# EDUCATION SERVICE CENTER REGION 19 RFP AWARD SUMMARY

RFP TITLE: Electrical Supplies – ESC Region 19 Allied States Cooperative

RFP NUMBER: 14-7030 RFP OPENING DATE: April 2, 2014

**CONTRACT TERM:** Date of award until April 2, 2015 with the option to extend 12

month increments not to extend beyond 36 month in the

aggregate

(Extended by Region 19 until April 30, 2016) (Extended by Region 19 until April 30, 2017)

(Extended by Region 19 until June 30, 2017- 60 Day Extension)

FUNDING SOURCE: Various RFP's ISSUED: 48 RESPONSES: 7

**ADVERTISEMENT DATES**: El Paso Times March 8, 2014 & March 15, 2014

**BOARD MEETING DATE**: May 15, 2014

RECOMMENDED FOR AWARD Border States Industries, Inc. dba Border States Electric

Supply

**C.E.D Consolidated Electric** 

Desert Bear, Inc. dba K&N Mobile Distribution (removed as of July

2014)

Gorman Batteries dba Batteries Plus Bulbs #442

**Summit Electric Supply Co., Inc.** 

**Triangle Electric Supply** 

TOTAL (estimated) \$250,000.00/year

**EXPLANATIONS:** 

Award of this contract will enable ESC-Region 19 and Region 19 Allied States Cooperative members to purchase the stated electrical supplies when required during the contract period. Multiple awards have been made for each category of electrical supply in an effort to provide expedited services to the Region 19 Allied States Cooperative members when products are needed to MRO requirements. It is recommended that when confirming pricing, the vendor include the Trade Services Pricing, show the discount for that item and extend the discounted pricing out when placing orders. A proposal from DJ Electric was received and incomplete therefore was not considered.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland

ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland

ESC Region 19 Allied States Cooperative

Martin Camacho

ESC Region 19 Allied States Cooperative

Mary Jane Lopez

ESC Region 19 Allied States Cooperative

## **Contact Information**

## Border States Industries, Inc. dba Border States Electric Supply

Rito Olivas 8101 Lockheed Drive El Paso, TX 79925

915-771-7767 / 800-676-5834

Fax: 915-771-7857 / 701-234-0328

www.borderstates.com / rolivas@borderstates.com

# **Contact Information**

### **C.E.D Consolidated Electric**

Gary Surberg 11500 Rojas Dr. Ste S El Paso, TX 79936 915-592-8800

Fax: 915-592-4338 surberg@ced-elp.com

## Desert Bear, Inc. dba K&N Mobile Distribution (removed as of July 2014)

Elias Casillas III 1445 Pedro Figari-Ave. El Paso, TX. 79936 915-203-5712

Fax: N/A

www.desertbearinc.com / desertbearinc@gmail.com

#### Gorman Batteries dba Batteries Plus Bulbs #442

Charles Norton 6800 Gateway Blvd. East Ste. 1C El Paso, TX. 79928 915-881-0744

Fax: 915-881-0746

bp442@batteriesplus.net

#### Summit Electric Supply Co., Inc.

Chris Gallegos / Juan Carlos Alcantara (915-778-2600 x 3016) 7701 Lockheed Drive

El Paso, TX 79925

915-778-2600 / 800-247-1134

Fax: 915-772-7736

www.summit.com/jalcantara@summit.com

### **Triangle Electric Supply**

Maty Ramos (915-433-6897) 3815 Durazno Ave. El Paso, TX 79905 915-533-5981

Fax: 915-533-5999 maty@trielect.com

### **SPECIAL CONDITIONS**

- 1. This contract shall be for use by Region 19 ESC and its Purchasing Cooperative Members as required during the contract term.
- 2. If vendors wish to extend this contract beyond El Paso, Southern New Mexico, and Lubbock, TX, they should state this on their bid response. Extension of areas served can be amended at a later date if the vendor is given an award, as ESC Region 19 is a national purchasing cooperative.
- 3. The awarded contractor or contractors shall provide delivery and store front pickup for awarded categories
- 4. Any deviations from specifications must be noted with bid submittals.
- 5. Region 19 reserves the option to make multiple awards by category when it is determined to be in the best interest of the Purchasing Cooperative.
- 6. Discounts provided will include delivery unless otherwise stated at the time bids are submitted or in those instances where parts have to be overnighted.
- 7. Discounts submitted will be from <u>Trade Service Pricing Publication for stated manufacturers; for those vendors who can provide a web site for viewing Trade Services Pricing by manufacturer, this will be beneficial in the evaluation process. A current Trade Services Price list should be submitted with proposals either in a disk format, web link, or paper copy.</u>
- 8. Vendors will submit only manufacturers that are stocked and in inventory locally.
- 9. Award basis will be 60% pricing, 20% JIT and local stock on hand, and 20% selection, vendors past performance, and overall ability to provide service to all members of the ESC Region 19 Purchasing Coop.
- 10. Item 14 is for those categories that may have inadvertently missed, but should be a part of electrical and related supplies such as green energy supplies, energy efficient, other devises.
- 11. Item 20 list areas vendor is willing to service other than El Paso (Arizona, New Mexico and Texas)

#### 1. Ballasts

## **Border States Electric Supply**

Manufacturer Advanced (Philips) 61%

American Materials 50% American Made 50% Local Inventory Stocked for JIT shipments \$10,000.00

Manufacturer Osram (Sylvania) 61%

American Materials <u>50%</u> American Made 50%

Local Inventory Stocked for JIT shipments \$16,000.00

#### C.E.D Consolidated Electric Dist.

Manufacturer GE 40% American Materials 40% American Made 40% Local Inventory Stocked for JIT shipments \$20,000.00

#### Gorman Batteries dba Batteries Plus Bulbs #442

Manufacturer Keystone 20%

American Materials 100% American Made 100% Local Inventory Stocked for JIT shipments \$500.00

## **Summit Electric Supply**

Manufacturer Universal Lighting 62%

American Materials 50% American Made 50% Local Inventory Stocked for JIT shipments \$10,000.00

Advance 62% Manufacturer

American Materials <u>50%</u> American Made 50% Local Inventory Stocked for JIT shipments \$5,000.00

Manufacturer Sylvania 47%

American Materials 80% American Made 80% Local Inventory Stocked for JIT shipments \$1,000.00

#### Triangle Electrical Supply

Manufacturer Advance 60% - Meets ARRA

American Materials <u>50%</u> American Made 50% Local Inventory Stocked for JIT shipments \$10,000.00

### 2. Batteries

## **Border States Electric Supply**

Manufacturer <u>Duracell 18%</u>

 $\begin{array}{lll} \text{American Materials} & \underline{50\%} \\ \text{American Made} & \underline{50\%} \\ \text{Local Inventory Stocked for JIT shipments} & \underline{\$2,000.00} \end{array}$ 

### C.E.D Consolidated Electric Dist.

Manufacturer Ray-o vac 40%

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$1,000.00

#### Gorman Batteries dba Batteries Plus Bulbs #442

Manufacturer Werker 25%

American Materials  $\overline{0\%}$ American Made  $\overline{0\%}$ 

Local Inventory Stocked for JIT shipments \$17,000.00

Manufacturer <u>Exide 15%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%
100%
100%
\$13,000.00

## **Summit Electric Supply**

Manufacturer Rayovac 47%

American Materials

American Made

Local Inventory Stocked for JIT shipments

50%

\$1,000.00

# **Triangle Electrical Supply**

Manufacturer EverReady 45%

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%

90%

\$800.00

# 3. Computer Duct (Wiremold)

## **Border States Electric Supply**

Manufacturer Wiremold 15%

American Materials

American Made

Local Inventory Stocked for JIT shipments

60%

\$4,000.00

#### C.E.D Consolidated Electric Dist.

Manufacturer Wiremold 40%

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$5,000.00

# **Summit Electric Supply**

Manufacturer Wiremold 32%

American Materials

American Made

Local Inventory Stocked for JIT shipments

80%

\$6,000.00

## **Triangle Electrical Supply**

Manufacturer Wiremold 22%

American Materials80%American Made80%Local Inventory Stocked for JIT shipments\$4,000.00

#### 4. Conduit Boxes

## **Border States Electric Supply**

Manufacturer Steel City (T&B) 69%

American Materials

American Made

Local Inventory Stocked for JIT shipments

60%

\$25,000.00

#### C.E.D Consolidated Electric Dist.

Manufacturer <u>Steel City 40%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

40%

\$30,000.00

## **Summit Electric Supply**

Manufacturer Thomas & Betts / Steel City 72%

 $\begin{array}{ll} \text{American Materials} & \underline{65\%} \\ \text{American Made} & \underline{65\%} \end{array}$ 

Local Inventory Stocked for JIT shipments \$15,000.00

## **Triangle Electrical Supply**

Manufacturer Steel City 65%

American Materials

American Made

98%

98%

Local Inventory Stocked for JIT shipments \$23,000.00

## 5. Conduit (EMT, IMC, FLEX, PVC)

## **Border States Electric Supply**

Manufacturer <u>Various Manufacturers 25%</u>

#### C.E.D Consolidated Electric Dist.

Manufacturer <u>Various 40%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$50,000.00

### **Summit Electric Supply**

Manufacturer Various EMT 35%

American Materials100%American Made100%Local Inventory Stocked for JIT shipments\$75,000.00

ManufacturerVarious IMCAmerican Materials35% 100%American Made100%Local Inventory Stocked for JIT shipments\$10,000.00

Manufacturer Various Flex

American Materials \_\_\_\_\_\_35%

American Made <u>70%</u>

Local Inventory Stocked for JIT shipments \$20,000.00

Manufacturer <u>Various PVC</u>

American Materials 72%

American Made 60%

Local Inventory Stocked for JIT shipments \$50,000.00

## **Triangle Electrical Supply**

Manufacturer Steel & PVC 33% / 33%

American Materials  $\frac{100\% / 100\%}{100\% / 100\%}$  American Made  $\frac{100\% / 100\%}{100\% / 100\%}$ 

Local Inventory Stocked for JIT shipments \$77,000.00 / \$25,000.00

# 6. Conduit Fittings

## **Border States Electric Supply**

Manufacturer Thomas & Betts 70%

American Materials

American Made

60%
60%

Local Inventory Stocked for JIT shipments \$30,000.00

#### C.E.D Consolidated Electric Dist.

Manufacturer OZ Gedney 40%

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$20,000.00

Manufacturer <u>Bridgeport</u>

American Materials 40%

American Made <u>40%</u>

Local Inventory Stocked for JIT shipments \$20,000.00

### **Summit Electric Supply**

Manufacturer Thomas & Betts / Steel City 72%

American Materials

American Made

Local Inventory Stocked for JIT shipments

60%

500,000.00

# **Triangle Electrical Supply**

ManufacturerCrouse HindsAmerican Materials25% 100%American Made100%Local Inventory Stocked for JIT shipments\$94,000.00

### 7. Lamps (incandescent, fluorescent, HID, miniature)

### **Border States Electric Supply**

Manufacturer Osram Sylvania 70%

American Materials

American Made

Local Inventory Stocked for JIT shipments

50%

\$45,000.00

#### C.E.D Consolidated Electric Dist.

ManufacturerGE 40%American Materials40%American Made40%Local Inventory Stocked for JIT shipments\$35,000.00

Manufacturer <u>Magnatek 40%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$5,000.00

#### Gorman Batteries dba Batteries Plus Bulbs #442

Manufacturer <u>Duracell Procell Florescent</u> 40%

American Materials  $\overline{0\%}$ American Made  $\overline{0\%}$ 

Local Inventory Stocked for JIT shipments \$7,000.00

Manufacturer <u>Duracell Procell LED 7%</u>

American Materials  $\overline{0\%}$  American Made  $\overline{0\%}$ 

Local Inventory Stocked for JIT shipments \$9,000.00

## **Summit Electric Supply**

Manufacturer Osram / Sylvania 78%

American Materials

American Made

Local Inventory Stocked for JIT shipments

70%

\$25,000.00

### **Triangle Electrical Supply**

ManufacturerPhilips 77%American Materials100%American Made100%Local Inventory Stocked for JIT shipments\$54,000.00

## 8. Lighting Fixtures

# **Border States Electric Supply**

Manufacturer <u>Lithonia 31%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

50%

\$20,000.00

#### C.E.D Consolidated Electric Dist.

Manufacturer Various 40%

American Materials

American Made

40%

40%

Local Inventory Stocked for JIT shipments \$40,000.00

#### Gorman Batteries dba Batteries Plus Bulbs #442

Manufacturer Best Lighting 20%

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%

\$500.00

## **Summit Electric Supply**

Manufacturer Lithonia 52%

American Materials 50%
American Made 50%

Local Inventory Stocked for JIT shipments \$26,000.00

### **Triangle Electrical Supply**

Manufacturer Philips, Cree, Hubbell, Lithon, cooper - all brands 45%

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%

100%

226,000.00

### 9. Power Controls (contactors, relays, starters, pushbuttons, etc.)

**Border States Electric Supply** 

Manufacturer Rockwell Automation Allen Bradley 25%

American Materials 50% American Made 50%

Local Inventory Stocked for JIT shipments \$220,000.00

C.E.D Consolidated Electric Dist.

Manufacturer SQD 40%

American Materials 40% American Made 40%

Local Inventory Stocked for JIT shipments \$30,000.00

**Summit Electric Supply** 

Manufacturer Square D / Schneider Electric 37%

American Materials 50% American Made 50% Local Inventory Stocked for JIT shipments \$26,000.00

Triangle Electrical Supply

Manufacturer Eaton / Cutler Hammer 35%

American Materials Meets ARRA American Made Meets ARRA Local Inventory Stocked for JIT shipments \$60,000.00

## 10. Power Distribution (load centers, disconnectors, breakers)

**Border States Electric Supply** 

Manufacturer Siemens 60%

American Materials 50% American Made 50% Local Inventory Stocked for JIT shipments \$41,000.00

C.E.D Consolidated Electric Dist.

Manufacturer Square D 40%

American Materials 40% American Made <u>40%</u> Local Inventory Stocked for JIT shipments

\$20,000.00

**Summit Electric Supply** 

Manufacturer Square D / Schneider Electric 62%

American Materials 50% American Made <u>50%</u> Local Inventory Stocked for JIT shipments \$65,000.00

**Triangle Electrical Supply** 

Manufacturer Eaton / Cutler Hammer 60%

American Materials Meets ARRA Meets ARRA American Made \$60,000.00 Local Inventory Stocked for JIT shipments

### 11. Wire

**Border States Electric Supply** 

Manufacturer <u>Encore & Various Manufacturers 30%</u>

American Materials 50%
American Made 50%

Local Inventory Stocked for JIT shipments \$110,000.00

C.E.D Consolidated Electric Dist.

Manufacturer Various 40%

 $\begin{array}{ll} \text{American Materials} & \underline{40\%} \\ \text{American Made} & \underline{40\%} \end{array}$ 

Local Inventory Stocked for JIT shipments \$200,000.00

**Summit Electric Supply** 

Manufacturer Various 52%

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%

\$68,000.00

**Triangle Electrical Supply** 

ManufacturerAll StocksAmerican Materials45% 100%American Made100%Local Inventory Stocked for JIT shipments\$600,000.00

ManufacturerBryantAmerican Materials40% 98%American Made98%Local Inventory Stocked for JIT shipments\$23,000.00

# 12. Wire Connectors (wirenuts, etc.)

### **Border States Electric Supply**

ManufacturerIdeal20%American Materials80%American Made80%Local Inventory Stocked for JIT shipments\$7,000.00

#### C.E.D Consolidated Electric Dist.

ManufacturerIdeal40%American Materials40%American Made40%Local Inventory Stocked for JIT shipments\$10,000.00

## Desert Bear, Inc. dba K&N Mobile Distribution

ManufacturerSKN 45%American Materials0%American Made10%Local Inventory Stocked for JIT shipments\$6,500.00

### **Summit Electric Supply**

ManufacturerIdeal43%American Materials85%American Made85%Local Inventory Stocked for JIT shipments\$6,000.00

## **Triangle Electrical Supply**

ManufacturerIdeal40%American Materials85%American Made85%Local Inventory Stocked for JIT shipments\$6,000.00

# 13. Wiring Devices

### **Border States Electric Supply**

Manufacturer <u>Leviton 42%</u>

American Materials70%American Made70%Local Inventory Stocked for JIT shipments\$9,500.00

#### C.E.D Consolidated Electric Dist.

Manufacturer Hubbell 40%

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

\$20,000.00

### **Summit Electric Supply**

Manufacturer Leviton 47%

American Materials

American Made

Local Inventory Stocked for JIT shipments

70%

\$10,000.00

### **Triangle Electrical Supply**

Manufacturer Bryant / Cooper 45%

American Materials

American Made

Local Inventory Stocked for JIT shipments

100%

\$9,000.00

### **BID RESPONSE FORM**

#### 14. Miscellaneous (electrical & related supplies - green energy supplies, energy efficient, or any other devises)

### **Border States Electric Supply**

Manufacturer Littlefuse 28%

American Materials

American Made

Local Inventory Stocked for JIT shipments

70%

\$10,000.00

Manufacturer Burnoy
American Materials 30% 90%
American Made 90%

Local Inventory Stocked for JIT shipments \$7,000.00

Manufacturer Greenlee Tools

American Materials22% 80%American Made80%Local Inventory Stocked for JIT shipments\$8,000.00

## Miscellaneous (cont)

### C.E.D Consolidated Electric Dist.

Manufacturer Various 40%

American Materials

American Made

Local Inventory Stocked for JIT shipments

40%

40%

40%

\$60,000.00

### Desert Bear, Inc. dba K&N Mobile Distribution

Manufacturer <u>SKN 35% electrical terminals</u>

American Materials 35% copper lugs

American Made <u>25% electrical heat shank terminals</u>

Local Inventory Stocked for JIT shipments \$6,500.00

### **Summit Electric Supply**

Manufacturer <u>Cree Lighting 30%</u>

American Materials 50%
American Made 50%

Local Inventory Stocked for JIT shipments \$10,000.00

Manufacturer Lutron 50%

American Materials

American Made

Local Inventory Stocked for JIT shipments

60%

\$5,000.00

Manufacturer <u>Wattstopper 50%</u>

American Materials

American Made

Local Inventory Stocked for JIT shipments

50%

N/R

### **Triangle Electrical Supply**

Manufacturer Burndy / Lugs 30%

American Materials

American Made

Local Inventory Stocked for JIT shipments

90%

\$20,000.00

ManufacturerAll stock toolsAmerican Materials15% 100%American Made100%Local Inventory Stocked for JIT shipments\$15,000.00

ManufacturerFusesAmerican Materials25% 100%American Made100%Local Inventory Stocked for JIT shipments\$20,000.00

## **REFERENCE CHECKS: COMPLETE ALL 3 ROWS**

On File

## 15. Number of employees working in El Paso, Texas

Border States Electric Supply - 8

C.E.D Consolidated Electric Dist. - 30

Desert Bear, Inc. dba K&N Mobile Distribution - 1

Gorman Batteries dba Batteries Plus Bulbs # 442 - 11

**Triangle Electrical Supply - 18** 

**Summit Electric Supply – 15** 

### 16. Average inventory in stock?

**Border States Electric Supply** - \$800,000.00

C.E.D Consolidated Electric Dist. - 1.2 million

Desert Bear, Inc. dba K&N Mobile Distribution - \$75,000.00

Gorman Batteries dba Batteries Plus Bulbs # 442 - \$130,000.00

**Triangle Electrical Supply - \$1,000,000.00** 

Summit Electric Supply - \$2,000,000.00

### 17. (ARO) After Receipt of Order Average Delivery Time in days?

**Border States Electric Supply** - 1 day delivery unless it is a special order item 7-14 days

C.E.D Consolidated Electric Dist. - 5 days stock

Desert Bear, Inc. dba K&N Mobile Distribution - Same day or next day delivery

Gorman Batteries dba Batteries Plus Bulbs # 442 - 0-1 stock on hand, 1-3 stock order

(Base 3-5 special order / 5-14 secondary vendor special order)

Triangle Electrical Supply - 1 day stock items / new stock & special orders once received at warehouse 1 day delivery

Summit Electric Supply - 2 days

18.	Number	of	deliverv	trucks	in	EI F	Paso?
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Border States Electric Supply - 2 trucks

C.E.D Consolidated Electric Dist. - 4 trucks

Desert Bear, Inc. dba K&N Mobile Distribution - 1 truck

Gorman Batteries dba Batteries Plus Bulbs # 442 - 2 trucks

Triangle Electrical Supply – 3 trucks

Summit Electric Supply - 4 trucks

## 19. Delivery Charge Details if different from special conditions?

Border States Electric Supply - No changes for local deliveries El Paso TX

C.E.D Consolidated Electric Dist. - None

Desert Bear, Inc. dba K&N Mobile Distribution - No charge except on overnight freight orders

Gorman Batteries dba Batteries Plus Bulbs # 442 - Free (no charge)

Triangle Electrical Supply - No Charge

Summit Electric Supply - None

### 20. Mark areas willing to serve cooperative members outside El Paso.

Border States Electric Supply - New Mexico, Texas

C.E.D Consolidated Electric Dist. - New Mexico, Texas

Desert Bear, Inc. dba K&N Mobile Distribution - New Mexico, Texas

Gorman Batteries dba Batteries Plus Bulbs # 442 - New Mexico, Texas

Triangle Electrical Supply - Arizona, New Mexico, Texas

Summit Electric Supply - Arizona, New Mexico, Texas