

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

**RFP TITLE:** Emergency Vehicle Equipment and Related (Supplemental) –  
ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 17-7259

**RFP OPENING DATE:** June 27, 2017

**CONTRACT TERM:** Date of award until July 31, 2019 with the option to extend another three  
(3) years annually, not to exceed 60 months in the aggregate  
**(Extended by Region 19 until July 31, 2020)**  
**(Extended by Region 19 until July 31, 2021)**  
**(Extended by Region 19 until July 31, 2022)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 27

**RESPONSES:** 5

**ADVERTISEMENT DATES:** Washington Post – June 12<sup>th</sup> & 19<sup>th</sup>, 2017  
El Paso Times – June 12<sup>th</sup> & 19<sup>th</sup>, 2017

**BOARD MEETING DATE:** July 20, 2017

**RECOMMENDED FOR AWARD** **Alamo Industries, Inc.**  
**Aspen II Distributing, Inc.**  
~~**Goodson Golf & Utility Cars (HUB)**~~ \*Terminated as of 8/9/2018  
**Wofford Truck Parts**

**TOTAL (estimated)** **\$2,500,000.00/per year**

**EXPLANATIONS:**

Award of this contract will enable Region 19 and ESC Region 19 Allied States Cooperative members to purchase emergency vehicle equipment and related products when required during the contract term. The awarded vendors received above an 8.0 rating out of a maximum possible scoring of 10. After multiple attempts, Brewer Oil Company could not provide the necessary amount of reference responses necessary for proper evaluation and 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

Rebecca Hernandez  
ESC Region 19 Allied States Cooperative

Rena Lawrence  
ESC Region 19 Allied States Cooperative

## **Contact Information**

### **Alamo Industries, Inc.**

Richard Krasne or Sergio Rascon

5923 Gateway Blvd.

West

El Paso, TX 79925

915-781-1234

Fax: 915-781-0600

[dkrasne@alamoauto.com](mailto:dkrasne@alamoauto.com) / [srascon@alamoauto.com](mailto:srascon@alamoauto.com) / [www.alamoauto.com](http://www.alamoauto.com)

**States Serviced-** NM, TX

[Price List](#) \*Updated 11/14/19 ~~12/6/19~~ ~~02/14/2020~~ ~~03/03/2020~~ ~~9/10/2020~~, ~~6/1/2021~~, ~~7/8/21~~, ~~10/4/21~~, ~~10/18/21~~  
1/3/2022

### **Aspen II Distributing, Inc.**

Van H. Klein

12215 Pine Springs

El Paso, TX 79936

915-859-4707

Fax: 915-859-6880

[aspeniidist@gmail.com](mailto:aspeniidist@gmail.com) / [vklein2125@sbcglobal.net](mailto:vklein2125@sbcglobal.net)

**States Serviced-** NM, TX

[Item & Manufacturer List](#) / [Price List](#)

### **Goodson Golf & Utility Cars (HUB) \* Terminated as of 8/9/2018**

Lori L. Goodson or C.W. King

1804 Ft. Worth Hwy

Weatherford, TX 76086

817-594-8700

Fax: 817-594-8707

[lori@goodsongolfcars.com](mailto:lori@goodsongolfcars.com) / [Curtis@goodsongolfcars.com](mailto:Curtis@goodsongolfcars.com) / [www.goodsongolfcars.com](http://www.goodsongolfcars.com)

**States Serviced** AR, LA, NM, OK, TX

[Item & Manufacturer List](#) / [Price List](#)

### **Wofford Truck Parts**

Josh Rangel

11220 Rojas, Suite A-3

El Paso, TX 79935

915-593-8540

Fax: 915-593-8460

[josh@woffordtruckparts.com](mailto:josh@woffordtruckparts.com) / [www.woofordtruckparts.com](http://www.woofordtruckparts.com)

**States Serviced-** All 50 States

[Item & Manufacturer List](#) / [Price List](#) \*updated as of 03/05/2020

## **SPECIAL CONDITIONS- READ CAREFULLY**

1. Vendor must have a local facility with adequate equipment and space to perform all installations in a secured environment for this contract.
2. Vendors wanting to be considered for award must provide a copy of general liability, garage liability, auto liability (including cars to be serviced), and workers compensation with submittals.
3. This bid will be a discount from manufactures suggested retail pricing which in some instances changes routinely due to current market conditions and cost of goods sold. The discount will apply from the current MSRP.
4. Any vendor wishing to be considered for award of a particular company must either keep all accounts current with the latest hard copy of the manufacturers pricing or maintain a web site with PDF files of the current pricing. Failure to maintain current price lists throughout the contract period will be grounds for immediate termination of the contract.
5. Awarded vendors must provide onsite service and installation when the Region 19 Purchasing Cooperative members states services are required in house.
6. A statement of training required to operate equipment must be part of this contract and included in writing with this submittal.
7. In an effort to eliminate downtime and warranty issues, vendor agrees it will perform all installations in accordance with product instructions, including properly wiring and fusing products and routing wiring; as an example, no running 1 power wire and tapping into it for other parts that should have separate power wires, only putting in 1 or 2 screws to mount an item instead of the 4 required for proper mounting, and running the wire in places where it will get pinched or cause shorts.
8. In an effort to enhance the quality of installation, no bids will be considered unless the vendor agrees to a minimum warranty period of 3 years for parts and labor on all electrical and mechanical equipment installed as a result of this contract award.
9. Award criteria weight factors for this contract will be 60% pricing, 15% references and track record for this vendor based on references and other means to confirm the vendor's capability to perform the work, 15% overall selection and quality of products submitted, and 10% location and response time for both installations and warranty work.
10. Awarded vendor (s) under this contract will be required to provide the number of labor hours with each job request prior to commencement of installation; excepting major unforeseen circumstances (determined by Region 19 Purchasing Coop Member), the labor price quoted will be the only responsibility of the coop member and this amount will be included with the purchase order issued.

**REQUIRED QUESTIONNAIRE**

1. Total number of employees working in El Paso, Texas?

<b>Alamo Industries, Inc.</b>	75
<b>Aspen II Distributing, Inc.</b>	4
<del><b>Goodson Golf &amp; Utility Cars</b></del> *terminated as of 8/9/18	0
<b>Wofford Truck Parts</b>	27

2. Total number of delivery vehicles?

<b>Alamo Industries, Inc.</b>	2
<b>Aspen II Distributing, Inc.</b>	3
<del><b>Goodson Golf &amp; Utility Cars</b></del> *terminated as of 8/9/18	3
<b>Wofford Truck Parts</b>	3

3. Number of years in business in El Paso, Texas?

<b>Alamo Industries, Inc.</b>	65+
<b>Aspen II Distributing, Inc.</b>	35
<del><b>Goodson Golf &amp; Utility Cars</b></del> *terminated as of 8/9/18	0
<b>Wofford Truck Parts</b>	32

4. Does vendor charge additional fees for work performed outside normal business hours? If yes, please explain.

<b>Alamo Industries, Inc.</b>	No
<b>Aspen II Distributing, Inc.</b>	No
<del><b>Goodson Golf &amp; Utility Cars</b></del> *terminated as of 8/9/18	Unless otherwise agreed upon, overtime hours will be charged.
<b>Wofford Truck Parts</b>	Yes, \$50.00 Call Out After Hours Fee

5. Provide a designated contact person for expedited/emergency work.

<b>Alamo Industries, Inc.</b>	Sergio Rascon
<b>Aspen II Distributing, Inc.</b>	Van Klein (915)727-9880
<del><b>Goodson Golf &amp; Utility Cars</b></del> *terminated as of 8/9/18	TBD
<b>Wofford Truck Parts</b>	Josh Rangel (915)487-3222

6. 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. Will the vendor agree to service other members throughout the period of the contract performance? If not, please explain:

<b>Alamo Industries, Inc.</b>	Yes
<b>Aspen II Distributing, Inc.</b>	No, As a Distributor we must remain in our specified territory of El Paso, TX and Southern New Mexico.
<b><del>Goodson Golf &amp; Utility Cars</del> *terminated as of 8/9/18</b>	Yes
<b>Wofford Truck Parts</b>	Yes

**SPECIAL CONDITIONS, PRICING , AND SERVICES PROVIDED**

- This contract is not assignable to another company without authorization by ESC Region 19 and completion of assignment documents.
- ESC Region 19 reserves the right to negotiate.
- This contract will be for use by ESC Region 19 Purchasing Cooperative members.
- Vendor insurance requirements in this contract will be requested on an individual basis which depends on the aspects of the services offered and if insurance applies based on the services to be completed during this 5-year (60 month) contract.
- This contract award will be the document referred to and no other contracts will be initiated unless ESC Region 19 Purchasing has reviewed and approved.
- This contract will comply with the Federal EDGAR at all times.
- Vendors wishing to partner with ESC Region 19 or other members are encouraged to submit proposals that would benefit both the vendor and/or ESC Region 19 in the best interest of current and future members of ESC Region 19 Allied States Cooperative.

Approved by: \_\_\_\_\_  
 (Dr. Armando Aguirre)  
 (Dr. Armando Aguirre)  
 (Dr. Armando Aguirre)  
 (Dr. Armando Aguirre)

Date: \_\_\_\_\_  
 (July 11, 2017)  
 (May 23, 2019)  
 (May 23, 2020)  
 (April 26, 2021)