

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE: Bus Sales, Parts, Services and Related – ESC Region 19 Allied States Cooperative
RFP NUMBER: 26-7565
RFP OPENING DATE: June 16, 2026
CONTRACT TERM: Date of award until July 31, 2027, with 4 annual extension options.
FUNDING SOURCE: Various
RFP's ISSUED: 11
RESPONSES: 517
ADVERTISEMENT DATES: El Paso Times – May 18, 2026 & May 26, 2026

RECOMMENDED FOR AWARD: **Frontera Radiators & Parts Inc.**
Southwest Bus Sales
Thomas Bus Texas (Thomas Bus Gulf Coast GP, Inc; Thomas Bus Gulf Coast)

TOTAL (estimated) **\$1,000,000.00/year**

EXPLANATIONS:

Award of this solicitation will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Bus Sales, Parts, Services and Related for those procurements made with federal, state or local funds. Evaluation and award recommendation were based on 70% pricing and 30% references. The awarded vendors' pricing and information can be found on the Award Detail spreadsheet. A-Z Bus Texas LLC submitted a proposal however was not considered; vendor is delinquent on reporting and/or administrative fee payment. Buck's Wheel & Equipment Co. and Kindle Fischer Specialty Chemicals submitted a proposal however were not considered; vendors delinquent on reporting and/or administrative fee payment on past contracts. C&A Hydraulic Performance, Cummins Sales and Service, and Southern Tire Mart, LLC. submitted a proposal however were not considered; vendors are already awarded on an existing contract that is a better fit. C&C Industrial Solutions, LLC "no bid" all bid items. RJ Border International Trucks submitted an incomplete proposal and therefore was not considered.

SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Patty Delgado - ESC Region 19

Special Conditions

1. This solicitation is for Bus Sales, Parts, Services and Related.
2. Vendors, if a website is provided as your company's pricelist/catalog, only items/services that fall within the scope of work may be sold/provided under this contract. Any other items/services found in your website that

do not fall within the scope of work, may not be sold/provided under this contract.

3. Members, if an awarded vendor provides their website as their catalog/pricelist, only items/services that fall within the scope of work may be procured under this contract. Any other items/services found in an awarded vendor's website that do not fall within the scope of work, may not be procured and will not be covered under this contract.
4. For bus sales, base model pricing must be provided to include but not limited to base pricing, product descriptions, model/year, specifications, maintenance requirements, warranty options available, factory standard warranties, authorized service agencies by location after the sale, price breaks based on volume purchases, all school bus fees to be charged for any purchase from this contract (except for delivery fees), and any other details and/or costs the ESC Region 19 ASC member may require to make an informed decision. Optional equipment is not to be listed in a base price.
5. Optional equipment is to be priced separately and at standard government pricing. Vendors must submit a complete price list of all optional equipment they are proposing to be considered for award.
6. For parts, vendors must propose a discount from catalog/price list(s) and submit those catalog/price list(s). Vendors should also provide guarantees, warranties, replacement policies, and any other related information, including special supplies or pricing for associated costs. If replacement supplies or parts are part of the Vendor's response, full descriptions and pricing must be provided.
7. For delivery of bus sales, vendors must provide a not to exceed per mile delivery fee.
8. For installation and repair, vendors must provide a not to exceed hourly labor rate.
9. Vendors must be approved by the manufacturer to sell, install, and service the brand of equipment submitted. Vendors must submit an approval letter from each manufacturer to include the regions in which equipment may be sold.
10. Vendors in Texas must have a Franchise Motor Vehicle Dealer Certificate from the Texas Department of Motor Vehicles. If proposing to serve states other than Texas, vendors must have all licenses or certificates, including franchise motor vehicle dealer certificates or licenses required by each state the vendor proposes to serve. Vendors responding to this proposal must submit a copy of their dealer certificate(s) and license(s).

Approved By: _____
Dr. Armando Aguirre

Date: _____
June 29, 2026