

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Linen Sales, Rentals, Service and Related – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 15-7138  
**RFP OPENING DATE:** July 7, 2015  
**CONTRACT TERM:** Date of award until August 31, 2016 with the option to extend a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 until August 31, 2017)**  
**(Extended by Region 19 until August 31, 2018)**  
**(Extended by Region 19 until August 31, 2019)**  
**(Extended by Region 19 until August 31, 2020)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 32  
**RESPONSES:** 4  
**ADVERTISEMENT DATES:** Washington Post - June 20, 2015 & June 27, 2015  
El Paso Times - June 20, 2015 & June 27, 2015  
**BOARD MEETING DATE:** August 20, 2015  
**RECOMMENDED FOR AWARD** ~~UniFirst Corporation~~-(contract terminated by vendor as of August 7, 2015)  
**Mission Linen Supply** (awarded as of August 7, 2015)  
**TOTAL (estimated)** \$ 3,000,000.00/ year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative members to procure the stated goods and services during the contract term. ~~The awarded vendor recommended for award is UniFirst Corporation. Unifirst scored a 95 out of a possible 100 points on evaluation factors. Additionally, they were low bid on 7 of 9 (78%) high volume items identified on the contract for weekly rentals. They also were the only vendor providing samples of everything and a price list of all accessories in addition to the primary items identified. All samples provided exceeded the requirements specified in the solicitation. Also, the vendor agreed to honor this pricing in all but states except five (5).~~

**Mission Linen Supply was second low and scored a 90 out of a possible 100 points and agreed to negotiated pricing as of August 7, 2015.**

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19 Allied States Cooperative  
**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19 Allied States Cooperative  
Martin Camacho  
ESC Region 19 Allied States Cooperative  
Mary Jane Lopez  
ESC Region 19 Allied States Cooperative

**Contact Information:**

~~UniFirst Corporation~~-(**VENDOR BREACHED CONTRACT ON AUGUST 7, 2015**)

~~Frank R.  
Perez 6920-  
Commerce El  
Paso, TX  
79915 915-779-  
3224  
Fax: 915-778-2810  
[www.unifirst.com](http://www.unifirst.com) / [frank\\_perez@unifirst.com](mailto:frank_perez@unifirst.com)~~

**Mission Linen Supply**

Hector Corraubias

1401 Texas Ave.

El Paso, TX 79901

915-532-6539

Fax: 915-532-6042

[www.missionlinen.com](http://www.missionlinen.com) / [hcovarrubias@missionlinen.com](mailto:hcovarrubias@missionlinen.com)

[Price Link](#) ~~\*as of 9/28/2018~~ \*updated 7/11/19

**LINEN-RENTAL**

<b>Item</b>	<b>Description</b>	<b>Unit Price</b>
1.	Dish Clothes -20" x 20", 100% cotton -Waffle weave -Sample required Brand/ Model <del>#856107 American Dawn</del>	\$ <del>0.14</del>
	<b>Mission Linen did not provide pricing or Brand/Model but can if requested by member but this item is not currently being used by ESC Region 19 members</b>	
2.	Dish Towels -22" x 16", 100% cotton -Terry cloth -Sample required Brand/ Model <del>#858107 UniFirst</del>	\$ <del>0.14</del>
	Brand/ Model <u>Venus #1112816190</u>	<b>\$0.14</b>
3.	Bib Aprons -White, 50% cotton, 50% poly -15" Bodice -36" long x 32" wide Brand/ Model <del>#7046 UniFirst</del>	\$ <del>0.19</del>
	Brand/ Model <u>Advan Tex #1016000000</u>	<b>\$0.20</b>
4.	Colored Bib Aprons -Assorted colors, 50% cotton, 50% poly -15" Bodice -36" long x 32" wide -Sample required Brand/ Model <del>#7046 UniFirst</del>	\$ <del>0.15</del>
	Brand/ Model <u>Advan Tex #101640000</u>	<b>\$0.30</b>
5.	Grill Pads -Heavy Sac type -11" x 9" -for pot holder applications -Sample required Brand/ Model <del>#998707 Carolina Glove</del>	\$ <del>0.14</del>
	Brand/ Model <u>Venus #1111000000</u>	<b>\$0.14</b>

6.	Dish Clothes (Yellow #2) -Used for cleaning stoves, grills, and related -no loss charge for these towel rentals -22" x 16" 100 % cotton -sample required Brand/ Model <del>#858117 UniFirst</del>	\$ <del>0.14</del>
	Brand/ Model <u>Venus #</u>	<b>\$0.08</b>
7.	Replacement Cost for Lost or stolen linens	
	Dish Clothes	\$ <del>0.74</del>
	Dish Towels	\$ <del>0.45</del>
	White Bib Aprons	\$ <del>2.46</del>
	Colored Bib Aprons	\$ <del>2.46</del>
	Grill Pads	\$ <del>0.63</del>
	Dish Clothes	<b>\$ 0</b>
	Dish Towels	<b>\$ 1.25</b>
	White Bib Aprons	<b>\$ 2.19</b>
	Colored Bib Aprons	<b>\$ 2.46</b>
	Grill Pads	<b>\$ 1.50</b>

**MATS**

8.	Entrance Mats to be cleaned and changed out weekly (available in slate or red)	
	<del>3' x 4' 3 x 5 available in this size</del>	\$ <del>1.84</del> /week rental
	<del>4' x 6'</del>	\$ <del>2.94</del> / week rental
	<del>3' x 10'</del>	\$ <del>3.67</del> / week rental
	Other sizes _____	\$ - / week rental
	3' x 4'	<b>\$ 1.80</b> /week rental
	4' x 6'	<b>\$ 3.00</b> / week rental
	3' x 10'	<b>\$ 3.70</b> / week rental
	Other sizes _____	<b>\$ 3.70</b> / week rental
9.	Safety Mats to be cleaned and changed out weekly	
	3' x 4'	\$ <del>1.84</del> / week rental
	3' X 5' - We use size 3x5 only	\$ <del>1.84</del> / week rental
	Other sizes _____	\$ - / week rental
	3' x 4'	<b>\$ 2.00</b> / week rental
	3' X 5' - We use size 3x5 only	<b>\$ 2.50</b> / week rental
	Other sizes _____	\$ - / week rental

**BID RESPONSE FORM**

OTHER RELATED PRODUCTS INCLUDING TABLE TOPS, NAPKINS, WET MOPS, DUST MOPS, SHIRTS, PANTS, LAB COATS, SMOCKS, JACKETS, AND MICRO FIBER CLEANING AND MAINTENANCE PRODUCTS WHETHER FOR RENTAL, PURCHASE, OR BOTH. IF RESPONDING TO THIS SECTION, PLEASE PROVIDE A PRICE LIST AND DESCRIPTION OF ITEMS UNDER PURCHASE, RENTAL AND/OR BOTH. ALSO, ANY DISCOUNTS, EARLY PAYMENT TERMS, AND OTHER DETAILS SHOULD BE PROVIDED IN THIS SECTION:

~~Terry and Swipe towels are 100% cotton terry cloth towels. Durable and snag resistant, absorb large amounts of liquid. Perfect for food applications.~~

~~Bib Aprons are made from 100% polyester, with pencil pocket and 2 bottom front pockets~~

~~Grill Pads are made from 100% cotton; they will help in picking up hot pots and/or pans, preventing hand burns.~~

~~Entrance Mats are UniFirst manufactured with nylon twist yarn that grab dirt particles. The mats absorb up to a gallon of water per square yard. It is also made with 100% nitrile rubber backing, beveled edges and ADA-compliant design. Meets the Federal Flammability Standards U.S. Department of Commerce (DOC) FF 1-70~~

~~UniFirst requires having the following items added to the price list for the linen products.~~

<del>DEFE Charge per invoice</del>	<del>\$3.50</del>
<del>Minimum Stop Charge per customer location</del>	<del>\$25.00</del>
<del>Auto-Replacement Charge on towels</del>	<del>2% at \$0.80 per towel</del>

**Mission Linen Supply**

**Stop minimum will be carried on all invoices @ \$25.00 – No DEFE Charge per invoice**

**Linen maintenance will be @ 10% off of total invoice**

**Service charge will be @ 10% of total invoice**

**No Auto Replacement will be applied to any invoices under this agreement**

PROVIDE PRICE LIST FOR PURCHASE AND RENTAL OF TABLECLOTHES, NAPKINS, AND OTHER ITEMS FOR PURCHASE INCLUDING COLORS AND ABILITY TO PROVIDE LOGO WORK:

~~Included at the end of the Award Summary~~

~~States Covered – All States – Except Alaska, North Dakota, Montana, Wyoming, South Dakota~~

**States Covered – New Mexico, Texas**

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(August 3, 2015)  
(June 13, 2016)  
(June 20, 2018)  
(July 8, 2019)



UniFirst Corporation  
 6920 Commerce  
 El Paso, TX 79915  
 Phone: 915- 779-3221  
 Fax: 915- 778-2810

July 7, 2015

RFP Number: 15-7138  
 RFP Description: Linen Sales, Rentals Service and Related -ESC R19 -  
 Allied States Cooperative (ASC)  
 RFP Due Date: 7/7/15 at 2:00 P.M. M.S.T.

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Other Products Offered Rental - Direct Sale

<i>Product</i>	<i>Direct Sale Unit Cost</i>
#0102, LIS 65/35 Poly-Cotton Industrial Shirts	\$11.26
#0202, S/S 65/35 Poly-Cotton Industrial Shirts	\$ 9.39
#1002, 65/35 Poly-Cotton Industrial Pants	\$15.07
#1506, 65/35 Insulated Jacket	\$27.64
#0101, 100% Cotton LIS Shirts	\$14.80
#0201, 100% Cotton S/S Shirts	\$14.04
# 1001, 100% Cotton Pants	\$19.26
#1-0HD, 100% Cotton Heavy Duty Denim Jeans	\$18.96
#4MM, Men's UniSport Micro Pique Polo Shirt	\$13.04
#05MM, Women's UniSport Micro Pique Polo Shirt	\$13.04
Name Embroidered	\$ 1.50
Company Name Logo, Embroidered	\$ 4.50
GlovePlus Black Nitrile, Powder Free 100 gloves per box, 10 boxes per carton, 3 sizes (M-XL)	\$105.00 per case
Xtreme Nitrile Powdered Gloves 100 gloves per box, 10 boxes per carton, 3 sizes (M-XL)	\$87.00 per case
Xtreme Nitrile Powder Free Gloves 100 gloves per box, 10 boxes per carton, 5 sizes (S-XXL)	\$90.00 per case
+AMMEX Food Service Poly Gloves 500 gloves per box, 4 boxes per case, 3 sizes (S-L)	\$18.00 per case
Gloveworks Heavy Duty Powder Free Latex Gloves 100 gloves per box, 10 boxes per case, 3 sizes (M-XL)	\$105.00 per case
Gloveworks Powdered Latex Gloves 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)	\$55.00 per case
Gloveworks Powder Free Latex Gloves 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)	\$65.00 per case

GlovePlus Powdered Vinyl Gloves \$46.00 per case  
 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)

GlovePlus Powder Free Vinyl Gloves \$50.00 per case  
 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)

**Other Products Offered - Rental Program**

All products offered below will fall under the same terms as the Region 19bid. Table tops and napkins can be leased for long term or short term if you are a customer of UniFirst Corporation. Pricing for one time rental on table tops is 54x120 @ \$1.25, 72x72 @ \$.90, 54x54 @ \$.65 and napkins @ \$.08. All Rental products will be rented under a 36 month UniFirst Corporation Service Agreement.

Product	Weekly Service Rental Cost
#8520, 54x120 Table Top	\$1.25
#8522, 72x72 Table Top	\$.90
#8524, 54x54 Table Top	\$.65
#8534, Napkins	\$.08
#8116, 24oz. Wet Top	\$.90
#8165, Wet Top Handle	\$0.00
#8324, Dust Top, 24 inch	\$.85
#8141, Dust Top Frame & Handle	\$0.00
#8336, Dust Top, 36 inch	\$1.00
#8142, Dust Top Frame & Handle	\$0.00
#8348, Dust Top, 48 inch	\$1.22
#8143, Dust Top Frame & Handle	\$0.00
#7685, 3x5 Quality Top	\$2.00
#9852, 3x5 Safety Top	\$2.00
#UI\132, 3x5 Welcome Top	\$2.00
#7751, 3x5 Anti-fatigue, Comfort Plus Top	\$1.70
#5388, 3x5 Scraper Top	\$1.90
#76AT, 3x5 Flow-Through, Comfort Plus Top (kitchen area)	\$1.90
Logo Mats, price is determined by size of mat needed	TBD
#8021, Red Wipers (shop towels for maintenance)	\$.08
#8021, White Wipers (shop towels cleaning inside)	\$.10
Gel Air Fresheners	\$1.25
T Cell Air Fresheners	\$1.75
Aerosols Air Fresheners	\$2.00
Fender Covers, (automotive)	\$.65

UniForm Style	#issued/wkly pickup	Price/person/wk
#0102/#0202 Industrial Shirt L/S-S/S	11 5	\$2.20*
# 1002, Industrial Pants	11 5	\$2.86*

#1167, Women's Flexwaist Pants	11	5	\$2.97*
#0335, Women's Shirts	11	5	\$2.31*
#0101#0201, Cotton Ind. Shirts	11	5	\$4.07*
# 1001, Cotton Ind. Pants	11	5	\$5.28*
# IOHD, Cotton Denim Jeans	11	5	\$5.17*
#0111, LS Men's Oxford Shirts	11	5	\$3.96*
#1122, Pleated Men's Pants	11	5	\$3.19*
#0112, LS Women's Oxford Blouse	11	5	\$3.96*
#1113, Pleated Women's Pants	11	5	\$4.18*
#3002, Industrial Coverall	3	1	\$1.25*
#3001, Cotton Coveralls	3		\$2.19*
#2524, Men's Lab Coat	11		\$2.42*
#2624, Women's Lab Coat	11		\$2.97*
#4520, Women's S/S Smock	11		\$2.53*
#1506, Perma-lined Jacket	2		\$ .96*
#013B Enhanced Visibility Shirt	11	5	\$7.15*
#013C Enhanced Visibility Shirt	11	5	\$7.15*
#123B Enhanced Visibility Pant	11	5	\$7.48*
#123C Enhanced Visibility Pant	11	5	\$7.48*
# 15EH Enhanced Visibility Jacket	2	1	\$1.80*
#15EI Enhanced Visibility Jacket	2	1	\$1.80*
#09FR Armorex FR Work Shirt	11	5	\$9.79*
# 1OFR Armorex FR Work Pant	11	5	\$10.56*
#30FR Armorex FR Coverall	3	1	\$5.19*
#0167 Security Shirt	11	5	\$4.07*
# 1OB8 Stcurity Pants	11	5	\$3.30*

Name Emblem (waived on initial setup only)	\$ 1.00*
Company Script or Block Emblem (waived on initial setup only)	\$ 2.50*
Company Logo Emblem (waived on initial setup only)	\$ 3.50*
DEFE Chg. Per invoice on rental items.	\$ 6.50*

Service Charge per garment (waived on initial set up only) \$ 1.00\*

\*This is for uniform rental only. We will try for size any uniform account and assure that the sizes are correct. All uniforms will be new at the start of service.