

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Industrial Pumps, Motors, Filters, Flow Meters and Related Sales, Service, and Repairs- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 10-6492
RFP OPENING DATE January 8, 2010
CONTRACT TERM: Date of award until December 31, 2010 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by ESC Region 19 on December 9, 2010 until December 31, 2011)
(Extended by ESC Region until December 31, 2012)
(Extended by ESC Region 19 on December 4, 2012 until December 31, 2013)

FUNDING SOURCE: Various
RFP's ISSUED: 10
RESPONSES: 4
ADVERTISEMENT DATES: December 8th & 15th, 2009
BOARD MEETING DATE: March 11, 2010

RECOMMENDED FOR AWARD: **American Refrigeration Supplies, Inc.**
Phoenix Pumps, Inc.
V.M.P. Industrial Sales, Inc.
WISCO Supply, Inc.
TOTAL (ESTIMATED) **\$750,000.00/ year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and Region 19 to purchase industrial pumps, motors, filters, flow meters, and related sales, services, and repairs when required for MRO (Maintenance, Repair, and Operations).

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Nancy Alvarado
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

American Refrigeration Supplies, Inc.

Attn: Raul Aragon / John Macias
3524 Gateway Blvd. East
El Paso, TX 79905
915-533-1677
Fax: 915-532-3117
www.grs-net.com

ORDER INFORMATION: (CONT)

Phoenix Pumps, Inc.

Attn: Mike Beltran
26 Butterfield Trail
El Paso, TX 79906
915-757-1300
Fax: 915-757-1322
www.phoenixpumps.com / mike@phoenixpumps.com

V.M.P. Industrial Sales, Inc.

Attn: Jaime G. Perez
~~11601 Pellicano Dr. Ste. D-8~~
2364 Juliette Low Dr.
El Paso, TX 79936
915-590-5554
Cell: 915-525-1785
Fax: 915-590-5559
www.vmpindustrial.com / jaime@vmpindustrial.com

WISCO Supply, Inc.

Attn: Jesus Esparza and Denise Escajeda
P.O. Box 214
El Paso, TX 79942
915-544-8294 / 1-800-947-2689
Fax: 915-533-1804
www.wiscosupply.com / wiscoelp@wiscosupply.com

PROPOSAL RESPONSE SHEET

This contract will be available to all members of the ESC Region 19 Purchasing Cooperative; the vendor will agree to facilitate and work with existing agencies as well as any additional members that join during the contract period, unless otherwise stated at the time submittals are received.

**PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;
(Vendors indicated they will service all existing Region 19 Purchasing Cooperative Members)**

- ANTHONY ISD
- ~~ALVIN ISD~~
- ~~ARLINGTON ISD~~
- ~~BLANCO ISD~~
- BURNHAM WOOD CHARTER SCHOOLS
- CANDLELIGHTERS OF EL PASO
- CANUTILLO ISD
- ~~CARROLLTON-FARMERS BRANCH ISD~~
- CITY OF EL PASO
- CITY OF HORIZON
- CITY OF SOCORRO
- CLINT ISD
- EL PASO ACADEMY EAST
- EL PASO CATHOLIC DIOCESE
- EL PASO COMMUNITY COLLEGE
- EL PASO ISD
- EL PASO MHMR
- EL PASO SCHOOL FOR EXCELLENCE
- FABENS ISD
- HOUSING AUTHORITY OF EL PASO, TEXAS
- ~~PLANO ISD~~
- REGION 19 MAIN BUILDING
- REGION 19 HEAD START
- SAN ELIZARIO ISD
- SAINT MARK'S SCHOOL
- SOCORRO ISD
- TEXAS TECH UNIVERSITY HEALTH SCIENCES CENTER
- TORNILLO ISD
- UTEP
- YSLETA ISD
- YWCA OF EL PASO

SPECIAL CONDITIONS

1. Award basis for this contract will be 60% pricing, 25% selection and ability to expedite goods and services, and 15% references for past performance with a list of industrial commercial accounts in the El Paso and surrounding area.
2. **Goods and services on this contract will include but not be limited to centrifugal pumps, positive displacement pumps, dewatering , sump & sewage pumps, chemical & metering pumps, flow meters, filtration equipment, motors, controls, HVAC related parts and equipment, mechanical seals, and turnkey pump system solutions.**
3. **Vendors should have ability to deliver to designated locations but local storefronts for JIT pickups will be a factor for award consideration.**
4. **Proof of General liability, auto liability, and workers compensation will be required with submittals.**
5. Pricing on this contract will be tied directly to the manufacturers published price list for the Southwestern United States. It is understood that pricing may change due to economic conditions and the CPI.
6. Access to the price list directly from ESC Region 19 users is preferred, however, the most current pricing must be provided to the ESC Region 19 Coop along with its members during the contract term.
7. Proposals received without a direct internet link to the manufacturer's price list or a hard copy and/or electronic media will not be considered for award.

Price Lists Provided?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>Yes</u>
PHOENIX PUMPS, INC	<u>Yes</u>
V.M.P INDUSTRIAL SALES, INC.	<u>Yes</u>
WISCO SUPPLY, INC.	<u>Yes</u>

Web site price list provided?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>Yes</u>
PHOENIX PUMPS, INC	<u>Yes</u>
V.M.P INDUSTRIAL SALES, INC.	<u>No</u>
WISCO SUPPLY, INC.	<u>No</u>

8. Does vendor have a local repair facility for goods and services on this contract?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>No</u>
PHOENIX PUMPS, INC	<u>Yes</u>
V.M.P INDUSTRIAL SALES, INC.	<u>Yes</u>
WISCO SUPPLY, INC.	<u>Yes</u>

9. Number of employees dedicated to repairs and troubleshooting?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>0</u>
PHOENIX PUMPS, INC	<u>7</u>
V.M.P INDUSTRIAL SALES, INC.	<u>2</u>
WISCO SUPPLY, INC.	<u>4</u>

10. Total number of employees living and working in El Paso County?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>10</u>
PHOENIX PUMPS, INC	<u>12</u>
V.M.P INDUSTRIAL SALES, INC.	<u>3</u>
WISCO SUPPLY, INC.	<u>25</u>

11. Total number of work vehicles?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>1</u>
PHOENIX PUMPS, INC	<u>7</u>
V.M.P INDUSTRIAL SALES, INC.	<u>2</u>
WISCO SUPPLY, INC.	<u>3</u>

12. Total wholesale inventory in stock locally for JIT business

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>N/A</u>
PHOENIX PUMPS, INC	<u>\$200,000.00</u>
V.M.P INDUSTRIAL SALES, INC.	<u>\$2,000.00</u>
WISCO SUPPLY, INC.	<u>\$500,000.00</u>

13. Percent of materials for this contract that are American made

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>50%</u>
PHOENIX PUMPS, INC	<u>98%</u>
V.M.P INDUSTRIAL SALES, INC.	<u>85%</u>
WISCO SUPPLY, INC.	<u>98%</u>

14. Primary contact including cell phone number to be responsible for this account?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>N/R</u>
PHOENIX PUMPS, INC	<u>MIKE BELTRAN 915-727-3666</u>
V.M.P INDUSTRIAL SALES, INC.	<u>JAIME G. PEREZ 915-525-1785</u>
WISCO SUPPLY, INC.	<u>ABRAHAM RAMOS 915-544-8294</u>

REQUIRED REFERENCE CHECKS: COMPLETE ALL 3 ROWS

BUSINESS NAME	CONTACT PERSON	PHONE NUMBER	REFERENCE BACKGROUND INFORMATION	OVERALL RATING
AMERICAN REFRIGERATION SUPPLIES, INC.	RAUL ARAGON	915-533-1677	ON FILE	9.6
PHOENIX PUMPS, INC.	MIKE BELTRAN	915-757-1300	ON FILE	10
V.M.P INDUSTRIAL SALES, INC.	JAIME PEREZ	915-590-5544	ON FILE	10
WISCO SUPPLY, INC.	ABRAHAM RIOS / RAY MERAZ	915-544-8294 / 1-800-947-2689	ON FILE	10

BID RESPONSE FORM

LOT 1- CENTRIGAL PUMPS TO INCLUDE (HORIZONTAL END SUCTION, VERTICAL MULTI-STAGE, SELF PRIMING, IN LINE, SPLIT CASE, CLOSE AND LONG COUPLED)

1ST PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
GOULDS G & L	30%	CD	STOCK-14 DAY	YES
ARMSTRONG	30%	WEBSITE	STOCK-21 DAY	YES
BELL & GOSSETT	15%	WEBSITE	STOCK-21 DAY	YES
BERKELEY	30%	CD	STOCK-21 DAY	YES
AURORA PUMPS	10%	WEBSITE	STOCK-21 DAY	YES
BARNES	20%	WEBSITE	STOCK-21 DAY	YES
TACO PUMPS	10%	WEBSITE	STOCK-21 DAY	YES
FYBROL PUMPS	10%	CD	STOCK-28 DAY	YES
PEAN PUMPS	10%	CD	STOCK-28 DAY	YES
PACO PUMPS	30%	WEBSITE	STOCK-21 DAY	YES
BURKS PUMPS	25%	CD	STOCK-21 DAY	YES
MTH PUMPS	25%	CD	STOCK-14 DAY	YES
DEMING PUMPS	25%	WEBSITE	STOCK-35 DAY	YES
PEERLESS PUMPS	25%	WEBSITE	STOCK-21 DAY	YES

2ND V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
VAUGHN	2%	HARD COPY	28 DAYS	YES

3RD WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
ARMSTRONG PUMPS	32%	HARD COPY	STOCK-14 DAY	YES
ARMSTRONG PARTS	20%	HARD COPY	STOCK-14 DAY	-----
BURKS	25%	HARD COPY	STOCK-14 DAY	YES
GUNDFOS	40%	HARD COPY	STOCK-14 DAY	YES
SHIPCO	40%	HARD COPY	STOCK-14 DAY	YES

LOT 2- POSITIVE DISPLACEMENT PUMPS TO INCLUDE (GEAR, ROTARY LOBE, HOSE, PISTON & PROGRESSING CAVITY PUMPS)

1ST PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
VIKING PUMPS	10%	CD	STOCK- 28 DAYS	Y
ROPER PUMPS	10%	WEBSITE	STOCK- 28 DAYS	Y
BLACKMER PUMPS	10%	CD	STOCK- 21 DAYS	Y
CAT PUMPS	30%	CD	STOCK-14 DAYS	Y
CORKEN PUMPS	10%	CD	STOCK-14 DAYS	Y
HYDRA CELL	10%	WEBSITE	STOCK-21 DAYS	Y
MOYNO	10%	WEBSITE	STOCK-42 DAYS	Y
SEE PEX PUMPS	10%	WEBSITE	STOCK-35 DAYS	Y
MYERS	20%	CD	STOCK-14 DAYS	Y
NETZCH	10%	WEBSITE	STOCK-56 DAYS	Y
LMI MILTON ROY	20%	CD	STOCK-14 DAYS	Y
PULSAFEEDER	20%	CD	STOCK-14 DAYS	Y
NEPTUNE	10%	CD	STOCK-14 DAYS	Y
WAUKESHA	10%	CD	STOCK-21 DAYS	Y

2ND V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
ECCENTRIC PUMP	5%	HARDCOPY	7-30 DAYS	Y
VERDER	5%	HARDCOPY	7-30 DAYS	Y

3RD WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
BURKS	25%	HARDCOPY	1-14 DAYS	Y
GRUNDFOS	30%	HARDCOPY	1-14 DAYS	Y

NOTATION: V.M.P INDUSTRIAL LISTED VOGEL SAN G PUMP FOR LOT 2 WITH NO PRICING THEREFORE WAS NOT CONSIDERED.

LOT 3 - DEWATERING, SUMP, AND SEWAGE PUMPS TO INCLUDE (APPLICATIONS FOR DEWATERING, GROUND WATER, WASTEWATER, CONSTRUCTION & MINING)

1ST PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
ABS PUMPS	10%	CD	STOCK-21 DAYS	Y
GOULD G & L PUMPS	30%	CD	STOCK-14 DAYS	Y
EBARA PUMPS	30%	CD	STOCK-21 DAYS	Y
MYERS	30%	CD	STOCK-21 DAYS	Y
BARNES	20%	WEBSITE	STOCK-7 DAYS	Y
LITTLE GIANT	30%	WEBSITE	STOCK-7 DAYS	Y
CORNELL PUMPS	10%	WEBSITE	STOCK-28 DAYS	Y
HYDROMATIC	20%	CD	STOCK-28 DAYS	Y
GORMAN PUMPS	10%	CD	STOCK-28 DAYS	Y
FLVAHT	10%	WEBSITE	STOCK-21 DAYS	Y
BJM PUMPS	10%	WEBSITE	STOCK-21 DAYS	Y

2ND V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
VAUGHN	2%	HARDCOPY	28 DAYS	Y
LIBERTY	10%	HARDCOPY	7-42 DAYS	Y

3RD WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
ARMSTRONG	---	HARDCOPY	1-14 DAYS	Y
PUMPS	32%	HARDCOPY	1-14 DAYS	Y
PARTS	20%	HARDCOPY	7-14 DAYS	---
POWER-FLO	35%	HARDCOPY	7-14 DAYS	Y
TRAMCO	25%	HARDCOPY	7-14 DAYS	Y

NOTATION: V.M.P INDUSTRIAL LISTED BARNES PUMP IN LOT 3 WITH A 5% DISCOUNT. PHOENIX PUMPS HAS THE BARNES PUMP LISTED WITH A 20% DISCOUNT. THEREFORE V.M.P. WAS NOT CONSIDERED.

LOT 4- MAGNETIC DRIVEN, CHEMICAL, AND METERING PUMPS TO INCLUDE (APPLICATIONS FOR PUMPING HAZARDOUS, AGGRESSIVE, AND HARD TO SEAL LIQUIDS, HIGH PURITY CHEMICALS, SOLVENTS, ACIDS, AND BASES)

1ST PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
IWAKI PUMPS	10%	WEBSITE	STOCK-28 DAYS	Y
SETHCO	10%	CD	STOCK-28 DAYS	Y
GOULDS PUMPS	10%	CD	STOCK-28 DAYS	Y
FYBROCK PUMPS	10%	CD	STOCK-28 DAYS	Y
MARCH PUMPS	15%	CD	STOCK-14 DAYS	Y
PRICE PUMPS	20%	CD	STOCK-14 DAYS	Y
THERMO-FISHER	10%	WEBSITE	STOCK-21 DAYS	Y
LMI	20%	CD	STOCK-7 DAYS	Y
PULSAFEEDER	20%	CD	STOCK-7 DAYS	Y
MILTON BOY	10%	CD	STOCK-14 DAYS	Y
NEPTUNE	10%	CD	STOCK-21 DAYS	Y
ALL DOS	10%	CD	STOCK-14 DAYS	Y

2ND V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
WORRENDER CASTER PUMP	10%	HARDCOPY	7-42 DAYS	Y

3RD WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
LMI METERING	-----	HARDCOPY	1-14 DAYS	-----
PUMPS	10%	HARDCOPY	1-14 DAYS	Y
PARTS	3%	HARDCOPY	1-14 DAYS	Y
ACCESSORIES	3%	HARDCOPY	1-14 DAYS	-----

LOT 5- DIAPHRAGM PUMPS TO INCLUDE (APPLICATIONS RANGING FROM CLEANROOM TO BULK CHEMICAL TRANSFER OF HIGH SOLID SLURRIES)

1ST PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
WILDEN PUMP	15%	CD	STOCK-7 DAYS	Y
ARD PUMP	20%	WEBSITE	STOCK-14 DAYS	Y
INGERSOLL RAND	20%	WEBSITE	STOCK-14 DAYS	Y
GRACO	10%	WEBSITE	STOCK-14 DAYS	Y
VERSAMATIC	15%	CD	STOCK-14 DAYS	Y
SANDPIPER	20%	CD	STOCK-7 DAYS	Y
WARREN RUPP	20%	CD	STOCK-7 DAYS	Y
YAMADA	10%	CD	14 DAYS	Y
ALL FLO	5%	WEBSITE	14 DAYS	Y
RAMPARTS	5%	WEBSITE	21 DAYS	Y

2ND V.M.P INDUSTRIAL SALES

<u>MANUFACTURE R</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
KRAV PUMPS	5%	HARDCOPY	7-42 DAYS	Y

NOTATION: PHOENIX PUMPS LISTED WARREN RUPP PUMP WITH A 20% DISCOUNT. V.M.P INDUSTRIAL LISTED WARREN RUPP PUMP AT A 5% DISCOUNT AND WISCO SUPPLY LISTED WARREN RUPP PUMP WITH A 10% DISCOUNT THEREFORE V.M.P AND WISCO WERE NOT CONSIDERED.

LOT 6- VACUUM PUMPS

1ST AMERICAN REFRIGERATION SUPPLIES, INC.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
J/B	45%	HARDCOPY	STOCK	N

2ND PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
GAST	5%	CD	STOCK-14 DAYS	Y
BECKER	5%	CD	21 DAYS	Y
BUSCH	5%	WEBSITE	21 DAYS	Y
TRAVAINI	5%	WEBSITE	28 DAYS	Y
SIHI	5%	WEBSITE	28 DAYS	Y
NASH ELMD	5%	WEBSITE	28 DAYS	Y
WELCH	5%	WEBSITE	28 DAYS	Y
TUTHILL	5%	WEBSITE	28 DAYS	Y
KINNEY PUMPS	5%	WEBSITE	28 DAYS	Y
RACHEL THOMAS	5%	WEBSITE	28 DAYS	Y

3RD V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
US VACUUM	5%	SPECIAL PRICING	7-42 DAYS	Y

4TH WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
GARDNER DENVER	30%	HARDCOPY	1-14 DAYS	Y
ELMO RIETSCHLE	LIST (NO DISCOUNT)	HARDCOPY	1-14 DAYS	Y
BECKER	5%	HARDCOPY	1-14 DAYS	Y

LOT 7- MOTORS, CONTROLS, & DRIVES TO INCLUDE (ALL TYPE MOTORS, CONTROL PANELS, GEAR REDUCERS, AND VARIABLE FREQUENCY DRIVES)

1ST AMERICAN REFRIGERATION SUPPLIES, INC.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
MOTORS MAPS G.E.AO. SMITH	38%	HARDCOPY	STOCK	-----

2ND PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
BALDOR	30%	WEBSITE	STOCK-7 DAYS	Y
WEG ELECTRIC	30%	WEBSITE	STOCK-7 DAYS	Y
US MOTOR	10%	WEBSITE	STOCK-14 DAYS	Y
FRANKLIN ELECTRIC	10%	WEBSITE	STOCK-14 DAYS	Y
AQUAVAR	30%	CD	STOCK-7 DAYS	Y
NORD	10%	WEBSITE	STOCK-14 DAYS	Y
FALK	20%	WEBSITE	STOCK-14 DAYS	Y
REXNORD	20%	WEBSITE	STOCK-14 DAYS	Y
WORLD WIDE ELECTRIC	10%	WEBSITE	STOCK-14 DAYS	Y
SJE RHOMBUS	10%	WEBSITE	STOCK-14 DAYS	Y
CONERY MFG	20%	CD	STOCK-7 DAYS	Y

3RD V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
GLC CONTROLS	5%	SPECIAL PRICING	7-42 DAYS	Y

4TH WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
HONEYWELL	25%	HARDCOPY	1-14 DAYS	N
SQUARE D	30%	HARDCOPY	1-14 DAYS	N

NOTATION: PHOENIX PUMPS LISTED BALDOR WITH A 30%. V.M.P INDUSTRIAL LISTED BALDOR WITH A 5% DISCOUNT AND WISCO SUPPLY LISTED BALDOR WITH A 10%, THEREFORE V.M.P AND WISCO WERE NOT CONSIDERED.

LOT 8- METERS, FILTERS, AND STRAINERS TO INCLUDE (FLOW METERS, FILTRATION, AND STAINER COMPONENTS)

1ST AMERICAN REFIGERATION SUPPLIES, INC.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
AM FILTS PRECISION AIN	54%	HARDCOPY	STOCK	N

2ND PHOENIX PUMPS

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
LC METERS	10%	CD	STOCK-28 DAYS	Y
NEPTUNE METERS	10%	WEBSITE	STOCK-21 DAYS	Y
MC CROMETER	10%	CD	STOCK-14 DAYS	Y
GPI	10%	WEBSITE	STOCK-14 DAYS	Y
FULL FLD	10%	WEBSITE	STOCK-14 DAYS	Y
VIKING STRAINERS	10%	CD	STOCK-28 DAYS	Y
COLTON MFG	NET	WEBSITE	STOCK-14 DAYS	Y
LAKOS	10%	CD	21-28 DAYS	Y
FSI FILTERS	15	CD	STOCK-14 DAYS	Y
ROSEDALE FILTERS	NET	WEBSITE	21 DAYS	Y
HAYWARD	NET	WEBSITE	21 DAYS	Y

3RD V.M.P INDUSTRIAL SALES

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
PULSE INSTRUMENTS	5%	HARDCOPY	7-28 DAYS	Y
CUNO FLITERS	5%	HARDCOPY	7-14 DAYS	N/R
AGUA PURE FILTERS	15%	HARDCOPY	7-14 DAYS	N/R
DJYON VALES	15%	HARDCOPY	7-14 DAYS	N/R

4TH WISCO SUPPLY CO.

<u>MANUFACTURER</u>	% DISCOUNT FROM MANUF. PRICE LIST	SPECIAL NOTATIONS WEB SITE FOR PRICING OR HARD COPY PROVIDED	ARO DELIVERY	LOCAL REPAIRS (Y OR N)
MUELLER	30%	HARDCOPY	1-14 DAYS	N
SPIRAX SARCO	20%	HARDCOPY	1-14 DAYS	N
PEP FILTERS	10%	HARDCOPY	1-14 DAYS	N
PEP METERS	10%	HARDCOPY	1-14 DAYS	N
ALAMO WATER (WATTS)	25%	HARDCOPY	1-14 DAYS	N

LOT 9 – PLEASE USE THIS SPACE TO QUALIFY ANY SPECIALTY SERVICES AND OR PROPRIETARY GOODS AND/OR SERVICES THAT SHOULD BE IDENTIFIED FOR EVALUATION PURPOSES OF THE PROPOSAL.

AMERICAN REFRIGERATION SUPPLIES, INC. – N/R

PHOENIX PUMPS, INC. – PHOENIX PUMPS PROVIDES REPAIRS, UPGRADES AND OVERHAULS TO YOUR EXISTING PUMPING EQUIPMENT. OUR LABOR RATE IS \$120.00 PER HOUR. WE ALSO CARRY OVER \$300,00.00 IN LOCAL INVENTORY, INCLUDING PUMPS, PUMP PARTS, MOTORS, FILTERS, MECHANICAL SEALS, FLOW METERS, LEVEL CONTROLLERS, COUPLINGS AND OTHER PUMP ACCESSORIES.

V.M.P INDUSTRIAL SALES, INC. – V.M.P INDUSTRIAL WITH OUR JOINED FACILITIES FROM PHOENIX, ARIZONA, EL PASO, TEXAS, CERTIFIED AND MANAGE ALL PUMP BUISNESSES; WE OFFER FREE ESTIMATES. IN ADDITION V.M.P INDUSTRIAL IS TEXAS HUB CERTIFIED AND SOON TO BE A 8 (A) CERTIFIED, WITH A COMBINATION OF 60 YEARS EXPERIENCE IN PUMPS, OUR SERVICES ARE GUARANTEED TO SATISFY YOUR NEEDS. WE ARE KNOWN TO BE A PROBLEM-SOLVING COMPANY THAT WORKS EFFICIENTLY AND DILIGENTLY. IT IS OUR PRIORITY TO HELP OUR CUSTOMERS WITH ANY TROUBLESHOOTING IMEDIATLY AND PROMPTLY.

WISCO SUPPLY, INC. – N/R

LOT 10 – SERVICE WORK

HOURLY RATE FOR CONSULTATION?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>NO REPAIRS WHOLESALERS</u>
PHOENIX PUMPS, INC.	<u>\$0.00</u>
V.M.P INDUSTRIAL SALES, INC.	<u>\$0.00</u>
WISCO SUPPLY, INC.	<u>\$100.00</u>

HOURLY RATE FOR REPAIRS?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>NO REPAIRS WHOLESALERS</u>
PHOENIX PUMPS, INC.	<u>\$60.00</u>
V.M.P INDUSTRIAL SALES, INC.	<u>\$75.00/HR & \$95.00 EMRGENCIES</u>
WISCO SUPPLY, INC.	<u>\$55.00</u>

MARKUP OVER COST FOR PARTS ON REPAIRS?

AMERICAN REFRIGERATION SUPPLIES, INC.	<u>NO REPAIRS WHOLESALERS</u>
PHOENIX PUMPS, INC.	<u>10%</u>
V.M.P INDUSTRIAL SALES, INC.	<u>20%</u>
WISCO SUPPLY, INC.	<u>20%</u>

LOT 10 – SERVICE WORK (cont)

PICKUP AND DELIVERY FEES (IF ANY)?

AMERICAN REFRIGERATION SUPPLIES, INC.

NO REPAIRS WHOLESALERS

PHOENIX PUMPS, INC.

\$0.00

V.M.P INDUSTRIAL SALES, INC.

\$20.00 PICK UP & \$20.00 DELIVERY

WISCO SUPPLY, INC.

NONE

NOTATION- CONTACT VENDOR FOR LATEST MANUF. LIST PRICE CD OR HARD COPY IF NOT POSTED ON ITS WEB SITE.

Approved by: _____

Date: _____

**(JAMES R. VASQUEZ)
(JAMES R. VASQUEZ)
(JAMES R. VASQUEZ)
(JAMES R. VASQUEZ)**

**(February 4, 2010)
(December 9, 2010)
(November 9, 2011)
(December 4, 2012)**