EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE:	Linen Services- ESC Region 19 Purchasing Cooperative
RFP NUMBER:	11-6658
RFP OPENING DATE:	April 20, 2011
CONTRACT TERM:	Date of award until May 31, 2012 with the option to extend in 12 month increments not to exceed 36 months in the aggregate **(Extended by Region 19 until May 31, 2013 on April 26, 2012)** **(EXTENDED UNTIL AUGUST 15, 2012, NEW BID BEEN PROCESSED)**
FUNDING SOURCE:	Various
RFP's ISSUED:	4
RESPONSES:	2
ADVERTISEMENT DATES:	March 20th & 27th, 2011
BOARD MEETING DATE:	May 19th, 2011
RECOMMENDED FOR AWARD	**PrudentialOverall Supply** **UniFirst Corporation**
TOTAL (estimated)	**$700,000.00 per year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to purchase the stated goods and services as required during the contract term. Award recommendation for lots 1 and 3 has was based on price, selection, past performance, and the overall ability for the vendor to service all members of the ESC Region 19 Purchasing Cooperative. While both vendors received excellent background reference checks, the recommended vendor was determined to be in the best interest of all ESC Region 19 Purchasing Cooperative members due to its large fleet of vehicles and number of employees for service.

SPECIFICATIONS PROVIDED BY:	Royce Cleveland ESC Region 19
EVALUATION COMMITTEE:	Royce Cleveland ESC Region 19 Martin Camacho ESC Region 19

ORDER INFORMATION:

Prudential Overall Supply
Attn: Javier Sanchez
11501 Rojas Dr. Ste. A
El Paso, TX 79936
915-581-8133
Fax: 915-581-8138
pos-clean.com

UniFirst Corporation
Attn: Frank Perez
6920 Commerce
El Paso, TX 79915
915-779-3221 ext. 229 / 800-537-9074
Fax: 915-778-2810
www.unifirst.com / frank-perez@unifirst.com

SPECIAL CONDITIONS

1. Current membership in the Region 19 Purchasing Cooperative includes approximately 90% of local governments, school districts, charter schools, and other non-profit agencies in the El Paso market; a complete listing is available at the end of this proposal. Additionally, the Region 19 Purchasing Cooperative has over 85 members throughout Texas.
2. This bid will be open for use by any of the Member Districts who choose to utilize it in the El Paso market unless otherwise designated by the vendor upon submission of proposals.
3. Deliveries under this contract will be made once per week during the contract term unless specified otherwise by the individual Region 19 Purchasing Cooperative members.
4. Delivery times will either be between 6AM – 9 AM or between 1:00 PM – 2:00 PM unless specified otherwise the individual Region 19 Purchasing Cooperative members.
5. Replacement of supplies during the contract term will be the same or comparable in quality.
6. Services shall include but not limited to furnishing soiled laundry bags and holders, weekly delivery to cafeterias, and replacement of all items being picked up.
7. **No invoicing for lost or stolen linen or other rented service goods will be used unless notation is made by the driver in writing to the end user at the time items are being picked up.**
8. All invoices with itemized charges must be signed for at the time of delivery; items not delivered will be crossed out with the adjustment to the invoice made by the delivery person with acknowledgement by the person receiving the services.
9. Proof of Workers Compensation, General Liability, Auto Liability, and Professional Liability must be provided by the awarded vendor before commencement of services.
10. Any products not meeting specifications will be picked up at vendor's expense and replaced within 24 hours after notification.
11. This contract will be awarded in a manner which is in the best interest of ESC Region 19 and its purchasing coop membership.
12. Award basis will be 40% pricing, 25% selection of services and ability of vendor to service the ESC Region 19 Purchasing Coop members, and **25% quality of samples**, and 10% references.
13. Due to current economic factors, any price increases during the term of the contract will require specific data and backup documentation for possible consideration. No price increases will be accepted during the first 6 months of the contract.
14. No delivery fees, surcharges, or other costs will be added to invoices during the contract term, unless the vendor has stated these charges with its original proposal.

BID RESPONSE FORM

LOT 1-LINENS

Item	Description		Unit Price
1.	Dish Clothes -20" x 20", 100% cotton -Waffle weave -Sample required Brand/ Model ORR TEXTILE #852607		$ .07
		1ST LOW- UNIFIRST-	**.07/ EACH**
2.	Dish Towels -22" x 16", 100% cotton -Terry cloth -Sample required Brand/ Model BALTIC LINEN #8581		$ .07
		1ST LOW- UNIFIRST-	**.07/ EACH**
3.	Bib Aprons -White, 50% cotton, 50% poly -15" Bodice -36" long x 32" wide Brand/ Model ORR TEXTILE #704607		$ .15
		1ST LOW- UNIFIRST- .15/ EACH	
4.	Colored Bib Aprons -Assorted colors, 50% cotton, 50% poly -15" Bodice -36" long x 32" wide -Sample required Brand/ Model ORR TEXTILE #7046		$ .15
		1ST LOW- UNIFIRST-	**.15/ EACH**
5.	Grill Pads -Heavy Sac type -11" x 9" -for pot holder applications -Sample required Brand/ Model CAROLINA GLOVE #9987		$ .09
		1ST LOW- UNIFIRST-	**.09/ EACH**
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 BALTIC #858117		$ .06
		1ST LOW- UNIFIRST-	**.08/ EACH**

BID RESPONSE FORM

LOT 1-LINENS

7. Replacement Cost for Lost or stolen linens

Dish Clothes	$ .45
Dish Towels	$ .45
White Bib Aprons	$ 3.50
Colored Bib Aprons	$ 3.75
Grill Pads	$ 2.25

1ST LOW- UNIFIRST- LOT 2 AWARDED TO UNIFIRST

NOTATION- BOTH PRUDENTIAL SUPPLY & UNIFIRST MET OR EXCEEDED SPECIFICATIONS. UNIFIRST WAS LOW ON 64% OF 11 LINE ITEMS, HENCE AWARD HAS BEEN RECOMMENDED TO UNIFIRST FOR ITEMS 1-7.

LOT 2-MATS- (AS OF AUGUST 2011, A DETERMINATION WAS MADE THAT THE THICKNESS OF MATS FROM UNIFIRST WAS THICKER AND MORE FIRM, AND PREFERRED BY SOME CLIENTS, THEREFORE UNIFIRST IS NOW BEING ADDED AS A 2ND LOW VENDOR FOR THOSE CLIENTS WANTING A THICKER MAT FOR SAFETY AND OTHER REASONS)

8. Entrance Mats to be cleaned and changed out weekly (available in slate or red)

~~3' x 4'~~ (3' X 5')	$ 1.50/week rental
4' x 6'	$ 2.40/ week rental
3' x 10'	$ 3.00/ week rental

1ST LOW- PRUDENTIAL OVERALL SUPPLY

3' X 4'	$ 1.70/week rental
4' x 6'	$ 3.00/ week rental
3' x 10'	$ 3.40/ week rental

2ND LOW- UNIFIRST- ADDED AS OF AUG. 2011

9. Safety Mats to be cleaned and changed out weekly

3' x 4'	$ N/A/ week rental
3' X 5'	$ 1.50/ week rental

1ST LOW- PRUDENTIAL AWARD- LOT 2 (1ST LOW ON ALL ITEMS)

3' x 4'	$ N/A/ week rental
3' X 5'	$ 1.90/ week rental

2ND LOW- UNIFIRST- ADDED AS OF AUG. 2011

BID RESPONSE FORM

LOT 3- 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:

1ST LOW- UNIFIRST

LOT 3

Bid Response Form page 15-A

Other Products Offered - Direct Sale

Product	***Direct Sale Unit Cost***
#0102, L/S 65/35 Poly-Cotton Industrial Shirts	$ 9.06
#0202, S/S 65/35 Poly-Cotton Industrial Shirts	$ 7.61
#1002, 65/35 Poly-Cotton Industrial Pants	$12.22
#1506, 65/35 Insulated Jacket	$26.08
#0101, 100% Cotton Shirts	$13.51
#1001, 100% Cotton Pants	$17.01
#1091, 100% Cotton Denim Jeans	$15.13
#0268, 50/50 Poly-Cotton Pocket Polo, Solid Colors	$13.54
Name Embroidered	$ .75
Company Script or Block Embroidered	$ 1.75
Company Logo Embroidered	$ 2.75
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
Xteme 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 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)	$46.00 per case
GlovePlus Powder Free Vinyl Gloves 100 gloves per box, 10 boxes per case, 4 sizes (S-XL)	$50.00 per case

BID RESPONSE FORM

LOT 3

Other Products Offered – Rental Program

All products offered below will fall under the same terms as the Region 19 bid. 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 @ $ .80, 54x54 @ $ .55 and napkins @ $ .07. All Rental products will be rented under a 36 month UniFirst Corporation Service Agreement.

Product	Weekly Service Rental Cost
#8520, 54x120 Table Top	$1.00
#8522, 72x72 Table Top	$ .70
#8524 54x54 Table Top	$ .50
#8534, Napkins	$ .06
#8116, 24oz, Wet Mop	$1.15
#8165, Wet Mop Handle	$0.00
#8324, Dust Mop, 24 inch	$ .65
#8141, Dust Mop Frame & Handle	$0.00
#8336, Dust Mop, 36 inch	$ .75
#8142, Dust Mop Frame & Handle	$0.00
#8348, Dust Mop, 48 inch	$ .95
#8143, Dust Mop Frame & Handle	$0.00
#7685, 3x5 Quality Mat	$2.00
#9852, 3x5 Safety Mat	$2.00
#UM32, 3x5 Welcome Mat	$2.00
#7751, 3x5 Anti-fatigue, Comfort Plus Mat	$2.00
#5388, 3x5 Scraper Mat	$1.70
#76AT, 3x5 Flow-Through, Comfort Plus Mat (kitchen area)	$2.25
Logo Mats, price is determined by size of mat needed	TBD
#8021, Red Wipers (shop towels for maintenance)	$ .06
#8021, White Wipers (shop towels cleaning inside)	$ .07
Gel Air Fresheners	$1.25
T Cell Air Fresheners	$1.75
Aerosols Air Fresheners	$2.00
Fender Covers, (automotive)	$ .60

1ST LOW- UNIFIRST

BID RESPONSE FORM

LOT 3

UniForm Style	#issued/wkly pickup		Price/person/wk
#0102, Industrial Shirt	11	5	$1.88*
#1002, Industrial Pants	11	5	$2.56*
#1138, Flexwaist Pants	11	5	$2.47*
#0335, Women's Shirts	11	5	$2.06*
#1167, Women's Flexwaist Pants	11	5	$2.91*
Pinstripe Shirts	11	5	$2.90*
#10AI, Cargo Pants	11	5	$3.21*
#0101, Cotton Ind. Shirts	11	5	$2.89*
#1001, Cotton Ind. Pants	11	5	$3.64*
#1091, Cotton Jeans	11	5	$3.24*
#0111, LS Men's Oxford Shirts	11	5	$2.46*
#1122, Pleated Men's Pants	11	5	$2.94*
#0112, LS Women's Oxford Blouse	11	5	$2.37*
#1113, Pleated Women's Pants	11	5	$3.26*
#3002, Industrial Coverall	3	1	$1.07*
#3001, Cotton Coveralls	3	1	$1.58*
#2524, Men's Lab Coat	11	5	$1.90*
#2624 Women's Lab Coat	11	5	$2.24*
#4520, Women's S/S Smock	11	5	$2.37*
#1506, Perma-lined Jacket	2	1	$ .87*
#013B Enhanced Visibility Shirt	11	5	$4.53*
#013C Enhanced Visibility Shirt	11	5	$4.53*
#123B Enhanced Visibility Pant	11	5	$4.59*
#123C Enhanced Visibility Pant	11	5	$4.59*
#15EH Enhanced Visibility Jacket	2	1	$1.12*
#15EI Enhanced Visibility Jacket	2	1	$1.12*
#09FR Armorex FR Work Shirt	11	5	$7.27*
#10FR Armorex FR Work Pant	11	5	$8.06*
#30FR Armorex FR Coverall	3	1	$3.85*
#0167 Security Shirt	11	5	$4.02*
#10B8 Security Pants	11	5	$2.69*

Name Embem (waived on initial setup only)	$ .75
Company Script or Block Emblem (waived on initial setup only)	$ 1.75
Company Logo Emblem (waived on initial setup only)	$ 2.75

Service Charge per garment (waived on initial set up only) $ .50*

*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.

1ST LOW- UNIFIRST

BID RESPONSE FORM-COMPLETION REQUIRED FOR AWARD CONSIDERATION AND EVALUATION PURPOSES

10. Please indicate which if any of the Purchasing Cooperative Members your company could not or would not be able to provide services to under this agreement?

Region 19 Head Start Sites	______
Anthony ISD	______
Burnham Wood Charter School	______
Candlelighters of El Paso	______
Children's Kingdom Learning Center	______
Canutillo ISD	______
Christian Joy Center Academy	______
City of El Paso	______
City of Horizon	______
City of Socorro	______
Clint ISD	______
El Paso Academy East	______
El Paso Catholic Diocese	______
El Paso ISD	______
El Paso Community College	______
El Paso Housing Authority	______
El Paso MHMR	______
El Paso School for Excellence	______
El Paso Water Utilities	______
Fabens ISD	______
La Fe Prepatory School	______
San Elizario ISD	______
Socorro ISD	______
St. Mark's School	______
St. Raphael School	______
Texas Tech University Health Sciences	______
Tornillo ISD	______
UTEP	______
Ysleta ISD	______
YWCA of El Paso	______

A complete listing of Statewide members is available at the ESC Region 19 Purchasing website under Vendor and Community.

11. Number of years doing business in the El Paso Market:

PRUDENTIAL OVERALL SUPPLY – 5 years

UNIFIRST – 35+ years

12. Number of employees living and working in El Paso:

PRUDENTIAL OVERALL SUPPLY – 10

UNIFIRST - 88

BID RESPONSE FORM-COMPLETION REQUIRED FOR AWARD CONSIDERATION AND EVALUATION PURPOSES

13. Number of delivery trucks for use exclusively in El Paso:

PRUDENTIAL OVERALL SUPPLY – 6

UNIFIRST - 19

14. List 3 large accounts vendor has done business within the last 24 months including the name of the business, the name of the contact person, their phone number, and mailing address:

On File

Approved by: ____________________ **Date: __________________**

(James R. Vasquez) **(May 9, 2011)**

(James R. Vasquez) **(April 26, 2012)**