



To: Jessica Goforth  
Contract Manager

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: June 29, 2021

Subject: Approval of Contract Award

Per official action taken by the Board of Directors of Region 4 Education Service Center (ESC) on June 29, 2021, the following contracts were approved as presented:

➤ **Modular Buildings, Portable Storage, and Relocatable Walkways**

- Hunter Knepshield Company Inc.
- TSG Industries
- WILLIAMS SCOTSMAN, INC.

Contract is effective October 1, 2021. If you have any questions, please let me know.



To: Board of Directors  
From: Robert Zingelmann  
Date: June 29, 2021  
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on June 29, 2021 for RFP #21-05 for **Modular Buildings, Portable Storage, and Relocatable Walkways**. There were six (6) proposals submitted:

- Hunter Knepshield Company Inc.
- Nadler Mobile, LLC
- HYDRO EXTRUSION USA LLC dba REDD TEAM OPERATIONS
- Satellite Shelters, Inc.
- TSG Industries
- WILLIAMS SCOTSMAN, INC.

After careful review of all proposals, the Evaluation Team has determined that three (3) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

**CONSIDERATION**

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

**RECOMMENDATION**

The Evaluation Team recommends the following companies for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Modular Buildings, Portable Storage, and Relocatable Walkways	Hunter Knepshield Company Inc. TSG Industries WILLIAMS SCOTSMAN, INC.	Three (3) years with option of two (2) one-year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Dr. Pam Wells  
Executive Director

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: June 29, 2021

Re: Modular Buildings, Portable Storage, and Relocatable Walkways; RFP # 21-05

The Evaluation Committee has reviewed the responses and recommend that the following companies be awarded:

- Hunter Kneppshield Company Inc.
- TSG Industries
- Williams Scotsman, Inc.

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners, Public Sector members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of OMNIA Partners, Public Sector members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.



July 13, 2021

Mr. Thomas Knepshield  
[Knepjr@iglou.com](mailto:Knepjr@iglou.com)  
Vice President  
Hunter Knepshield Company Inc.  
10 Hunters Trail, P.O. Box 499  
LaGrange, KY 40031

Re: Award of Contract #R210501

Dear Mr. Knepshield:

Per official action taken by the Board of Directors of Region 4 Education Service Center on June 29, 2021, we are pleased to announce that Hunter Knepshield Company Inc. has been awarded an annual contract for the following, based on the sealed proposal (RFP #21-05) submitted on March 30, 2021:

**Commodity/Service**

Modular Buildings, Portable Storage, and Relocatable Walkways

**Supplier**


Hunter Knepshield Company Inc.

This contract is effective October 1, 2021 and will expire on September 30, 2024. As indicated above, your contract # is R210501. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and Hunter Knepshield Company Inc.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Jessica Goforth, the Contract Manager assigned to your contract, at (210) 729-0281 or [jessica.goforth@omniapartners.com](mailto:jessica.goforth@omniapartners.com).

Sincerely,

DocuSigned by:  
  
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Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services