PUBLIC SERVICE BOARD MEETING
AGENDA ITEM
REGULAR MEETING

Wednesday, October 09, 2024

SUBJECT

Increase master contract capacity with Border States Industries, Inc.

BACKGROUND

A master contract was issued through the ESC Region 19 Contract No. 22-7434 to Border States Industries, Inc., pursuant to the delegated authority of the President/CEO or designee to issue a master contract with awarded vendors participating in approved cooperative purchasing programs for an estimated annual amount of $500,000. The Public Service Board (PSB) approved the increase to the annual estimated master contract amount of $1,500,000. Additional capacity in the amount of $2,500,000 is needed for the contract with Border States Industries Inc.

Border States Industries, Inc. is the premier authorized distributor for Rockwell Automation in El Paso. EPWater is in the process of replacing hundreds of old Programmable Logic Controllers (PLCs) by standardizing on new Rockwell PLCs, which integrate cleanly into the utility's SCADA system. A PLC is a ruggedized computer used for industrial automation and is the basis of our Operational Technology (OT). They control and unify all the disparate sensors, motors, pumps, flow rate meters, and valves in the utility. Without the replacements, we risk the loss of control of devices and cannot validate the integrity of the data. Border States Electric Supply Inc. is also an electric parts supplier regularly used by other departments.

PRIOR PSB ACTION

On March 13, 2024, the PSB approved an increase to the annual master contract through the cooperative ESC Region 19 Contract No. 24-7434 Maintenance, Repair and Operation (MRO) to Border States Industries, Inc. in the additional annual amount of $1,000,000 for an annual cumulative amount of $1,500,000.

UTILITY KPI ALIGNMENT

Infrastructure Performance

EVALUATION PROCESS

Staff reviewed and evaluated the current contracts and is requesting PSB consideration and approval to increase the capacity of the existing contracts through ESC Region 19 Contract No. 22-7434. Border States Industries, Inc. has historically been reliable, responsive, and qualified local vendors.

FINANCIAL IMPLICATIONS

Sufficient funds are available in various accounts and has been budgeted in FY24-25.

PROPOSED ACTION REQUESTED

Consider and approve an increase in the master contract capacity to Border States Industries, Inc., through the cooperative ESC Region 19 Contract No. 22-7434 Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services by an additional $2,500,000 for a cumulative existing master contract amount of $4,000,000 and authorize the issuance of future master contracts in the estimated annual amount of $4,000,000 for as long as the term of the ESC Region 19 Contract No. 22-7434 is in place.

SUPPORTING DOCUMENTATION PROVIDED

- Contract MC00000512 Border States Industries, Inc.
- ESC Region 19 Contract No. 22-7434 Award Summary

CONTRACT

Dispatch via Print

P.O. BOX 511 El Paso, Texas 79961-0001
Phone: 915.594.5623 Fax: 915.594.5604

Contract ID		Page
MC00000512		1 of 2
Contract Dates	**Payment Terms**	
05/01/2023 to 04/30/2024	NET 30	
Description: 22-7434 Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services		

Supplier 0000000381
BORDER STATES INDUSTRIES INC
8101 Lockheed Dr
El Paso TX 79925

Tax Exempt? Y Tax Exempt ID: 17460035797

Line #	Item Desc	UOM	Amt	Qty	Amt
1	22-7434 Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services	EA	1,500,000.00	1	1,500,000.00

MC00000512 Replaces MC00000302
.....
AWARDED BY THE PSB: NOVEMBER 4, 2020, PER COOPERATIVE RESOLUTION.
.....
PSB AGENCY NO. K0711
PER STATE OF TEXAS REGION 19 ALLIED STATES COOPERATIVE
COOP CONTRACT: 22-7434 Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services
COOP TERM: Date of award until April 30, 2023, with 4 annual extension options through April 30,2027.
Extended by Region 19 until April 30, 2025

Initial YR1: 05/01/2023 to 04/30/2024, $500,000.00 (CD 02/28/23) INCREASE + 1,000,000.00 = 1,500,000.00 (MES 03/13/2024)
.....
ALL INVOICES MUST BE E-MAILED TO:
AccountsPayable@epwater.org
El Paso Water Utilities
ACCOUNTING DEPARTMENT
P.O. Box 511
El Paso, TX 79961
Ph:(915)594-5623

INVOICES MUST INCLUDE THE MASTER CONTRACT NUMBER
.....
REQUESTED BY: Enrique Fuentes/ Martha Barranco

Vendor POC Name: Rito Olivas
Vendor POC Phone: (915) 771-7767
Vendor Email: rolivas@borderstates.com

FOR INFORMATION REGARDING THIS PURCHASE ORDER, PLEASE CONTACT JESUS HERNANDEZ @ (915) 594-5639.
.....
EL PASO WATER STANDARD TERMS AND CONDITIONS WILL PREVAIL
.....
For the duration of this contract and any extension hereof, Contractor shall carry in a solvent company authorized to do business in Texas public liability insurance a) covering Contractor and its employees in the amount of $500,000 and b) for the protection of the general public and the El Paso Water Utilities in the amount of $1,000,000 per occurrence for bodily injury or wrongful death and $1,000,000 per occurrence for property damage. With respect to the above required insurance, the El Paso Water Utilities and its officers and employees shall be named as additional insureds as their interests may appear. The El Paso Water Utilities shall be provided with 30 days advance notice, in writing, of any cancellation or material change. The El Paso Water Utilities shall be provided with certificates of insurance evidencing the above required insurance prior to the commencement of this contract and thereafter with certificates evidencing renewal or replacement of said policies of insurance at least 30 days prior to the expiration or cancellation of any such policies.

PLEASE NOTE:
NO WORK CAN COMMENCE UNTIL A VALID CERTIFICATE OF INSURANCE IS RECEIVED AT THE EL PASO WATER UTILITIES PURCHASING AND CONTRACTS ADMINISTRATION DEPARTMENT.

Notices and Certificates required by this clause shall be provided to:
Purchasing.Info@epwater.org
Rose Guevara
Utility Purchasing & Contracts Manager

03/13/2024

Authorized Signature

CONTRACT

Dispatch via Print

P.O. BOX 511 El Paso, Texas 79961-0001
Phone: 915.594.5623 Fax: 915.594.5604

Contract ID	Page 2 of 2
MC00000512	
Contract Dates	**Payment Terms**
05/01/2023 to 04/30/2024	NET 30
Description:	
22-7434 Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services	

Supplier 0000000381
BORDER STATES INDUSTRIES INC
8101 Lockheed Dr
El Paso TX 79925

Tax Exempt? Y Tax Exempt ID: 17460035797

Line #	Item Desc	UOM	Amt	Qty	Amt

El Paso Water
1154 Hawkins Blvd.
El Paso, Texas 79925

Total Amt: $1,500,000.00

03/13/2024

Authorized Signature

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE:	Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services – ESC Region 19 Allied States Cooperative
RFP NUMBER:	22-7434
RFP OPENING DATE:	March 1, 2022
CONTRACT TERM:	Date of award until April 30, 2023, with 4 annual extension options. **(Extended by Region 19 until April 30, 2024)** **(Extended by Region 19 until April 30, 2025)**
FUNDING SOURCE:	Various
RFP's ISSUED:	1,458
RESPONSES:	93
ADVERTISEMENT DATES:	El Paso Times – January 31, 2022 & February 7, 2022

RECOMMENDED FOR AWARD:

ABM Building Services, LLC (ABM Industries Incorporated)
Accents and Accessories (Stella Hasegawa)
ACO Remodeling & Construction, Inc.
All Trades Electrical Contractors Inc. (HUB)
~~**American Refrigeration Supplies, Inc.**~~ *updated 12/1/2023
AmeriChoice Construction LLC
Baker Glass Co Inc
Beltran Electrical Contractor
Border States Electric Supply (Border States Industries, Inc.) (Chapman Metering)
Burman Construction, LLC
C.L. North Company (Keltic Inc. dba C.L. North Company)
CED-El Paso (Consolidated Electrical Distributors)
Chemsearch, a division of NCH Corporation
Cleaver Brooks Sales and Service
Complete Parking Lot Solutions LLC (HUB)
Continental Flooring Company
Control and Equipment Company (Control & Equipment Company of El Paso, Inc.)
Copper State Bolt and Nut
DA Defense Logistics HQ
Desert Contracting
Desert Drywall Inc.
Desert Electrical Supply, Inc.
DH Pace (D.H. Pace Company, Inc.)
Drive Auto Collision (Alfredo Rios)
El Paso Bolt & Screw Co., Inc
El Paso Tinting 2 LLC (Luis A. Marquez)
Electric Supply Source (SS Electric)
Epic Solar Control
ESA Construction Inc.
Exodo Industrial, LP. *updated 1/10/2024
~~**Fastsigns (Love Ewe Inc.)**~~*updated 8/18/22
Frank's Supply Company, Inc
G&E Industial Supplies, Inc.
GAP Air Conditioning and Heating (Gutierrez Moctezuma and Associates LLC)

GermBlast (Infection Controls, Inc.) (HUB)
Gilbert's Plumbing Services (Gilbert Hernandez)
Global Sales and Services Inc
Grass Masters LLC DBA Global Maven Enterprises, LLC
H.A. Gray & Associates
Harrington Industrial Plastics
Holts Mechanical Ltd
Innovation Floors
Ketner Enterprises of El Paso LLC dba Johnstone Supply of El Paso
Ketner Enterprises of Las Cruces, LLC dba Johnstone Supply Las Cruces (Ketner Enterprises of Las Cruces, LLC)
Lawson Products, Inc.
M Squared Electric
Marks Plumbing Parts (John W Gasparini Inc)
MasterServ Inc (AAA MasterServ Inc)
Nova Safety Products, Inc.
One Stop Glass
PC Automated Controls, Inc.
Phoenix General Contractors, LLC
PSI Bearing and Hydraulic Service LLC
Qannex Corp.
Quality Commercial Services (James Lopez)
Roto-Rooter (CDM Plumbing Inc)
~~**RTC Inc**~~ **Mobile Communications America Inc.** (updated 2/7/24)
Saucedo Lock Co. (DACAMA LLC)
Shelby Distributions Inc. (Express Office Products)
Southern Tire Mart, LLC
Southwest Decor El Paso Corp
Southwest Water Supplies and Services (Alejandro Franco)
Summit Electric Supply
Sun City Communications, LLC (HUB)
Sun City Winnelson Co.
SWIFCO (Southwestern Industrial Fasteners)
Tarkett USA Inc.
Technical Building Services (JiVG Enterprises LLC)
The Carpet Pile of Texas, Inc
The Sherwin-Williams Company
Three O Machine Shop, Inc (Felix Sanchez)
Total Maintenance Solutions (TMS-SOUTH)
Trane U.S. Inc
Triple-S Janitorial Supplies (Third Gen LLC)
Unipak Corp.
Veliz Construction (Veliz Company, LLC)
Volter Electrical (Volter Electrical Construction Corp.)
Westside Welding Inc
Winston Water Cooler (Winston Water Cooler of Las Cruces, LTD)
Winsupply El Paso TX (Winsupply El Paso TX Co.)
Winsupply S El Paso TX Co.
Wisco Supply, Inc.
Wyler Industrial Works Inc

TOTAL (estimated) **$500,000,000.00/year**

EXPLANATIONS:

Award of this solicitation will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Maintenance, Repair and Operation (MRO) Equipment, Supplies, Materials and Services for those procurements made with federal, state or local funds. Evaluation and award recommendation were based on 70% pricing and services/qualifications and 30% references. Amps Ratings Powers Services Corp and Pride General Contractors LLC submitted a "No Bid" response. Agiliti Health, Inc, HPS Audio and Video, Kindle Fischer Specialty Chemicals, RevIVe Medical, PLLC, and Spectrum Paper Co., Inc. submitted a proposal however were not considered; vendors do not meet the scope of work. APIC Solutions, Inc submitted a proposal however was not considered; vendor is already awarded on an existing contract. JSR Construction & Remodeling LLC (Jesus Rodriguez) submitted a proposal however was not considered; vendor did not provide pricing as per the bid requirements. Quality Commercial Services (James Lopez) originally submitted under the name Sea Creatures; however, the name was amended after supporting documentation was submitted. Spectrum Floors Inc (Innovation Floors) withdrew their submittal. American Refrigeration Supplies, Inc. was removed from award as they were awarded on a supplemental RFP #23-7457. The awarded vendors' pricing and information can be found on the Award Detail spreadsheet.

SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Renae Lawrence - ESC Region 19

Special Conditions

1. This solicitation is to include but not limited to: abrasives, soldering and welding, building facilities supplies, electrical lighting, motors and power transmission, drills, reamers, counter bores, dies and taps, fasteners, adhesives and hardware, hand tools, lumber and specialty woods, material handling, storage, packaging, measuring instruments, threaded piping, pumps, paint, ballasts, batteries, computer duct (wire mold), conduit boxes, conduit (EMC, IMC, FLEX, PVC), conduit fittings, lamps (incandescent, fluorescent, HID, miniature), lighting fixtures, power controls (contractors, relay, starters, pushbuttons), power distribution (load centers, disconnectors, breakers), wire, wire connectors (wire nuts), wiring devices, HVAC/refrigeration systems, equipment, parts, supplies, services, swamp cooler/refrigerated AC units, commercial gas water heaters, plumbing parts and accessories, water coolers and parts, plumbing faucets, fixtures and parts, floats, vacuum breakers, relief valves, toilets, wash basins, urinals, washers, couplings, clamps, bolts, piping, tubing, fittings, valves, floor surface and wall coverings such as carpet, laminate, linoleum, tile and related, clear laminated safety glass, clear plate glass, glass solexia, grey laminated glass, wire glass, channel aluminum screen, screen corners, screen wire, spline, J-bar deep pocket, and related equipment, supplies, tools, etc.

2. This proposal will identify primary suppliers for various maintenance, repair, and operations equipment, supplies, and materials to be purchased on an as needed basis during the contract term for transportation, building facilities, and other equipment used.

3. This solicitation will cover small skilled labor projects. It is not intended to be utilized as a multi-discipline contract. Vendors can only do the services for which they are awarded. Services are to include but not limited to installation, removal, repair, consultation, and measurement. Disciplines include but are not

limited to carpet, tile, glass, electrical, heating ventilation and cooling (HVAC), plumbing, welding, carpentry, masonry, and painting.

4. Please note that if catalog(s) require different discounts, please provide the minimum discount offered for all catalogs or items. Ranges are not allowed in the system.

5. No proposals tied to catalogs will be considered unless accompanied with a current catalog.

6. ESC Region 19 Allied States Cooperative understand catalogs change routinely. Updated catalogs are required to be submitted for approval. All discounts must remain the same as awarded.

7. Vendor agrees that pricing discounts submitted are the best pricing based on the criteria and that if seasonal and special promotion pricing exceed the bid pricing, the vendor will honor the lower pricing.

8. Exclusive, proprietary, or sole source supplies and goods should be so noted in vendor's response for evaluation purposes. Proof of copyrights and patents should be submitted with proposals; however, no sole sources will be considered for purchases from this contract unless it is included with the original RFP.

9. Contractor shall furnish all personnel, material, parts, equipment, and tools necessary to complete the project and pricing for those services shall be included in the proposal.

10. Vendor may be required to provide a payment and/or performance bond to member. Bonding and permits are a pass-through cost and should be itemized on the quote.

11. Vendor shall provide verification that product meets minimum recommendations based on industry standards, if requested by member.

12. All installation of products offered through this solicitation must be performed by a properly licensed and bonded (when necessary) installer authorized by the manufacturer. All installers authorized by the manufacturer must be in good standing with the state and its political subdivisions.

13. Product shall be installed as specified by the manufacturer. Clean up will be on a daily basis and the worksite will be returned to original and safe condition upon completion of the work, free of rubbish, wrappings, debris, trimmings, soda cans, and other peripheral trash.

14. This contract will NOT cover asbestos removal. Member is responsible for ensuring area is free from environmental contaminants.

15. Vendor must be able to provide licensing or employee credentials to member upon request.

Approved By: _____	**Date: _____**
Dr. Armando Aguirre	**April 5, 2022**
Dr. Armando Aguirre	**February 1, 2023**
Dr. Armando Aguirre	**January 23, 2024**