



**To:** Bill Powell  
Assistant Superintendent for Support Services

**From:** Jennifer Chiu  
Director of Procurement Services

**Date:** November 11, 2020

**Re:** Metal Fabrication and Repair Service  
Annual Contract #21-01-6720R-RFP

The following proposals were received and opened at 3:00 p.m., Wednesday, October 21, 2020 as advertised and specified in documents concerning **Annual Contract #21-01-6720R-RFP Metal Fabrication and Repair Service**. The proposals received are located on pages 2-7.

- <sup>a</sup> Primary vendor award.
- <sup>b</sup> Secondary vendor award.
- <sup>c</sup> Bidding error.
- <sup>d</sup> No award.

**Recommendation:** Northstar Industries (Main Marine)  
Sani-Weld, Inc.

**Funding:** M & O Funds

**Estimated Expenditure:** \$100,000.00

**Contract Term:** January 1, 2021 - December 31, 2021

**Renewal:** 2 Years

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**EVALUATIONS MATRIX**  
**RFP - Request for Proposal**  
**Cypress-Fairbanks Independent School District**

**21-01-6720R-RFP Metal Fabrication and Repair Service**

Instructions and directions for completing RFP Evaluation Matrix

1. Please enter your name on each evaluation sheet, and on the summary sheet on the line provided.
2. Each Respondent is to be scored by the following scale:  
  
*5.0 to 4.5 = Exceptional, exceeds and fully meets all requirements*  
*4.4 to 3.5 = Advantageous, exceeds some requirements*  
*3.4 to 2.5 = Meets minimal requirements*  
*2.4 to 1.5 = Addresses most of the minimal requirements*  
*1.4 to 1.0 = Addresses part of minimal requirements*
3. Please enter your point (shown above) for each criterion being evaluated.

**7.0 Evaluation Criteria and Award** – In evaluating qualified proposals, the following considerations will be taken into account for award recommendations:

- 7.1 the purchase price; (30%)
- 7.2 the reputation of the vendor and of the vendor's goods or services; (25%)
- 7.3 the quality of the vendor's goods or services; (25%)
- 7.4 the extent to which the goods or services meet the needs of the District; (25%)
- 7.5 the vendor's past relationship with the District; (5%)
- 7.6 the long-term cost to the District to acquire the vendor's goods or services; (0%)
- 7.7 for a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state; (0%)
- 7.8 any other relevant factor specifically listed in the request for bid or proposal. (0%)

**21-01-6720R-RFP Metal Fabrication and Repair Service**

<b>Company/Vendor Name</b>
Northstar Industries (Main Marine)
Sani-Weld, Inc.
Seal Tex (CNP Seal Tex)
Service Squads

**21-01-6720R-RFP Metal Fabrication and Repair Service**

**TEAM SCORE SUMMARY**

Company/Vendor Name	Evaluator 1	Evaluator 2	Average Score	Ranking
<b>Northstar Industries (Main Marine)</b>	73.50	65.50	<b>69.50</b>	<b>2</b>
<b>Sani-Weld, Inc.</b>	82.90	82.90	<b>82.90</b>	<b>1</b>
Seal Tex (CNP Seal Tex)	52.92	29.92	41.42	3
Service Squads	45.00	15.00	30.00	4

Evaluation Committee Recommends:

Primary Vendor	a
Secondary Vendor	b

**RESPONDENT SUMMARY**

**21-01-6720R-RFP Metal Fabrication and Repair Service**

Evaluator 1

Company/Vendor Name:	The purchase price	The reputation of the Proposer and of the Proposer's goods and services	The quality of the Proposer's goods or services	The suitability for the intended use	The vendor's past relationship with the District	Total
Northstar Industries (Main Marine)	30.00	13.50	15.00	15.00	0.00	73.50
Sani-Weld, Inc.	14.40	13.50	25.00	25.00	5.00	82.90
Seal Tex (CNP Seal Tex)	10.32	12.60	15.00	15.00	0.00	52.92
Service Squads	15.00	0.00	15.00	15.00	0.00	45.00

**RESPONDENT SUMMARY**

**21-01-6720R-RFP Metal Fabrication and Repair Service**

Evaluator 2

Company/Vendor Name:	The purchase price	The reputation of the Proposer and of the Proposer's goods and services	The quality of the Proposer's goods or services	The suitability for the intended use	The vendor's past relationship with the District	Total
Northstar Industries (Main Marine)	30.00	13.50	10.00	12.00	0.00	65.50
Sani-Weld, Inc.	14.40	13.50	25.00	25.00	5.00	82.90
Seal Tex (CNP Seal Tex)	10.32	12.60	7.00	0.00	0.00	29.92
Service Squads	15.00	0.00	0.00	0.00	0.00	15.00

**Line 1 Repair Service Pricing - regular time labor - field serviceman**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$75.00</b> <sup>b</sup>
Seal Tex (CNP Seal Tex)	1	Hour	\$95.00
Service Squads	1	Hour	\$95.00
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$100.00</b> <sup>a</sup>

**Line 2 Repair Service Pricing - regular time labor - helpers**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$45.00</b> <sup>b</sup>
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$50.00</b> <sup>a</sup>
Service Squads	1	Hour	\$65.00
Seal Tex (CNP Seal Tex)	1	Hour	\$95.00

**Line 3 Repair Service Pricing - additional or miscellaneous charges**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$0.00</b> <sup>b</sup>
Seal Tex (CNP Seal Tex)	1	Hour	\$50.00
Service Squads	1	Hour	\$65.00
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$100.00</b> <sup>a</sup>

**Line 4 Repair Service Pricing - overtime labor - field serviceman**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$112.50</b> <sup>b</sup>
Seal Tex (CNP Seal Tex)	1	Hour	\$125.00
Service Squads	1	Hour	\$125.00
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$150.00</b> <sup>a</sup>

**Line 5 Repair Service Pricing - overtime labor - helpers**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$67.50</b> <sup>b</sup>
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$75.00</b> <sup>a</sup>
Service Squads	1	Hour	\$85.00
Seal Tex (CNP Seal Tex)	1	Hour	\$125.00

**Line 6 Repair Service Pricing - overtime hour for additional or miscellaneous charges**

SUPPLIER	QTY	UOM	PRICE
<b>Northstar Industries (Main Marine)</b>	1	Hour	<b>\$0.00</b> <sup>b</sup>
Seal Tex (CNP Seal Tex)	1	Hour	\$0.00 <sup>c</sup>
Service Squads	1	Hour	\$85.00
<b>Sani-Weld, Inc.</b>	1	Hour	<b>\$150.00</b> <sup>a</sup>

**Line 7 PER MILE. Describe how mileage is computed.**

SUPPLIER	QTY	UOM	PRICE
<b>Sani-Weld, Inc.</b>	1	Trip Charge	<b>\$0.00</b> <sup>a</sup>
Seal Tex (CNP Seal Tex)	1	Trip Charge	\$0.00
<b>Northstar Industries (Main Marine)</b>	1	Trip Charge	<b>\$0.55</b> <sup>b</sup>

Billing time figured based on when truck leaves & when it returns to facility. Included in overall project cost.

<sup>d</sup> **Line 8 PER JOB. Describe how charge is computed. (See Line 7)**

SUPPLIER	QTY	UOM	PRICE
Northstar Industries (Main Marine)	1	Trip Charge	\$0.00
Seal Tex (CNP Seal Tex)	1	Trip Charge	\$35.00
Service Squads	1	Trip Charge	\$75.00

\$35 trip charge on each visit for completed work orders only. No trip charge for quotes. Up to 50 Mile Radius

**Line 9 Materials supplied by contractor will be billed at a % markup from manufacturer's list price.**

SUPPLIER	Percent Markup
Seal Tex (CNP Seal Tex)	0.0% <sup>c</sup>
<b>Northstar Industries (Main Marine)</b>	<b>15.0%</b> <sup>b</sup>
Service Squads	20.0%
<b>Sani-Weld, Inc.</b>	<b>30.0%</b> <sup>a</sup>