

**CYPRESS**  **FAIRBANKS**  
INDEPENDENT SCHOOL DISTRICT  
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**To:** Kay Alarcon  
Assistant Director of Procurement Services

**From:** Jasmine Alzate  
Procurement Coordinator

**Date:** December 13, 2021

**Re:** Interior/Exterior Identification Signage  
Annual Contract #22-01-5212R-IB

The bids were received and opened at 3:00 p.m., Tuesday, December 7, 2021 as specified in documents concerning **Annual Contract #22-01-5212R-IB Interior/Exterior Identification Signage**. The bids received are located on pages 2-6.

<sup>a</sup> Award based on overall best value to the District

**Recommendation:** South Texas Graphic Specialties, Inc.

**Funding:** M & O Funds

**Estimated Expenditure:** \$25,000.00

**Contract Term:** January 1, 2022 - December 31, 2022

**Renewals:** 2 Years

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**Line 1 INTERIOR SIGNS (MATERIALS & LABOR, INCLUDING INSTALLATION)****Line 2 Restroom Signs (Type 1); Size: 7-1/2" x 7-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$58.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$72.44

**Line 3 Restroom Signs (Type 2); Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$58.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$73.41

**Line 4 Restroom Signs (Type 3); Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$58.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$73.41

**Line 5 Restroom Signs (Type 4); Size: 10" x 10"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$62.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$105.68

**Line 6 Restroom Signs (Type 5) (Berry Center); Size: 10" x 10"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$62.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$112.54

**Line 7 Restroom Signs (Type 6); Size: 10" x 10"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$62.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$82.70

**Line 8 Room Identification Signs; Size: 6-1/2" x 6-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$53.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$56.53

**Line 9 Room Identification Signs; Size: 6-1/2" x 6-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$53.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$56.53

**Line 10 Room Identification Signs; Size: 6-1/2" x 6-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$53.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$63.78

**Line 11 Room Identification Signs; Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$58.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$73.41

**Line 12 Room Identification Signs; Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b>South Texas Graphic Specialties, Inc.</b>	1	Each	<b>\$58.00<sup>a</sup></b>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$98.23

**Line 13 Room Identification Signs; Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$58.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$83.60

**Line 14 Room Identification Signs; Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$58.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$83.60

**Line 15 Administration Signs; Size: 6-1/2" x 6-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$53.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$63.78

**Line 16 DIRECTIONAL SIGNS****Line 17 Size: 12" x 18"; Copy: 3/4" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$127.71
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$145.00</u></b> <sup>a</sup>

**Line 18 Size: 14" x 18"; Copy: 3/4" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$139.48
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$155.00</u></b> <sup>a</sup>

**Line 19 Size: 10-1/2" x 7-1/2"; Copy: 1" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$82.49
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$86.00</u></b> <sup>a</sup>

**Line 20 Size: 12" x 18"; Copy: 1" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$130.06
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$145.00</u></b> <sup>a</sup>

**Line 21 Size: 14" x 18"; Copy: 1" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$139.48
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$155.00</u></b> <sup>a</sup>

**Line 22 Size: 7 " H x 21" W; Copy: 3" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$107.93
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$165.00</u></b> <sup>a</sup>

**Line 23 Magnetic Signs; Size: 18" H x 21" W**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$68.31
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$150.00</u></b> <sup>a</sup>

**Line 24 SIGNAGE BACKER PLATES****Line 25 Size: 6-1/2" x 6-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$6.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$21.71

**Line 26 Size: 8" x 8"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$8.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$21.71

**Line 27 Size: 12" x 18"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$10.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$30.05

**Line 28 Size: 14" x 18"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$12.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$31.78

**Line 29 Size: 7-1/4" x 14-1/2"**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$12.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$24.74

**Line 30 COLOR****Line 31 One Color (Standard)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$0.00

**Line 32 One Color (Custom)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$0.00

**Line 33 Two Colors with Demarcation Line (Standard)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$10.19

**Line 34 Two Colors with Demarcation Line (Custom)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$10.19

**Line 35 Two Colors without Demarcation Line (Standard)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$0.00

**Line 36 Two Colors without Demarcation Line (Custom)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$0.00

**Line 37 EXTERIOR SIGNS (MATERIALS & LABOR, INCLUDING INSTALLATION)**

**Line 38 Cast Aluminum - 6" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$55.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$59.13

**Line 39 Acrylic - 6" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$26.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$26.50

**Line 40 Cast Aluminum - 8" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$69.66
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$72.00</u></b> <sup>a</sup>

**Line 41 Acrylic - 8" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$34.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$40.93

**Line 42 Cast Aluminum - 10" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$86.82
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$92.00</u></b> <sup>a</sup>

**Line 43 Acrylic - 10" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$43.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$49.40

**Line 44 Cast Aluminum - 12" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$101.12
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$108.00</u></b> <sup>a</sup>

**Line 45 Acrylic - 12" high**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$56.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$59.13

**Line 46 COLOR**

**Line 47 One Color (Standard)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$0.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$25.00

**Line 48 One Color (Custom)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$25.00</u></b> <sup>a</sup>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$25.00

**Line 49 Manufacturer(s) aluminum and acrylic are sourced from for lines 38-45**

<u>SUPPLIER</u>	<u>MANUFACTURER(S)</u>
Erno Industries, Inc. DBA: Express Signs International	Industrial Metal Supply company and Calsak Plastics
<b><u>South Texas Graphic Specialties, Inc.</u></b>	<b><u>Acrylic - South Texas Graphic / Cast - Gemini</u></b> <sup>a</sup>

**Line 50 Boom Lift (cost for installations over fifteen (15) feet)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$330.00
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$1,500.00</u></b> <sup>a</sup>

**Line 51 Scissor Lift (cost for installations over fifteen (15) feet)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>UNIT PRICE</u>
Erno Industries, Inc. DBA: Express Signs International	1	Each	\$330.00
<b><u>South Texas Graphic Specialties, Inc.</u></b>	1	Each	<b><u>\$950.00</u></b> <sup>a</sup>