[HTTP://www.enasco.com](http://www.enasco.com)

**States Covered:** All States      **Discount :** 10%

[Price Link](#)

## **Palos Sports, LLC**

Amy Gallagher  
11711 S Austin Ave  
Alsip, Illinois 60803  
P: (800) 233-5484  
[agallagher@palossports.com](mailto:agallagher@palossports.com)  
[HTTP://www.palossports.com](http://www.palossports.com)

**States Covered:** All States      **Discount:** 10%

[Price Link](#)

## **Pepwear, LLC**

Susie Branam  
1540 High Meadows Way  
Cedar Hill, Texas 75104  
P: (800) 587-4287  
[SusieB@Pepwear.com](mailto:SusieB@Pepwear.com)  
[HTTP://Pepwear.com](http://Pepwear.com)

**States Covered:** All States      **Discount:** 2%

[Price Link](#)

## **Pyramid Paper Company dba Pyramid School Products**

Kenny Miller  
6510 N 54<sup>th</sup> Street  
Tampa, Florida 33610  
P: (800) 792-2644 x225  
[BIDDEPT@PYRAMIDSP.COM](mailto:BIDDEPT@PYRAMIDSP.COM)  
[HTTP://WWW.PYRAMIDSP.COM](http://WWW.PYRAMIDSP.COM)

**States Covered:** All States except Alaska and Hawaii      **Discount:** 2%

[Price Link](#)

## **Richey & Sons, Inc. dba Richey Athletics**

Stephen Griffy  
PO Box 166  
Michigantown, Indiana 46057  
P: (765) 249-2426  
[Stephen@RicheyAthletics.com](mailto:Stephen@RicheyAthletics.com)  
[HTTP://www.richeyathletics.com](http://www.richeyathletics.com)

**States Covered:** All States      **Discount:** 15%

[Price Link](#)

## **Riddell All American Sports Corp dba Riddell**

Robin Campbell Hotchkiss  
6846 Alamo Downs Pkwy  
San Antonio, Texas 78238  
P: (800) 275-9844 x3408  
[dcampbell@riddellsales.com](mailto:dcampbell@riddellsales.com)  
[HTTP://www.riddell.com](http://www.riddell.com)

**States Covered:** All States      **Discount:** 1%

[Price Link](#)

## **S&S Worldwide**

Jenna Schall  
75 Mill Street  
Colchester, Connecticut 06415  
P: (800) 243-9232  
[bids@sww.com](mailto:bids@sww.com)  
[HTTP://www.sww.com](http://www.sww.com)

**States Covered:** All States except Alaska and Hawaii      **Discount:** 20%

[Price Link](#)

**School Health Corporation**

Andrew Wlezen  
865 Muirfield Drive  
Hanover Park, Illinois 60133  
P: (866) 323-5465  
[bids@schoolhealth.com](mailto:bids@schoolhealth.com)  
[HTTP://www.schoolhealth.com](http://www.schoolhealth.com)

**States Covered:** All States

**Discount:** 13%

[Price Link](#)

**School Specialty, Inc.**

Patrick Fisk  
W6316 Design Drive  
Greenville, Wisconsin 54942  
P: (281) 236-4092  
[patrick.fisk@schoolspecialty.com](mailto:patrick.fisk@schoolspecialty.com)  
[HTTP://www.schoolspecialty.com](http://www.schoolspecialty.com)

**States Covered:** Texas

**Discount:** 31%

[Price Link](#)

**Tennis Express, LP**

Jordan Stith  
10770 Westheimer Road  
Houston, Texas 77042  
P: (713) 435-4807  
[jordans@tennisexpress.com](mailto:jordans@tennisexpress.com)  
[HTTP://www.TennisExpress.com](http://www.TennisExpress.com)

**States Covered:** All States

**Discount:** 30%

[Price Link](#)

**The LifeguardStore, Inc. dba Swim Shops of the Southwest**

Cindy Andrews  
5010 Louetta Road  
Spring, Texas 77379  
P: (281) 376-4460  
[sales@swimshops.com](mailto:sales@swimshops.com)  
[HTTP://www.swimshops.com](http://www.swimshops.com)

**States Covered:** All States

**Discount:** 0% - 30%

[Price Link](#)



**Universal Athletic Service, Inc.**

Barry Uhling  
912 N 7<sup>th</sup> Ave  
Bozeman, Montana 59715  
P: (623) 692-6073  
[buhling@universalathletic.com](mailto:buhling@universalathletic.com)  
[HTTP://www.universalathletic.com](http://www.universalathletic.com)

**States Covered:** All States

**Discount:** 20% - 40%

[Price Link](#)

**Xenith, LLC**

Cedar Rihani or George Griffin  
1202 Wood Ward Ave, 5<sup>th</sup> Floor  
Detroit, Michigan 48226  
P: (866) 888-2322  
[CRihani@xenith.com](mailto:CRihani@xenith.com) [GGriffin@xenith.com](mailto:GGriffin@xenith.com)  
[HTTP://www.xenith.com](http://www.xenith.com)

**States Covered:** All States

**Discount:** 20% - 40%

[Price Link](#)

**Approved by:** \_\_\_\_\_  
Armando Aguirre – Executive Director

**Date:** \_\_\_\_\_  
7/18/18