



Region One Education Service Center

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Daniel P. King, Ph.D.
Executive Director

TO: Region One Purchasing Cooperative Members

FROM: America Retana, Purchasing Cooperative Buyer

SUBJECT: **Region One Purchasing Cooperative Promotional Merchandise and Services RFP 20-AGENCY-000083, Extension 3 of 3 – Addendum #3**

DATE: April 18, 2023

This request for proposal (RFP) allows Region One Purchasing Cooperative (ROPC) members the opportunity to contract with qualified vendors to provide promotional merchandise and services products and/or services that includes, but not limited to: shirts, jackets, headwear, pins, plaques, cups, mugs, pens, bags, embroidery, silk-screening, imprint, customized logos, and related goods and/or services within the scope of this RFP. Item descriptions, specifications and/or technical requirements and estimated quantities and pricing, and/or price lists and/or catalogs have been provided by each vendor enclosed. ROPC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. Cooperative members are responsible for the selection of goods and/or services available to meet their needs.

On June 3, 2020 the Region One ESC Purchasing Department received seventeen (17) responses to ROPC Promotional Merchandise and Services RFP 20-AGENCY-000083.

On August 20, 2020 the Region One ESC Board of Directors met to review and approve the recommendations of the ROPC, acting on behalf of its members, for award of Promotional Merchandise and Services RFP 20-AGENCY-000083, effective August 20, 2020 through August 31, 2021 with the option to extend up to three (3) additional one-year periods if all parties are in agreement. Proposals were evaluated to select the best qualified vendor based on the established criteria. Seventeen (17) vendors were recommended for award. Vendors were recommended for award based on complete proposal submissions received, including pricing and services that best meet the needs of the cooperative members.

On June 22, 2021 the Region One ESC Board of Directors met to review and approve Extension 1 of 3, of the ROPC Promotional Merchandise and Services RFP 20-AGENCY-000083, effective September 1, 2021 through August 31, 2022, with two (2) one-year extension terms if all parties are in agreement. Seventeen (17) vendors were awarded.

On May 19, 2022 the Region One ESC Board of Directors met to review and approve Extension 2 of 3, of the ROPC Promotional Merchandise and Services RFP 20-AGENCY-000083, effective September 1, 2022 through August 31, 2023 with the option to extend up to one (1) additional one-year period if all parties are in agreement.

On April 18, 2023 the Region One ESC Board of Directors met to review and approve Extension 3 of 3, of the ROPC Promotional Merchandise and Services RFP 20-AGENCY-000083, effective September 1, 2023 through August 31, 2024 with no additional extension options. Two (2) vendors, Partners in Education Solutions LLC previously Christopher T. Lopez dba **Partners in Education Fundraising – El Paso, TX** and Taylor Corporation dba **Curtis 1000, Inc. – Duluth, GA**, did not wish to extend the contract, and have been removed as awarded vendors under this contract.

The Fifteen (15) vendors below were awarded:

- **4Imprint, Inc. – Oshkosh, WI;**
- **Martha Jane Miller/Marketing Concepts Unlimited dba ABC Custom Advertising – McAllen, TX;**
- **Patricia Garcia dba Ace Promotions – San Benito, TX;**
- **David & Sherri Doyle dba AMC Promotional Products – Orlando, FL;**
- **Anchorage Medical Equipment & Supplies dba Anchorage Unlimited – Grand Prairie, TX;**
- **Big Hit Productions, Inc. dba Big Hit Creative Group – Garland, TX;**
- **International Apparel Warehouse, Inc. dba Duratex Apparel – Pharr, TX;**
- **Elite Promotions – Brownsville, TX;**
- **Groggy Dog Sportswear & Graphic Design, LLC – Denton, TX;**

- **High End Advertising** – Mission, TX;
- **KC Ad Specialties, Inc.** – McAllen, TX;
- **Kubo Print** – Weslaco, TX;
- **Salvador Trey Gonzalez dba LAMAC** – McAllen, TX;
- **Horizon Total Source, Inc. dba Proforma Horizon Total Source** – Tyler, TX;
- **Lugra Incorporated dba Specialty Advertisers** – Brownsville, TX.

Please note the following addenda to the ROPC Promotional Merchandise and Services RFP 20-AGENCY-000083-E3:

Bid Item #	Correction/Change:
1	Groggy Dog Sportswear & Graphic Design: Price change from \$37.15 to \$39.00. Specialty Advertisers: Price change from \$30.99 to \$32.99.
2	Groggy Dog Sportswear & Graphic Design: Price change from \$38.55 to \$41.00. Specialty Advertisers: Price change from \$31.99 to \$34.99.
3	Groggy Dog Sportswear & Graphic Design: Price change from \$41.40 to \$43.00. Specialty Advertisers: Price change from \$34.10 to \$35.99.
4	Groggy Dog Sportswear & Graphic Design: Price change from \$42.85 to \$45.00. Specialty Advertisers: Price change from \$35.50 to \$36.99.
5	Groggy Dog Sportswear & Graphic Design: Price change from \$37.15 to \$39.00. Specialty Advertisers: Price change from \$30.99 to \$32.99.
6	Groggy Dog Sportswear & Graphic Design: Price change from \$38.55 to \$41.00. Specialty Advertisers: Price change from \$31.99 to \$34.99.
7	Groggy Dog Sportswear & Graphic Design: Price change from \$41.40 to \$43.00. Specialty Advertisers: Price change from \$34.10 to \$35.99.
8	Groggy Dog Sportswear & Graphic Design: Price change from \$42.85 to \$45.00. Specialty Advertisers: Price change from \$35.50 to \$36.99.
9	Groggy Dog Sportswear & Graphic Design: Price change from \$21.40 to \$23.00. Specialty Advertisers: Price change from \$17.99 to \$19.99.
10	Groggy Dog Sportswear & Graphic Design: Price change from \$22.85 to \$25.00. Specialty Advertisers: Price change from \$18.99 to \$21.99.
11	Groggy Dog Sportswear & Graphic Design: Price change from \$25.70 to \$28.00. Specialty Advertisers: Price change from \$21.50 to \$22.99.
12	Groggy Dog Sportswear & Graphic Design: Price change from \$27.15 to \$29.00. Specialty Advertisers: Price change from \$22.50 to \$23.99.
13	Groggy Dog Sportswear & Graphic Design: Price change from \$17.15 to \$19.00. Specialty Advertisers: Price change from \$17.99 to \$19.99.
14	Groggy Dog Sportswear & Graphic Design: Price change from \$18.55 to \$21.00. Specialty Advertisers: Price change from \$18.99 to \$21.99.
15	Groggy Dog Sportswear & Graphic Design: Price change from \$21.40 to \$23.00. Specialty Advertisers: Price change from \$21.50 to \$22.99.
16	Groggy Dog Sportswear & Graphic Design: Price change from \$22.85 to \$25.00. Specialty Advertisers: Price change from \$22.50 to \$23.99.
17	Groggy Dog Sportswear & Graphic Design: Price change from \$13.55 to \$16.00. Specialty Advertisers: Price change from \$14.99 to \$15.99.
18	Groggy Dog Sportswear & Graphic Design: Price change from \$16.40 to \$18.00. Specialty Advertisers: Price change from \$15.99 to \$16.99.
19	Groggy Dog Sportswear & Graphic Design: Price change from \$16.40 to \$18.00. Specialty Advertisers: Price change from \$17.99 to \$16.99.
20	Groggy Dog Sportswear & Graphic Design: Price change from \$16.40 to \$18.00.
21	Groggy Dog Sportswear & Graphic Design: Price change from \$16.40 to \$18.00.
22	Groggy Dog Sportswear & Graphic Design: Price change from \$16.40 to \$18.00.
23	Groggy Dog Sportswear & Graphic Design: Price change from \$18.55 to \$21.00. Specialty Advertisers: Price change from \$15.50 to \$17.25.
24	Groggy Dog Sportswear & Graphic Design: Price change from \$19.95 to \$22.00. Specialty Advertisers: Price change from \$16.50 to \$19.25.
25	Groggy Dog Sportswear & Graphic Design: Price change from \$22.85 to \$25.00. Specialty Advertisers: Price change from \$18.99 to \$20.25.

26	Groggy Dog Sportswear & Graphic Design: Price change from \$24.25 to \$26.00. Specialty Advertisers: Price change from \$19.99 to \$21.25.
27	Specialty Advertisers: Price change from \$15.50 to \$17.25.
28	Specialty Advertisers: Price change from \$16.50 to \$19.25.
29	Specialty Advertisers: Price change from \$18.99 to \$20.25.
30	Specialty Advertisers: Price change from \$19.99 to \$21.25.
31	Groggy Dog Sportswear & Graphic Design: Price change from \$12.85 to \$15.00. Specialty Advertisers: Price change from \$16.50 to \$17.50.
32	Groggy Dog Sportswear & Graphic Design: Price change from \$14.25 to \$16.00. Specialty Advertisers: Price change from \$18.00 to \$19.50.
33	Groggy Dog Sportswear & Graphic Design: Price change from \$17.15 to \$19.00. Specialty Advertisers: Price change from \$20.00 to \$20.50.
34	Groggy Dog Sportswear & Graphic Design: Price change from \$18.55 to \$21.00.
35	Groggy Dog Sportswear & Graphic Design: Price change from \$12.85 to \$15.00. Specialty Advertisers: Price change from \$16.50 to \$17.50.
36	Groggy Dog Sportswear & Graphic Design: Price change from \$14.25 to \$16.00. Specialty Advertisers: Price change from \$18.00 to \$19.50.
37	Groggy Dog Sportswear & Graphic Design: Price change from \$17.15 to \$19.00. Specialty Advertisers: Price change from \$20.00 to \$20.50.
38	Groggy Dog Sportswear & Graphic Design: Price change from \$18.55 to \$21.00.
39	Groggy Dog Sportswear & Graphic Design: Price change from \$19.95 to \$22.00. Specialty Advertisers: Price change from \$16.50 to \$19.00.
40	Groggy Dog Sportswear & Graphic Design: Price change from \$21.40 to \$23.00. Specialty Advertisers: Price change from \$18.00 to \$21.00.
41	Groggy Dog Sportswear & Graphic Design: Price change from \$24.25 to \$26.00. Specialty Advertisers: Price change from \$20.00 to \$22.00.
42	Groggy Dog Sportswear & Graphic Design: Price change from \$25.70 to \$28.00. Specialty Advertisers: Price change from \$21.50 to \$23.00.
43	Groggy Dog Sportswear & Graphic Design: Price change from \$19.95 to \$22.00. Specialty Advertisers: Price change from \$16.50 to \$19.00.
44	Groggy Dog Sportswear & Graphic Design: Price change from \$21.40 to \$23.00. Specialty Advertisers: Price change from \$18.00 to \$21.00.
45	Groggy Dog Sportswear & Graphic Design: Price change from \$24.25 to \$26.00. Specialty Advertisers: Price change from \$20.00 to \$22.00.
46	Groggy Dog Sportswear & Graphic Design: Price change from \$25.70 to \$28.00. Specialty Advertisers: Price change from \$21.50 to \$23.00.
47	Groggy Dog Sportswear & Graphic Design: Price change from \$4.40 to \$5.40. Specialty Advertisers: Price change from \$3.70 to \$4.99.
48	Groggy Dog Sportswear & Graphic Design: Price change from \$5.85 to \$7.00. Specialty Advertisers: Price change from \$4.90 to \$6.99.
49	Groggy Dog Sportswear & Graphic Design: Price change from \$6.60 to \$8.00. Specialty Advertisers: Price change from \$5.50 to \$7.99.
50	Groggy Dog Sportswear & Graphic Design: Price change from \$7.30 to \$8.00. Specialty Advertisers: Price change from \$6.00 to \$8.50.
51	Groggy Dog Sportswear & Graphic Design: Price change from \$4.80 to \$6.00. Specialty Advertisers: Price change from \$3.99 to \$5.00.
52	Groggy Dog Sportswear & Graphic Design: Price change from \$6.25 to \$7.00. Specialty Advertisers: Price change from \$5.16 to \$6.00.
53	Groggy Dog Sportswear & Graphic Design: Price change from \$7.00 to \$8.00. Specialty Advertisers: Price change from \$5.75 to \$7.00.
54	Groggy Dog Sportswear & Graphic Design: Price change from \$7.75 to \$9.00. Specialty Advertisers: Price change from \$6.50 to \$8.00.
55	Groggy Dog Sportswear & Graphic Design: Price change from \$5.20 to \$6.00. Specialty Advertisers: Price change from \$4.10 to \$5.25.
56	Groggy Dog Sportswear & Graphic Design: Price change from \$6.48 to \$7.00. Specialty Advertisers: Price change from \$5.75 to \$6.25.
57	Groggy Dog Sportswear & Graphic Design: Price change from \$8.32 to \$9.00. Specialty Advertisers: Price change from \$7.35 to \$7.25.
58	Groggy Dog Sportswear & Graphic Design: Price change from \$10.00 to \$11.00. Specialty Advertisers: Price change from \$8.99 to \$7.75.

59	Groggy Dog Sportswear & Graphic Design: Price change from \$9.25 to \$10.00. Specialty Advertisers: Price change from \$3.82 to \$5.75.
60	Groggy Dog Sportswear & Graphic Design: Price change from \$2.70 to \$4.00. Specialty Advertisers: Price change from \$2.06 to \$2.75.
61	Groggy Dog Sportswear & Graphic Design: Price change from \$2.09 to \$3.00. Specialty Advertisers: Price change from \$1.19 to \$2.29.
62	Specialty Advertisers: Price change from \$1.41 to \$2.25.
63	Groggy Dog Sportswear & Graphic Design: Price change from \$6.50 to \$8.00.
64	Specialty Advertisers: Price change from \$0.36 to \$1.19.
65	Groggy Dog Sportswear & Graphic Design: Price change from \$45.00 to \$47.00. Specialty Advertisers: Price change from \$110.00 to \$118.00.
66	Groggy Dog Sportswear & Graphic Design: Price change from \$1.65 to \$3.00.
67	Groggy Dog Sportswear & Graphic Design: Price change from \$4.27 to \$5.00. Specialty Advertisers: Price change from \$3.99 to \$4.25.
68	Specialty Advertisers: Price change from \$3.79 to \$3.99.
69	Groggy Dog Sportswear & Graphic Design: Price change from \$6.39 to \$7.00.
70	Specialty Advertisers: Price change from \$2.99 to \$3.50.
71	Groggy Dog Sportswear & Graphic Design: Price change from \$2.40 to \$3.00. Specialty Advertisers: Price change from \$1.19 to \$1.80.
72	Groggy Dog Sportswear & Graphic Design: Price change from \$6.60 to \$8.00. Specialty Advertisers: Price change from \$4.99 to \$5.65.
74	Groggy Dog Sportswear & Graphic Design: Price change from \$2.14 to \$3.00. Specialty Advertisers: Price change from \$0.99 to \$1.75.
75	Specialty Advertisers: Price change from \$2.44 to \$2.68.
77	Groggy Dog Sportswear & Graphic Design: Price change from \$10.52 to \$13.00. Specialty Advertisers: Price change from \$10.99 to \$14.99.
78	Specialty Advertisers: Price change from \$0.45 to \$0.65.
80	Specialty Advertisers: Price change from \$1.10 to \$1.22.
87	Groggy Dog Sportswear & Graphic Design: Price change from \$30.07 to \$32.00.
88	Specialty Advertisers: Price change from \$1.89 to \$2.24.
91	Specialty Advertisers: Price change from \$1.00 to \$1.25.
92	Specialty Advertisers: Price change from \$1.00 to \$1.28.
93	Groggy Dog Sportswear & Graphic Design: Price change from \$7.52 to \$9.00. Specialty Advertisers: Price change from \$5.95 to \$6.50.
94	Groggy Dog Sportswear & Graphic Design: Price change from \$10.32 to \$11.00. Specialty Advertisers: Price change from \$5.99 to \$6.99.
95	Specialty Advertisers: Price change from \$6.75 to \$7.25.
97	Specialty Advertisers: Price change from \$2.09 to \$2.35.
100	Specialty Advertisers: Price change from \$4.25 to \$5.00.
101	Groggy Dog Sportswear & Graphic Design: Price change from \$5.00 to \$6.00.
102	Groggy Dog Sportswear & Graphic Design: Price change from \$6.00 to \$7.00. Specialty Advertisers: Price change from \$4.25 to \$5.00.

For your convenience, the order guide has been revised and posted on the Region One Purchasing Cooperative webpage at www.escl.net/ROPC, Awarded Bids & Proposals.

For additional information or questions, please contact the Region One Purchasing Cooperative at eBuyOne@escl.net:

- Lori Atwood Ramos, Purchasing Director, Phone: 956.984.6123
- Kristina C. Escobar, Purchasing Cooperative Buyer, Phone: 956.984.6012
- America Retana, Purchasing Cooperative Buyer, Phone: 956.984.6217
- Roberto Meave, Purchasing Cooperative Buyer, Phone: 956-984-6249
- Idania Gonzalez, Purchasing Technician, Phone: 956-984-6204

From: [Specialty Advertisers](#)
To: [America Retana](#); [Lucila Richa](#)
Subject: Fwd: Increase Letter
Date: Tuesday, March 28, 2023 7:12:15 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

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FYI

----- Forwarded Message -----

Subject: Increase Letter

Date: Tue, 28 Mar 2023 16:53:02 +0000

From: Tina Scott <tinascott@sanmar.com>

To: info@specialtyadvertisers.com <info@specialtyadvertisers.com>



Dear SanMar Customer,

As we wrap up the year and prepare for 2023, we're pleased to see that volatility in the apparel market is leveling off and we'll be able to maintain current pricing on the vast majority of our products.

We're always working with our retail partners and factory suppliers to make sure that any price changes are made thoughtfully and only when necessary to limit impact on your business as much as possible.

We have looked closely at all of the factors affecting our product pricing and made the careful decision to raise prices on a limited number of styles.

Retail brand products whose prices did not increase during the pandemic have recently changed their pricing strategy. Our prices are being updated to maintain consistency with this.

Our private label products are minimally impacted, with the prices of a very small percentage of styles increasing as a result of increased costs.

Products made in the USA have seen the most significant increases recently due to rapid inflation in the economy and a competitive labor market.

Pricing changes on some of these products are necessary to meet rising costs.

As a result, we have identified **124 SanMar products** whose prices will increase, effective **January 1, 2023**.

We don't have a crystal ball as we look beyond January, but based on what we know today we do not anticipate additional price changes in 2023. As always, we appreciate your business and we're looking forward to helping it grow even more in the new year.

Sincerely,

Your SanMar Team

**Extended sizes are not yet included in this list, but will be added in December.*

Tina Scott | SANMAR
Account Executive | Inside Sales
Main: 800.426.6399
Mon-Fri 7-3:30pm PST

SANMAR

Together, for Good.



Ask me about our Spring 2023 new arrivals and how we can help grow your business - because right now, it's time for some FRESH TAKES!

Check out these tutorial videos on time-saving resources available via sanmar.com. [Inventory Checks](#), [Backorders ETAs](#), [Orders & Returns](#) or [Order status, Tracking, and Invoice info via My SanMar](#) (Grey 10.5, Arial, Italicized).

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Hours: 6:00 AM TO 2:30 PM CST



*****Please remember once an order is released, no changes can be made, nor can the order be stopped. Please make sure your PO has accurate information when submitted*****