



CITY COUNCIL ACTION REPORT

November 18, 2008

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration
Susan A. Leirstein, Purchasing Director

SUBJECT: Standard Purchasing Resolution 8: Best Value Award – Uniform Rental Services

Background

- In August, a combined request for proposal document with Oakland County for two (2) year requirements of Uniform Rental Services, with an option to renew for two (2) additional years was issued by Oakland County. The document included individual specifications and pricing requirements for both the City of Troy and Oakland County.
- On September 3, 2008, the requests for proposals (RFP) were received by Oakland County. Five proposals were received from (4) companies. One company, Unifirst submitted the proposal as specified; as well as an alternate proposal based on a uniform change-out program to “Change As Needed”, instead of on a scheduled basis every 12 or 24 months..
- One-hundred and twenty-three (123) vendors were notified via the MITN e-procurement website.
- Three City of Troy committee members representing the various City facilities independently evaluated the proposals for the City considering factors such as experience, employee training and services.
- Based on the evaluations, the City conducted site visits to all four vendors’ processing plants. The committee members evaluated each site considering factors such as garment handling procedures, environmental issues, equipment and inventory levels.
- The City of Troy and Oakland County independently rated their own proposals and based on the ratings were able to agree upon a single vendor for both contracts.
- By partnering with Oakland County, the City of Troy has been able to achieve volume driven cost reductions by awarding both contracts to one vendor.
- Based on the selection criteria established by the City of Troy and Oakland County, City management recommends awarding the City’s portion of the contract to the highest rated bidder, Unifirst Corporation of Auburn Hills, Michigan under their alternate proposal.

Financial Considerations

- Funds for this program are available in the various departmental operating budgets for Uniforms.
- Projected savings under the new contract is estimated at \$2,500.00 per year.

Legal Considerations

- Solicitation #000555 was competitively bid and all vendors were given the opportunity to respond with their level of interest in providing uniform rental services for various City of Troy facilities and Oakland County.

November 18, 2008

To: Phillip L. Nelson, City Manager
Re: Best Value Award – Uniform Rental Services

Legal Considerations - continued

- The contract award is contingent on the recommended bidder's submission of proper contract and proposal documents including insurance certificates and all other specified requirements.

Policy Considerations

- By establishing a uniform rental service, the City can maintain the professional and suitable appearance that is the required standard for City of Troy employees.

Options

- City management recommends awarding a two (2) year contract for uniform rental services for various City of Troy union employees, with an additional two (2) year option to renew under the alternate proposal from Unifirst Corporation of Auburn Hills, Michigan, the highest rated vendor as a result of a best value process at unit prices at or below those contained in the tabulation opened September 3, 2008, to expire October 31, 2010.

G:/Purchasing/Bid Award 08-09 New Format/Best Value SR8 – RFP – Purchasing UniformRentalServices 11.08.doc



EXECUTIVE SUMMARY

UNIFORM RENTAL SERVICES

STATISTICS:

- ◆ **One-hundred Twenty-three (123) company's were notified via the MITN e-procurement website**
- ◆ **Five (5) proposals were received from four (4) companies**
- ◆ **All Four (4) companies met the pass/fail criteria**
- ◆ **The City's evaluation team visited all four (4) companies processing locations**
- ◆ **Unifirst Corporation (Alternate Proposal) received the highest score as a result of a best value process based on the evaluation of both the City of Troy and Oakland County**

The following Four (4) companies received the indicated final scores as a result of the proposal, pricing and site visit selection criteria. Site visits were conducted at all four company locations.

Company	SCORE
Unifirst Corporation (Alternate)	166.90
Cintas	164.74
Arrow	152.35
Aramark	141.85
Unifirst Corporation	136.54

Attachments:

- ✓ Weighted Final Scoring Including Proposal, Price, Site Visit Score and Oakland County's Score
- ✓ Evaluation Process
- ✓ Original Tabulation



WEIGHTED FINAL SCORING
UNIFORM RENTAL SERVICES

City of Troy Final Score Calculation:

40% x Price Score
30% x Site Visit Score
30% x Proposal Score
100% = Final Weighted Score

Oakland County Final Score Calculation:

25% x Compliance with Qualifications
25% x Completeness of Proposal
25% x Correlation of Proposals to needs of County
25% x Other factors deemed in Agencies best interest
100% = Final Weighted Score

In order to equate the price to the weighted evaluation process scoring, the prices had to be converted into a score with the base of 100. **NOTE:** Vendors are listed in the order of their summary score for both proposal and price, from highest to lowest. For the site visit score, vendors are listed in the order of their score, from highest to lowest. For the final score and cumulative score the vendors are listed in the order of rating from highest to lowest.

Weighted Average Score for Price: 40%

	Weighted Criteria - [1-(Proposal Price - Low Price) / low price] x available points	Final Weighted Score (x .40)
Vendors:		
Cintas Corporation	{1-(21,533.56-19,866.80)/19,866.80} x 100 = 91.61	91.61 x .40 = 36.64
Unifirst Corporation (Alternate)	{1-(19,866.80-19,866.80)/19,866.80} x 100 = 100.00	100.00 x .40 = 40.00
Arrow Uniform Rental	{1-(20,139.28-19,866.80)/19,866.80} x 100 = 98.62	98.62 x .40 = 39.45
Aramark	{1-(31,465.92-19,866.80)/19,866.80} x 100 = 41.62	41.62 x .40 = 16.65
Unifirst Corporation	{1-(36,038.80-19,866.80)/19,866.80} x 100 = 18.60	18.60 x .40 = 7.44

Weighted Average Score for Proposals: 30%

Raters:	1	2	3	Average	Final Weighted Score (x .30)
Vendors:					
Cintas Corporation	100.00	93.00	93.00	95.33	28.60
Unifirst Corporation (Alternate)	80.00	80.00	89.00	83.00	24.90
Arrow Uniform Rental	97.00	51.00	90.00	79.33	23.80
Aramark	96.00	63.00	92.00	83.67	25.10
Unifirst Corporation	100.00	78.00	93.00	90.33	27.10

Summary: Proposal and Price Scores

	Price Score	Proposal Score	Score
Vendors:			
Cintas Corporation	36.64	28.60	65.24
Unifirst Corporation (Alternate)	40.00	24.90	64.90
Arrow Uniform Rental	39.45	23.80	63.25
Aramark	16.65	25.10	41.75
Unifirst Corporation	7.44	27.10	34.54

Site visits were conducted at all four company locations. (Maximum # of points - 30)



Weighted Average Score for Site Visit: 30%

RATERS	1	2	3	Average	Final Weighted Score (x .30)
Vendors:					
Arrow Uniform Rental	100.00	96.00	97.00	97.67	29.30
Aramark	99.00	94.00	94.00	95.67	28.70
Cintas Corporation	94.00	92.00	93.00	93.00	27.90
Unifirst Corporation	89.00	92.00	89.00	90.00	27.00
Unifirst Corporation (Alternate)	89.00	92.00	89.00	90.00	27.00

CITY OF TROY FINAL SCORE:

VENDORS:	Cintas Corporation	Arrow Uniform Rental	Unifirst Corporation (Alternate)	Aramark	Unifirst Corporation
Proposal Score	28.60	23.80	24.90	25.10	27.10
Price Score	36.64	39.45	40.00	16.65	7.44
Site Visit Score	27.90	29.30	27.00	28.70	27.00
FINAL SCORE	93.14	92.55	91.90	70.45	61.54

OAKLAND COUNTY FINAL SCORE:

VENDORS:	Unifirst Corporation (Alternate)	Unifirst Corporation	Cintas Corporation	Aramark	Arrow Uniform Rental
Compliance with Qualification Criteria	16.60	16.60	16.60	16.60	15.00
Completeness of Proposal	18.40	18.40	16.60	16.60	16.60
Correlation of proposals to needs of the County/City	20.00	20.00	20.00	21.60	16.60
Other factors that may be deemed to be in Agencies best interest	20.00	20.00	18.40	16.60	11.60
FINAL SCORE	75.00	75.00	71.60	71.40	59.80

FINAL CUMULATIVE SCORE - CITY OF TROY AND OAKLAND COUNTY:

VENDORS:	Unifirst Corporation (Alternate)	Cintas Corporation	Arrow Uniform Rental	Aramark	Unifirst Corporation
City of Troy	91.90	93.14	92.55	70.45	61.54
Oakland County	75.00	71.60	59.80	71.40	75.00
FINAL SCORE	166.90	164.74	152.35	141.85	136.54

**HIGHEST RATED VENDOR - RECOMMENDED AWARD



Request for Qualifications and Proposal
Uniform Rental Services

SELECTION PROCESS

CRITERIA FOR SELECTION

A City/County Committee will review the proposals. The Agencies reserve the right to award this proposal to the company considered the most qualified based upon a combination of factors including but not limited to the following:

- A. Compliance with qualifications criteria
- B. Completeness of the proposal
- C. Financial strength of the Company
- D. Correlation of the proposals submitted to the needs of the City/County
- E. Any other factors which may be deemed to be in the Agencies best interest
- F. Evaluation Process

Phase 1: Minimum Qualifications Evaluation

Companies will be required to meet minimum established criteria in order to go to the second phase of the process.

Phase 2: Evaluation of Proposals

Each Committee member will independently use a weighted score sheet to evaluate the proposals; each Committee Member will calculate a weighted score. The scores of the Committee Members will be averaged into one score for each firm for this phase of the process.

Phase 3: Site Visit

The City/County will conduct site visits to the top three (3) rated companies. If less than three (3) companies remain in the process, all will be visited. Each Committee Member will independently use a weighted score sheet to evaluate the site visit; each Committee Member will calculate a weighted score. The scores of the Committee Members will be averaged into one score for each company for this phase of the process. Those companies being visited will be supplied with further instructions, date of visit and any additional requests prior to the visit.

Phase 4: Price

Points for price will be calculated as follows:

$$\text{FORMULA: } \{1 - (\text{Proposal Price} - \text{Low Price}) / \text{low price}\} \times \text{available points}$$

Phase 5: Final Scoring and Selection

The company with the highest final weighted score will be recommended for Award.

$$\begin{array}{r} 40\% \times \text{Price Score} \quad (100 \text{ pt. Base}) \\ 30\% \times \text{Site Visit Score} \quad (100 \text{ pt. Base}) \\ \underline{30\% \times \text{Proposal Score} \quad (100 \text{ pt. Base})} \\ 100\% \end{array}$$

Note: The City/County reserve the right to change the order of the evaluation process if deemed in the Agencies' best interest to do so.

UNIFORM RFP RESULTS - EVENT # 000555

	Compliance with Qualification Criteria	Completeness of the proposal	Correlation of the proposals submitted to the needs of the County/City	Other factors which mat be deemed to be in the Agencies best interest	Totals
Aramark	4	5	5	4	
	3	2	4	3	
	3	3	4	3	
	10	10	13	10	43
Arrow	3	3	3	2	
	3	4	4	4	
	3	3	3	1	
	9	10	10	7	36
Cintas	4	4	4	4	
	3	3	4	3	
	3	3	4	4	
	10	10	12	11	43
Unifirst	4	3	4	4	
	3	4	4	4	
	3	4	4	4	
	10	11	12	12	45

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Cintas		
Compliance with Qualifications Criteria	Score 0-5	Section Weight	Weighted Total
	3.33		
TOTAL	3.33	0.25	0.83
Completeness of the proposal	Score 0-5	Section Weight	Weighted Total
	3.33		
TOTAL	3.33	0.25	0.83
Correlation of the proposals submitted to the needs of the County/City	Score 0-5	Section Weight	Weighted Total
	4		
TOTAL	4	0.25	1.00
Other factors with may be deemed to be in the Agencies best interest	Score 0-5	Section Weight	Weighted Total
	3.66	25%	
TOTAL	3.66	0.25	0.92
TOTALS	Section Totals		
	0.83		
	0.83		
	1.00		
	0.92		
SECTIONS TOTAL SCORE	3.58		

Conversation to 100% Scale. Point value X 20%	71.6
City of Troy Final Score	95
Final combined total	166.6

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Arrow		
Compliance with Qualifications Criteria	Score 0-5	Section Weight	Weighted Total
	3	25%	
TOTAL	3	0.25	0.75
Completeness of the proposal	Score 0-5	Section Weight	Weighted Total
	3.33	25%	
TOTAL	3.33	0.25	0.83
Correlation of the proposals submitted to the needs of the County/City	Score 0-5	Section Weight	Weighted Total
	3.33	25%	
TOTAL	3.33	0.25	0.83
Other factors which may be deemed to be in the Agencies best interest	Score 0-5	Section Weight	Weighted Total
	2.33	25%	
TOTAL	2.33	0.25	0.58
TOTALS	Section Totals		
	0.75		
	0.83		
	0.83		
	0.58		
SECTIONS TOTAL SCORE	2.99		

Conversation to 100% Scale. Point value X 20%	59.8
City of Troy Final Score	92
Final combined total	151.8

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Aaramark		
Compliance with Qualifications Criteria	Score 0-5	Section Weight	Weighted Total
	3.33		
TOTAL	3.33	0.25	0.83
Completeness of the proposal	Score 0-5	Section Weight	Weighted Total
	3.33		
TOTAL	3.33	0.25	0.83
Correlation of the proposals submitted to the needs of the County/City	Score 0-5	Section Weight	Weighted Total
	4.33		
TOTAL	4.33	0.25	1.08
Other factors which may be deemed to be in the Agencies best interest	Score 0-5	Section Weight	Weighted Total
	2.33	25%	
TOTAL	3.33	0.25	0.83
TOTALS	Section Totals		
	0.83		
	0.83		
	1.08		
	0.83		
SECTIONS TOTAL SCORE	3.57		

Conversation to 100% Scale. Point Value X 20%
City of Troy Final Score
Combined total

71.4
72
143.4

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Unifirst		
Compliance with Qualifications Criteria	Score 0-5	Section Weight	Weighted Total
	3		
TOTAL	3	0.25	0.75
Completeness of the proposal	Score 0-5	Section Weight	Weighted Total
	3.66		
TOTAL	3.66	0.25	0.92
Correlation of the proposals submitted to the needs of the County/City	Score 0-5	Section Weight	Weighted Total
	4		
TOTAL	4	0.25	1.00
Other factors which may be deemed to be in the Agencies best interest	Score 0-5	Section Weight	Weighted Total
	4	25%	
TOTAL	4	0.25	1.00
TOTALS	Section Totals		
	0.83		
	0.92		
	1.00		
	1.00		
SECTIONS TOTAL SCORE	3.75		

Conversation to 100% Scale. Point value X 20%

75

City of Troy Final Score

92

Final combined total

167

VENDOR NAME:

UNIFIRST CORPORATION

ARROW UNIFORM RENTAL LLC

*Alternate Pricing - Change as Needed

ITEM	DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 3.30	\$ 8.00	\$ 3.60	\$ 13.00
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 10.00		\$ 14.00
			Not every 24 months - As Needed			
	Optional: 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)		\$ 3.45	\$ 12.00	N/A	N/A
	5 Changes/Week		Not every 24 months - As Needed			
	Mix and Match					
	Style #		0102, 0202, 1002,	10B6	SP 14/24 & PT20	
	Manufacturer:		Unifirst		RED KAP	
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 4.40	\$ 10.00	\$ 4.50	\$ 14.00
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 12.00		\$ 15.00
			Not every 12 months - As Needed			
	Optional: 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)		\$ 5.25	\$ 15.00	N/A	N/A
	5 Changes/Week		Not every 12 months - As Needed			
	Style #		0101, 0201, 1001		SC 30/40 & PC 20	
	Manufacturer:		Unifirst		RED KAP	
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 4.40	Blank	\$ 4.84	\$ 14.00
	Long Sleeve Shirts and Pants (Standard)			Blank		N/A
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-		Not every 24 months - As Needed			
	5 Changes/Week					\$ 15.00
	Mix and Match					
	Style #		02CH, 02CZ, 0268, 1002		SE20 or SE02 or SE52	
	Manufacturer:		Unifirst		RED KAP	
4	Coveralls and Shop Coats	13	\$ 0.80	\$ 32.00	\$ 0.40	\$ 15.00
	100% Premium Quality Cotton			\$ 38.00		\$ 15.00
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 4.40	\$ 10.00	\$ 3.60	\$ 13.00
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 12.00		\$ 14.00
	5 Changes/Week		Not every 12 months - As Needed			
	Style #		011107, 1122		SP14/24, PT20	
	Manufacturer:		Unifirst		RED KAP	
6	Two (2) Shop Coats	6	No Charge	No Charge	No Charge	No Charge
	Laundered 4 Times/Year					
	ADDITIONAL PURCHASE:	EST # OF				
ITEM	DESCRIPTION	EMPLOYEES	UNIT PRICE		UNIT PRICE	
1	Coveralls 100% Premium Quality Cotton	19	\$ 32.00		\$ 27.00	
	Manufacturer: Style #:		BLANK		RED KAP	CC14
2	Shop Coats 100% Premium Quality Cotton	15	\$ 38.00		\$ 27.00	
	Manufacturer: Style #:		BLANK		UNIVERSAL	
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.50		\$ 2.00	
	SUB- TOTAL -		\$ 17,121.20		\$ 17,331.28	

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

UNIFIRST CORPORATION

ARROW UNIFORM RENTAL LLC

*Alternate Pricing - Change as Needed

ITEM	OPTIONAL SERVICES: DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
A.	Shirts-Long Sleeve with Pants (Standard)	6	\$ 2.64	Blank	\$ 2.70	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 3.15	Blank	N/A	N/A
	3 Changes/Week					
	Style #		0101, 0201, 1001		BLANK	
	Manufacturer:		Unifirst		BLANK	
B.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 1.76	Blank	\$ 1.80	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 2.10	Blank	N/A	N/A
	2 Changes/Week					
	Style #		0101, 0201, 1001		BLANK	
	Manufacturer:		Unifirst		BLANK	
C.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 4.40	Blank	\$ 4.50	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 5.25	Blank	N/A	N/A
	5 Changes/Week					
	Style #		0101, 0201, 1001			
	Manufacturer:		Unifirst			
ESTIMATED ANNUAL GRAND TOTAL:			\$ 19,866.80		\$ 20,139.28	

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/14/2008

8/26/2008

FLOOR PLAN

Marked as:

Titled

Locker Floor Plan

SITE VISIT:

Contact Name:

Ed McNicholas

Scott Wakefield

Phone #

(248) 334-0030

(248) 786-9703

BIDDER QUESTIONNAIRE: Yes or No

YES

YES

CONTACT INFORMATION:

Hours of Operation

7am-5pm

8am - 5pm

Emergency Phone #

(248) 935-4971

(248) 786-9703

INSURANCE:

Can meet

XX

XX

Cannot meet

TERMS:

NET 30

BLANK

WARRANTY:

N/A

BLANK

DATE & TIME - DELIVERY:

BLANK

BLANK

EXCEPTIONS:

Unifirst brand vs Red Kap-Prices per terms w/alternate prices

BLANK

ACKNOWLEDGEMENT: Yes or No

YES

YES

NOTE: RFP opened in Oakland County

VENDOR NAME:

CINTAS CORPORATION

ARAMARK

		EST # OF	WASHING	REPLACEMENT	WASHING	REPLACEMENT
ITEM	DESCRIPTION	EMPLOYEES	COST/MAN/WEEK	COST	COST/MAN/WEEK	COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 3.64	\$ 15.00	\$ 3.69	\$ 16.00
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 16.00		\$ 16.00
	Optional: 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)		\$ 4.71	\$ 19.00	\$ 4.75	\$ 18.00
	5 Changes/Week					
	Mix and Match					
	Style #		935/945		BLANK	
	Manufacturer:		Cintas		BLANK	
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 5.21	\$ 18.00	\$ 7.75	\$ 18.00
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 20.00		\$ 18.00
	Optional: 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)		\$ 6.89	\$ 23.00	N/A	N/A
	5 Changes/Week					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 4.28	\$ 18.00	\$ 4.75	\$ 18.00
	Long Sleeve Shirts and Pants (Standard)			\$ 16.00		Blank
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-					
	5 Changes/Week					
	Mix and Match					
	Style #		259/945		BLANK	
	Manufacturer:		Cintas		BLANK	
4	Coveralls and Shop Coats	13	\$ 0.50	\$ -	\$ 0.50	\$ 30.00
	100% Premium Quality Cotton			\$ -		\$ 23.00
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 3.64	\$ 15.00	\$ 5.53	\$ 20.00
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 16.00		\$ 18.00
	5 Changes/Week					
	Style #		935/945		BLANK	
	Manufacturer:		Cintas		BLANK	
6	Two (2) Shop Coats	6	No Charge	No Charge	No Charge	No Charge
	Laundered 4 Times/Year					
	ADDITIONAL PURCHASE:	EST # OF				
ITEM	DESCRIPTION	EMPLOYEES	UNIT PRICE		UNIT PRICE	
1	Coveralls 100% Premium Quality Cotton	19	\$ 0.50		\$ 29.00	Plus 20% non-std sizes
	Manufacturer: Style #:		Cintas 910		Blank	
2	Shop Coats 100% Premium Quality Cotton	15	\$ 0.50		\$ 21.00	Plus 20% non-std sizes
	Manufacturer: Style #:		Cintas 929		Blank	
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.99		\$ 0.75	
	SUB- TOTAL -		\$ 18,279.40		\$ 26,629.92	

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

CINTAS CORPORATION

ARAMARK

ITEM	OPTIONAL SERVICES:	EST # OF EMPLOYEES	WASHING	REPLACEMENT	WASHING	REPLACEMENT
	DESCRIPTION		COST/MAN/WEEK	COST	COST/MAN/WEEK	COST
A.	Shirts-Long Sleeve with Pants (Standard)	6	\$ 3.13	\$ 18.00	\$ 4.65	\$ 18.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 4.13	\$ 23.00	N/A	N/A
	3 Changes/Week					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
B.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 2.09	\$ 18.00	\$ 3.10	\$ 17.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 2.75	\$ 23.00	N/A	N/A
	2 Changes/Week					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
C.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 5.21	\$ 18.00	\$ 7.75	\$ 17.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 6.89	\$ 23.00	N/A	N/A
	5 Changes/Week					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
ESTIMATED ANNUAL GRAND TOTAL:			\$ 21,533.56		\$ 31,465.92	

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/27/2008

8/26/2008

FLOOR PLAN

Marked as:

Locker Floor Plan

Floor Plan

SITE VISIT:

Contact Name:

Kent Butler

Michael Ragan

Phone #

(586) 855-1647

(248) 996-4184

BIDDER QUESTIONNAIRE: Yes or No

YES

YES

CONTACT INFORMATION:

Hours of Operation

8am-5pm

8am - 5pm

Emergency Phone #

(586) 677-9900

(866) 624-5136

INSURANCE:

Can meet

XX

XX

Cannot meet

TERMS:

STATED

NET 30

WARRANTY:

FLEXIBLE

30 days notice to terminate - see bid

DATE & TIME - DELIVERY:

FLEXIBLE

BLANK

EXCEPTIONS:

Would like to replc garments as needed but will honor timeframe City specified.

BLANK

ACKNOWLEDGEMENT: Yes or No

YES

YES

VENDOR NAME:

UNIFIRST CORPORATION

ITEM	DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 4.75	\$ 12.00		
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 15.00		
	Optional: 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)		\$ 4.90	\$ 15.00		
	5 Changes/Week					
	Mix and Match					
	Style #		0102, 0202, 1002,	10B6		
	Manufacturer:		Unifirst & Dickies			
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 8.65	\$ 12.00		
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 15.00		
	Optional: 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)		\$ 9.50	\$ 18.00		
	5 Changes/Week		Add/Sew on pocket			
	Style #		0101, 0201, 1001			
	Manufacturer:		Unifirst			
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 5.60	\$ 12.00		
	Long Sleeve Shirts and Pants (Standard)			\$ 15.00		
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-					
	5 Changes/Week					
	Mix and Match					
	Style #		02CH, 02CZ, 0268	1002		
	Manufacturer:		Unifirst			
4	Coveralls and Shop Coats	13	\$ 0.80	\$ 32.00		
	100% Premium Quality Cotton			\$ 38.00		
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 8.80	\$ 12.00		
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 15.00		
	5 Changes/Week					
	Style #		011107, 1122			
	Manufacturer:		Unifirst			
6	Two (2) Shop Coats	6	No Charge	No Charge		
	Laundered 4 Times/Year					
	ADDITIONAL PURCHASE:	EST # OF				
ITEM	DESCRIPTION	EMPLOYEES	UNIT PRICE		UNIT PRICE	
1	Coveralls 100% Premium Quality Cotton	19	\$ 32.00			
	Manufacturer: Style #:		BLANK			
2	Shop Coats 100% Premium Quality Cotton	15	\$ 38.00			
	Manufacturer: Style #:		BLANK			
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.50			
	SUB- TOTAL -		\$ 30,641.20			

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

UNIFIRST CORPORATION

ITEM	OPTIONAL SERVICES:		EST # OF EMPLOYEES	WASHING	REPLACEMENT	WASHING	REPLACEMENT
	DESCRIPTION			COST/MAN/WEEK	COST	COST/MAN/WEEK	COST
A.	Shirts-Long Sleeve with Pants (Standard)		6	\$ 5.19	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
Option	100% Premium Quality Cotton - w/tool pocket			\$ 5.70	\$ 18.00		
	3 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
B.	Shirts-Short Sleeve with Pants (Standard)		6	\$ 3.46	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
Option	100% Premium Quality Cotton - w/tool pocket			\$ 3.80	\$ 18.00		
	2 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
C.	Shirts-Short Sleeve with Pants (Standard)		6	\$ 8.65	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
Option	100% Premium Quality Cotton - w/tool pocket			\$ 9.50	\$ 18.00		
	5 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
ESTIMATED ANNUAL GRAND TOTAL:				\$ 36,038.80			

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/14/2008

FLOOR PLAN

Marked as:

Titled

SITE VISIT:

Contact Name:

Ed McNicholas

Phone #

(248) 334-0030

BIDDER QUESTIONNAIRE: Yes or No

YES

CONTACT INFORMATION:

Hours of Operation

7am-5pm

Emergency Phone #

(248) 935-4971

INSURANCE:

Can meet

XX

Cannot meet

TERMS:

NET 30

WARRANTY:

N/A

DATE & TIME - DELIVERY:

BLANK

EXCEPTIONS:

Unifirst brand vs Red Kap-Prices per terms w/alternate prices

ACKNOWLEDGEMENT: Yes or No

YES