

July 19, 2005

TO: John Szerlag, City Manager

FROM: John M. Lamerato, Assistant City Manager / Finance and Administration  
 Brian Murphy, Assistant City Manager / Services  
 Stephen Pallotta, Building Operations Director  
 Jeanette Bennett, Purchasing Director

RE: **Agenda Item** – Standard Purchasing Resolution 3: Exercise Two-Year Renewal Option – Janitorial Services

### **RECOMMENDATION**

On October 20, 2003, City management recommended a split award to the low bidders for janitorial services for each group of similar type buildings at an estimated annual cost of \$564,645.08 and was approved by City Council Resolution #2003-10-533. The contracts expiring October 30, 2005, contain an option to renew for two additional years under the same terms and conditions. The contract included a provision for a price increase of the lower of the CPI Inflation Calculator or the Urban CPI for the Detroit/Ann Arbor Area between the base year and the renewal year (6% and 3.5% respectively – copy of CPI's attached). All awarded bidders have agreed to renew the contract with a 3.5% increase. The pricing for the optional contract period follows:

<b>Group</b>	<b>Vendor</b>	<b>Current – 2 Year Contract Annual Cost</b>	<b>Contract Option - 2 Years @ 3.5% CPI Annual Cost</b>
Group 1: Main Campus	Road Runr Maintenance, Inc.	\$ 482,018.73	\$498,889.39
Group 2: Garage Facilities	Elite Maintenance	\$ 17,376.60	\$ 17,984.78
Group 3: Enrichment Facilities	American Cleaning	\$ 29,448.80	\$ 30,479.51
Group 4: Fire Sites	Elite Maintenance	\$ 26,025.75	\$ 26,936.66
Group 5: Golf Courses and Engineering Field Office	This Is It! Quality Cleaning Service Inc.	\$ 9,775.20	\$ 10,117.34
	<b>Total Cost:</b>	<b>\$564,645.08</b>	<b>\$584,407.68</b>

### **BACKGROUND**

The split award allowed not only a lower overall contract cost over awarding to a low total bidder (\$571,976.49), but smaller companies were able to participate in the process who have less overhead costs, and allowed the individual building managers to form a partnership with the companies to achieve a better final product. In the past, smaller buildings often had a problem with employee turnover since good employees were sometimes re-assigned to the main campus area or to cover absenteeism and it was difficult to default the main contractor for a deficiency at a small off-campus site.

### **MARKET SURVEY**

Companies responding to the market survey indicated various market conditions affecting their business including increases in supply, supervision, training, and fuel costs. Although the companies indicated that the market is still competitive, the prices the City obtained in the bid process were very competitive and even with the CPI allowable increase are still in the City's best interest.

### **BUDGET**

Funds for janitorial services for all locations are available in the facility's operating account #7802.110 for custodial contractors.



DATE: July 15, 2005

TO: Jeanette Bennett, Purchasing Director

FROM: Linda N. Bockstanz, Associate Buyer

RE: MARKET SURVEY – Janitorial Services

Company	Contact	Phone Number	Response
OMNI Facility	Ron Zacharias	248-483-3170	Supplies will be going up about 10%. The average square foot price for the City of Troy would be about \$.07 to \$.125. If prices per square were lower – then service would be limited on duties. Wages are about the same (\$7.50 to \$8.00 per hour). Cost of fuel will impact later, but for right now – fuel cost are not considered.
Giant Janitorial Service Inc.	Peter Huthwaite	313-886-7797	Wages are lower, but training and supervision wage costs are higher. Supplies have gone up about 20%. Cost of fuel – if stays high - will impact prices. Average janitorial costs are about 8 to 9 cents per square foot. Need Bid Bonds and Performance Bonds on our Bids. The City also needs to limit causal labor costs – instead of 8 hr days, maybe 5 hr days – (3 hrs in the morning and 2 hrs in the afternoon.)
Saber Commercial Cleaning & Supply	Mr. J. Saber	248-650-4930	Market is average to slow for Janitorial Services. Average cost per square foot is 8 to 10 cents. Fuel cost will soon impact their Company and costs will go up. They have invested in new equipment for the Company, quieter vacuums and cleaning machines.
Clean Care, Inc and 24/7/ 365, Inc	Garfield Goulais	248-414-3880	Hiring wages are lower. Competition is high and there is need for work and jobs. Current Janitorial Services costs per square foot range from \$.075 to \$.20. The City needs to limit our Casual Labor – that would save us money. <b>(Called back on 7/13/05)</b>
At Your Service Cleaning Contractors Inc.	Kim Graham	810-715-1100	New equipment and prices may go up due to fuel cost for their staff to travel from company to company. Hiring wages were lowered to keep competition going between Companies.

Kristel Cleaning Inc.	Ms.Arben Pllumaj	586-286-1202	Have lowered their costs, because their Company needs the work. Hiring wages were lowered.
Hi-Tech Building Services, Inc.	Brian Hogan	616-662-1623 x 321	Costs are staying the same for some companies. Others will lower their costs to get work. Need the work and jobs - competition high.
Corporate Cleaning Services LLC	Abraham Benson	248-569-8165	Left Messages 7/12, 7/13, 7/14, & 7/15 - no response.

Based upon the above comments, I respectfully recommend that the City accept the offer to renew the contracts for Janitorial Services with various vendors based on the following:

- **Overhead Costs**  
 More than one company indicated that supply costs have increased 10% to 20%. Many cleaning products (such as detergents) including the plastic packaging are derivatives of crude oil as well as product transportation. Costs for some companies are increasing due to staff transportation and fuel costs to travel between cleaning sites. Overhead costs such as fuel and supplies affect final contract pricing for all bidders.
- Even when hiring wages were lowered, costs have increased for Training and Supervision, and new equipment.
- **Cost per Square Foot**  
 Three companies indicated that current square foot costs for Janitorial Services range on the low side from \$.07, \$.075, \$.08 to a high of \$.10, \$.125, and \$.20 respectively. Road Runr Maintenance holds the bulk of the contract (Group 1) with prices currently ranging from \$.055 to \$.0825 per square foot (.05665 to .085 with the contract allowable 3.5% CPI increase). Road Runr’s awarded estimated annual total is \$482,018.73; \$498,889.39 with the allowable CPI increase of 3.5%. The next low bidder in the process was at \$510,953.88 or 6% higher.

Group	Site	Square Footage	Current Square Foot Cost	Revised Pricing - Allowable - CPI Increase
1	City Hall and Police Dept.	86,388	\$.055	\$.0569
1	District Court	29,000	\$.07	\$.072
1	Community Center	97,835	\$.0825	\$.085
1	Library	44,500	\$.055	\$.0569

Group	Site	Square Footage	Current Square Foot Cost	Revised Pricing - Allowable - CPI Increase
2	DPW Facility	9,500	\$.1166	\$.1207
2	P&R Garage	1,781	\$.1911	\$.1978
3	Museum	10,846	\$.08	\$.0828
3	Nature Center	8,184	\$.08	\$.0828
4	Fire Stations 1-6	14,329	\$.1051 to \$.1169	\$.1088
4	Training Center	6,915	\$.0835	\$.0864
5	Golf Courses Maintenance Bldgs. And Engineering Field Office	3,826	\$.10	\$.1035
5	Golf Courses Pro Shops	2,700	\$.16	\$.1656
	Note: Cleaning frequency changes by site for the smaller buildings			

- The two companies (Kristel Cleaning and High Tech) that reported increased competition were considerably higher in price during the bid process. Road Runr’s price (lowest total bidder) is lower by 15% and 19% respectively than these two companies. The City experienced even greater savings by splitting the award to the lowest bidder for each individual Group. These two companies would have to lower their prices a minimum of 11.5% just to be competitive with the renewal pricing.
- Two Companies reported a savings potential if Casual Labor hours are reduced. Building Operations staff is reviewing the potential for savings.

SUMMARY:

As OMNI Facility noted in their comments, “If prices per square foot were lower – then service would be limited on duties”, our experience indicates that if contract prices are under bid the cleanliness and appearance of the buildings suffers. Currently, all buildings are looking clean and presentable. The individual City building representatives report a good working relationship with their individual cleaning company and are happy with service levels. The original bid was awarded on a split award basis to achieve the greatest savings. Costs for fuel, supplies, and labor have increased as indicated by the Consumer Price Index. No benefit would be gained by re-bidding at this time since the adjusted price will then be firm for the next two years. Prices for such things as crude oil that affect this contract are expected to continue to increase.



**U.S. Department of Labor**  
**Bureau of Labor Statistics**

*Bureau of Labor Statistics Data*



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Data extracted on: June 14, 2005 (9:10:51 AM)

**Consumer Price Index - All Urban Consumers**

Series Id: CUURA208SA0, CUUSA208SA0  
 Not Seasonally Adjusted  
 Area: Detroit-Ann Arbor-Flint, MI  
 Item: All items  
 Base Period: 1982-84=100

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	HALF1	HALF2
1995		147.3		148.1		148.3		148.8		149.8		150.3	148.6	147.7	149.5
1996		151.3		152.3		151.9		152.7		153.8		154.3	152.5	151.7	153.4
1997		155.4		156.0		155.0		156.9		157.9		157.1	156.3	155.4	157.1
1998		158.5		159.1		159.4		160.5		161.0		161.2	159.8	158.8	160.7
1999		161.2		164.1		163.8		164.2		165.9		165.6	163.9	162.8	165.1
2000		167.3		168.3		170.9		170.1		171.9		171.7	169.8	168.4	171.2
2001		173.2		174.5		175.8		175.1		174.8		173.5	174.4	174.1	174.6
2002		176.2		179.0		179.0		180.9		180.4		179.7	178.9	177.6	180.3
2003		182.4		182.2		182.8		183.6		183.3		181.3	182.5	182.2	182.9
2004		183.4		184.7		185.8		186.8		187.6		185.3	185.4	184.2	186.6
2005		187.8		189.8											

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NOTE

### Inflation Calculator

\$ 1.00

in 2003

has the same buying power as

\$ 1.06

in 2005

Calculate

[About this calculator](#)

Term expires 04-30-2009

Term expires 04-30-2009

**(b) City Council Appointments**

**Historical Commission**

Appointed by Council (7) – 3 years

Term expires 07-01-2004 (Student)

**Troy Daze**

Appointed by Council (9) – 3 years

Term expires 07-01-2004 (Student)

**F-2 Closed Session**

Resolution #2003-10-532  
Moved by Eisenbacher  
Seconded by Beltramini

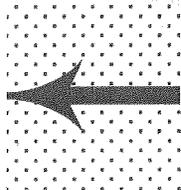
BE IT RESOLVED, that the City Council of the City of Troy **SHALL MEET** in Closed Session, as permitted by State Statute MCL 15.268(e); Troy v. Livernois Road Partners, after adjournment of this meeting.

Yes: All-6  
No: None  
Absent: Stine

**F-5 Standard Purchasing Resolution 1: Bid Award – Low Bidders – Groups 1, 3, and 4; Standard Purchasing Resolution 2: Bid Award – Lowest Acceptable Bidders Meeting Specifications – Groups 2 and 5 – Janitorial Services**

Resolution #2003-10-533  
Moved by Beltramini  
Seconded by Broomfield

RESOLVED, That contracts to provide two (2) year requirements of janitorial services for various City locations with an option to renew for two (2) additional years are hereby **AWARDED** to the following bidders, at unit prices contained in the bid tabulation opened September 23, 2003, a copy of which shall be **ATTACHED** to the original Minutes of this meeting:



<b>Low Bidders:</b>		<b>Estimated Total Annual Cost</b>
Group 1:	Road Runr Maintenance, Inc.	\$482,018.73
Group 3:	American Cleaning	\$ 29,448.80
Group 4:	Elite Maintenance	\$ 26,025.75
<b>Lowest Acceptable Bidders Meeting Specifications:</b>		
Group 2:	Elite Maintenance	\$ 17,376.60
Group 5:	This is It!	\$ 9,775.20

BE IT FURTHER RESOLVED, That awards are **CONTINGENT** upon contractors submission of properly executed proposal and bid documents, including insurance certificates, bonds, and all specified requirements; and if a bidder cannot produce an acceptable janitorial bond in accordance with the specifications, the award would go to the next low bidder.

BE IT FURTHER RESOLVED, That the current contract with Clean Care be **EXTENDED** until November 30, 2003, under the same prices, terms and conditions as the original contract.

Yes: All-6  
 No: None  
 Absent: Stine

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#### **F-9 Bid Waiver – Sole Source – Update Pump Station #7**

Resolution #2003-10-534  
 Moved by Lambert  
 Seconded by Beltramini

WHEREAS, Pump Station #7 has not been fully operational for at least fifteen (15) years; and

WHEREAS, Pump Station #7 is situated in the middle of Sanctuary Lake Golf Course; and

WHEREAS, The equipment in Pump Station #7 is outdated, inadequate and dangerous, and must be replaced.

NOW, THEREFORE, BE IT RESOLVED, That contracts to purchase the replacement panel and stainless steel parts for inside the pump station, and the labor to install them are hereby **AWARDED** to the sole source for this equipment, Kennedy Industries, Inc. for an estimated cost of \$13,900.00 and Process Piping & Equipment, the only supplier to provide an informal quote, which shall not exceed \$10,000.00, in accordance with Appendix A, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

Yes: All-6  
 No: None  
 Absent: Stine

October 13, 2003

TO: The Honorable Mayor and City Council

FROM: John Szerlag, City Manager  
Gary A. Shripka, Assistant City Manager/Services  
John M. Lamerato, Assistant City Manager/Finance & Administration  
Jeanette Bennett, Purchasing Director  
Steven Pallotta, Building Operations Director

Subject: Standard Purchasing Resolution 1: Bid Award - Low Bidders -  
Groups 1, 3, and 4  
Standard Purchasing Resolution 2: Bid Award – Lowest Acceptable Bidders  
Meeting Specifications – Groups 2 and 5  
Janitorial Services

**RECOMMENDATION:**

Bid proposals were opened September 23, 2003, for two-year requirements of janitorial services with an option to renew for two (2) additional years. City management recommends the award to the lowest bidders for Groups 1, 3, and 4 and the lowest acceptable bidders for Groups 2 and 5 at an estimated annual cost of \$564,645.08 at unit prices contained in the attached bid tabulation. In an effort to lower overall janitorial costs and provide off-site buildings with more individual control, the bid was set-up to evaluate both the low bidders for each group of individual sites, and also to the low total bidder whichever method of award was considered to be in the City's best interest. Groups were congregated by considering the type of cleaning, the cleaning schedule, or "like" services provided. By splitting the award, the City will experience an estimated annual savings of \$7,331.41 or \$14,662.82 over the two-year contract period. If the contract is extended for an additional two-year period, the amount of savings increases to approximately \$29,325.64.

Staff recommends awards to the following low bidders and lowest acceptable bidders contingent upon contractor submission of proper proposal and bid documents, including insurance certificates, bonds, and all specified requirements. Staff also recommends that, if a bidder cannot produce an acceptable janitorial bond in compliance with the specifications, the award would go to the next low bidder:

**Low Bidders:**

<b>Group 1:</b>	Road Runr Maintenance Inc.	\$ 482,018.73
<b>Group 3:</b>	American Cleaning	\$ 29,448.80
<b>Group 4:</b>	Elite Maintenance	\$ 26,025.75

**Lowest Acceptable Bidders Meeting Specifications:**

<b>Group 2:</b>	Elite Maintenance	\$ 17,376.60
<b>Group 5:</b>	This is It!	\$ 9,775.20

Lastly, staff recommends that the contract with the current provider, Clean Care, which expires October 31, 2003, be extended until November 30, 2003, to allow enough time for all successful bidders to provide the required janitorial bond and for the City to run the numerous criminal record checks that will be necessary. Clean Care has agreed to extend the contract the additional 26 days.

**EXPLANATION OF THE BID NOT MEETING SPECIFICATIONS – European Best Cleaning:**

European Best Cleaning was the low bidder for Groups 2 and 5. Representatives from the named facilities (DPW facility, Sylvan Glen Golf Course Maintenance and Pro Shop, Engineering Field Office, and P&R garage) participated in the evaluation process consisting of a reference check, interview, and site visit. The committee disqualified European for the following reasons:

SPECIFICATION / QUESTIONNAIRE	INFORMATION PROVIDED
<p>1. Equipment: The specification states that the contractor shall provide all necessary labor, supervision, materials and supplies to perform custodial service cleaning.... (Specifications, p. 1 of 9) The Questionnaire also asked the bidder to provide a list of cleaning equipment available for use on the contract including quantity, make, and description, etc.</p>	<p>1. When asked to discuss equipment that would be provided the vendor replied "We will bring replacement bags."   (The Questionnaire stated, "List on website <a href="http://www.europeanbestcleaning.com">www.europeanbestcleaning.com</a> - see attachment) No equipment was listed although services provided were listed.</p>
<p>2. Past Performance: "Past performance will be a factor in making this award. Site visits of the bidder's current buildings may be used (at the City's option) as part of the award evaluation. (Specifications, p. 2 of 9)</p>	<p>2. A site visit was made to Candlelight Wedding Chapel. Although the reference was positive, the site visit found substandard cleaning of the site. Dust was visible on all surfaces including tops of mirrors, molding running along the hallway, and under pews. The men's room was acceptable but the women's room had toilet paper on the floor, the mirrors were extremely dirty, and spotted with soap and streaks. A wedding and reception was scheduled for that night.</p>
<p>3. During the interview, more detailed information was requested concerning references that was not provided, Mr. Pllumaj stated "They're in the book".</p>	<p>3. The bid document contained inaccurate information and incorrect phone numbers for references. St. Paul's Catering was listed as a reference. When called, they stated that they employ their own cleaning crew and they had never heard of European Best Cleaning. (It should be noted that the other two references called were positive.)</p>

**BUDGET:**

Funds for janitorial services for all locations are available in account 266.7802.110 with the exception of the District Court that is charged to 268.7802.110.

- 108 Vendors Notified on the MITN System
- 15 Bid Responses Rec'd
  - 1 Bid did not meet specifications
  - 3 No Bid Responses Received: (1) Scheduling Conflict; (1) Couldn't be competitive; (1) Bonding timeline may not be met

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

VENDOR NAME:	Road Runr Mtnc Inc	Elite Maintenance	American Cleaning
CHECK #	100870289	469896	197864054
CHECK AMOUNT	\$ 15,150.00	\$ 15,150.00	\$ 15,150.00

LOCATION	SQUARE FOOTAGE	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.
<b>Group 1: Civic Center Sites</b>							
CITY HALL & POLICE	86,388	\$ 4,751.34	\$ 0.055	\$ 6,582.77	0.0762	\$ 12,094.32	\$ 0.140
52-4 DISTRICT COURT	29,000	\$ 2,030.00	\$ 0.070	\$ 2,891.30	0.0997	\$ 3,190.00	\$ 0.110
COMMUNITY CENTER	97,835	\$ 8,071.39	\$ 0.0825	\$ 12,043.49	0.1231	\$ 24,458.75	\$ 0.25
LIBRARY	44,500	\$ 2,447.50	\$ 0.055	\$ 4,556.80	0.1024	\$ 4,895.00	\$ 0.11
Monthly TOTAL of GROUP		\$ 17,300.23		\$ 26,074.35		\$ 44,638.07	
Yearly Total of Group 1:		\$ 207,602.73		\$ 312,892.25		\$ 535,656.84	
CASUAL- 22,724 Hrs x Regular Time:		\$ 272,688.00		\$ 307,455.72		\$ 244,283.00	
CASUAL - Holiday Time x 96 HRS		\$ 1,728.00		\$ 2,598.72		\$ 2,064.00	
GRAND TOTAL -W/CASUAL - GROUP 1:		\$ 482,018.73 *		\$ 622,946.69		\$ 782,003.84	
<b>Group 2: Garage Facilities</b>							
DPW FACILITY	9,500	\$ 1,140.00	\$ 0.12	\$ 1,107.70	0.1166	\$ 1,045.00	\$ 0.110
P&R GARAGE	1,781	\$ 623.35	\$ 0.35	\$ 340.35	0.1911	\$ 516.49	\$ 0.290
Monthly TOTAL of GROUP 2:		\$ 1,763.35		\$ 1,448.05		\$ 1,561.49	
Yearly Total of Group 2:		\$ 21,160.20		\$ 17,376.60 **		\$ 18,737.88	
<b>Group 3:</b>							
<b>Enrichment Facilities</b>							
MUSEUM	5X / Week 10,846	\$ 704.99	\$ 0.065	\$ 1,713.67	0.1580	\$ 867.68	\$ 0.080
LLOYD STAGE	3X / Week	\$ 736.56	\$ 0.09	\$ 848.68	0.1037	\$ 654.72	\$ 0.080
NATURE CENTER	8,184						
Monthly TOTAL of GROUP 3:		\$ 1,441.55		\$ 2,562.35		\$ 1,522.40	
Yearly Total of Group 3		\$ 17,298.60		\$ 30,748.19		\$ 18,268.80	
Nature Center - 1,040 Hrs x Regular Time:		\$ 12,480.00		\$ 14,071.20		\$ 11,180.00	
GRAND TOTAL -W/CASUAL - GROUP 3:		\$ 29,778.60		\$ 44,819.39		\$ 29,448.80 *	
<b>Group 4: Fire Sites</b>							
<b>FIRE HALLS:</b>							
1 (Tuesday and Friday)	2,175	\$ 261.00	\$ 0.12	\$ 228.59	\$ 0.1051	\$ 261.00	\$ 0.120
2 (Monday and Thursday)	2,320	\$ 278.40	\$ 0.12	\$ 271.21	\$ 0.1169	\$ 278.40	\$ 0.120
3 (Tuesday and Friday)	3,000	\$ 360.00	\$ 0.12	\$ 315.30	\$ 0.1051	\$ 360.00	\$ 0.120
4 (Tuesday and Friday)	1,914	\$ 229.68	\$ 0.12	\$ 201.16	\$ 0.1051	\$ 229.68	\$ 0.120
5 (Monday and Thursday)	3,000	\$ 360.00	\$ 0.12	\$ 350.70	\$ 0.1169	\$ 360.00	\$ 0.120
6 (Monday and Thursday)	1,920	\$ 230.40	\$ 0.12	\$ 224.45	\$ 0.1169	\$ 230.40	\$ 0.120
FIRE/ POLICE TRAINING	6,915	\$ 553.20	\$ 0.08	\$ 577.40	\$ 0.0835	\$ 1,037.25	\$ 0.150
Monthly TOTAL of GROUP 4:		\$ 2,272.68		\$ 2,168.81		\$ 2,756.73	
Yearly Total of Group 4:		\$ 27,272.16		\$ 26,025.75 *		\$ 33,080.76	
<b>Group 5: Other Sites</b>							
SYLVAN GLEN:	2X /	\$ 112.50	\$ 0.15	\$ 259.20	\$ 0.3456	WITHDREW FROM GROUP 5 -	
Maintenance Bldg. - All Year	750					INCORRECT SQFT	\$ 0.040
						AMOUNTS	
SYLVAN GLEN GC:	5X /	\$ 255.00	\$ 0.15	\$ 631.55	\$ 0.3715		\$ 0.030
Pro Shop (9 mos./yr)	1,700						
SANCTUARY LAKE GC:	2X /	\$ 107.85	\$ 0.15	\$ 244.24	\$ 0.3397		\$ 0.040
Maintenance Bldg. - All Year	719						
SANCTUARY LAKE GC:	5X /	\$ 150.00	\$ 0.15	\$ 660.50	\$ 0.6605		\$ 0.050
Pro Shop (9 mos./yr)	1,000						
ENGINEERING FIELD	2X / Week	\$ 353.55	\$ 0.15	\$ 135.53	\$ 0.0575		\$ 0.040
OFFICE: All Year	2,357						
Monthly TOTAL of GROUP 5:		\$ 978.90		\$ 1,931.02		\$ -	
Yearly Total of Group 5:		\$ 11,746.80		\$ 23,172.26		\$ -	
Monthly GRAND TOTAL GROUPS 1 - 5		\$ 23,756.71		\$ 34,184.59		N/A	
Yearly Grand Totals - Groups 1 - 5		\$ 285,080.49		\$ 410,215.05		N/A	
GRAND TOTAL - Groups 1-5 w/Causal		\$ 571,976.49		\$ 734,340.69		N/A	

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06  
 Pg 2 of 10

VENDOR NAME:		Road Runr Mtnce Inc	Elite Maintenance	American Cleaning
<b>CASUAL LABOR:</b>				
City Hall, Courts, Comm.Ctr, Library				
22,724 Hrs x Regular Time;		\$ 272,688.00	\$ 307,455.72	10.75 \$ 244,283.00
Holiday Time 96 Hrs		\$ 1,728.00	\$ 2,598.72	21.50 \$ 2,064.00
Nature Center - 1,040 Hrs X Regular Time;		\$ 12,480.00	\$ 14,071.20	10.75 \$ 11,180.00
NOTE: HOURLY RATES NORMALIZED				
Regular Time:	\$ 12.00	\$ 13.53	9.00 to 12.50	
Employee Pay Range:	7.75 to 9.00	13.53 to 19.55	9.00 to 12.50	
Holiday Time:	\$ 18.00	\$ 27.07	18.00 to 25.00	
<b>TOTAL OF CASUAL LABOR:</b>	<b>\$ 286,896.00</b>	<b>\$ 324,125.64</b>	<b>\$ 257,527.00</b>	
<b>GRAND TOTAL:</b>				
<b>RETURN OF BID DEPOSIT:</b> Pick Up				
			X	
	Mail	X		X
<b>INSURANCE:</b>				
	Can Meet	X	X	X
	Cannot Meet			
<b>SITE INSPECTIONS:</b>				
	Y or N	Yes	Yes	Yes
	DATE	9/17/03	9/21 & 22/03	9/17/03
<b>VENDOR QUESTIONNAIRE</b> Y or N				
		Yes	Yes	(Part of) Yes
<b>TERMS:</b>				
		30 days	Blank	Blank
<b>WARRANTY:</b>				
		Per Contract	Blank	Blank
<b>EXCEPTIONS:</b>				
		Blank	None	Blank

PROPOSAL: Two(2) Year Requirements of Janitorial Services for Various City Locations with an Option to Renew for Two(2) Additional Years

\* DENOTES LOW TOTAL BIDDERS

\*\* DENOTES LOWEST ACCEPTABLE BIDDERS

**ATTEST:**

Steve Pallotta  
 Mary Ann Hayes  
 Linda Bockstanz

*Jeanette Bennett*  
 Jeanette Bennett  
 Purchasing Director

Opening Date -- 9-23-03  
Date Prepared -- 10/14/03

CITY OF TROY  
BID TABULATION  
JANITORIAL SERVICES

VENDOR NAME:	<b>THIS IS IT</b>	OMNI Facility	Giant Janitorial
CHECK #	329724225	650318445	698816125
CHECK AMOUNT	\$ 15,150.00	\$ 15,150.00	\$ 15,150.00

LOCATION	SQUARE FOOTAGE	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.
<b>Group 1: Civic Center Sites</b>							
CITY HALL & POLICE	86,388	\$ 4,751.34	\$ 0.055	\$ 6,435.91	\$ 0.0745	\$ 5,174.64	\$ 0.0599
52-4 DISTRICT COURT	29,000	\$ 2,610.00	\$ 0.090	\$ 2,001.00	\$ 0.0690	\$ 2,523.00	\$ 0.0870
COMMUNITY CENTER	97,835	\$ 10,761.85	\$ 0.110	\$ 9,587.83	\$ 0.0980	\$ 10,517.26	\$ 0.1075
LIBRARY	44,500	\$ 2,670.00	\$ 0.060	\$ 3,115.00	\$ 0.0700	\$ 3,110.55	\$ 0.0699
Monthly TOTAL of GROUP		\$ 20,793.19		\$ 21,139.74		\$ 21,325.45	
Yearly Total of Group 1:		\$ 249,518.28		\$ 253,676.88		\$ 255,905.44	
CASUAL- 22,724 Hrs x Regular Time:		\$ 289,731.00		\$ 255,645.00		\$ 272,688.00	
CASUAL - Holiday Time x 96 HRS		\$ 1,224.00		\$ 1,632.00		\$ 1,248.00	
GRAND TOTAL -W/CASUAL - GROUP 1:		\$ 540,473.28		\$ 510,953.88		\$ 529,841.44	
<b>Group 2: Garage Facilities</b>							
DPW FACILITY	9,500	\$ 1,330.00	\$ 0.14	\$ 1,140.00	\$ 0.1200	\$ 1,805.00	\$ 0.19
P&R GARAGE	1,781	\$ 552.11	\$ 0.31	\$ 498.68	\$ 0.2800	\$ 614.45	\$ 0.345
Monthly TOTAL of GROUP 2:		\$ 1,882.11		\$ 1,638.68		\$ 2,419.45	
Yearly Total of Group 2:		\$ 22,585.32		\$ 19,664.16		\$ 29,033.40	
<b>Group 3:</b>							
<b>Enrichment Facilities</b>							
MUSEUM	5X / Week 10,846	\$ 759.22	\$ 0.07	\$ 845.99	\$ 0.0780	\$ 1,084.60	\$ 0.10
LLOYD STAGE	3X / Week	\$ 654.72	\$ 0.08				
NATURE CENTER	8,184			\$ 793.85	\$ 0.0970	\$ 638.35	\$ 0.078
Monthly TOTAL of GROUP 3:		\$ 1,413.94		\$ 1,639.84		\$ 1,722.95	
Yearly Total of Group 3		\$ 16,967.28		\$ 19,678.08		\$ 20,675.40	
Nature Center - 1,040 Hrs x Regular Time:		\$ 13,260.00		\$ 11,700.00		\$ 12,480.00	
GRAND TOTAL -W/CASUAL - GROUP 3:		\$ 30,227.28		\$ 31,378.08		\$ 33,155.40	
<b>Group 4: Fire Sites</b>							
<b>FIRE HALLS:</b>							
1 (Tuesday and Friday)	2,175	\$ 261.00	\$ 0.12	\$ 289.28	\$ 0.1330	\$ 369.75	\$ 0.17
2 (Monday and Thursday)	2,320	\$ 278.40	\$ 0.12	\$ 308.56	\$ 0.1330	\$ 394.40	\$ 0.17
3 (Tuesday and Friday)	3,000	\$ 360.00	\$ 0.12	\$ 399.00	\$ 0.1330	\$ 510.00	\$ 0.17
4 (Tuesday and Friday)	1,914	\$ 229.68	\$ 0.12	\$ 254.56	\$ 0.1330	\$ 325.38	\$ 0.17
5 (Monday and Thursday)	3,000	\$ 360.00	\$ 0.12	\$ 399.00	\$ 0.1330	\$ 510.00	\$ 0.17
6 (Monday and Thursday)	1,920	\$ 230.40	\$ 0.12	\$ 255.36	\$ 0.1330	\$ 326.40	\$ 0.17
FIRE/ POLICE TRAINING	6,915	\$ 1,728.75	\$ 0.25	\$ 1,058.00	\$ 0.1530	\$ 1,521.30	\$ 0.22
Monthly TOTAL of GROUP 4:		\$ 3,448.23		\$ 2,963.75		\$ 3,957.23	
Yearly Total of Group 4:		\$ 41,378.76		\$ 35,565.00		\$ 47,486.76	
<b>Group 5: Other Sites</b>							
SYLVAN GLEN: Maintenance Bldg. - All Year	2X / 750	\$ 75.00	\$ 0.10	\$ 86.25	\$ 0.1150	\$ 202.50	\$ 0.27
SYLVAN GLEN GC: Pro Shop (9 mos./yr)	5X / 1,700	\$ 272.00	\$ 0.16	\$ 241.40	\$ 0.1420	\$ 391.00	\$ 0.23
SANCTUARY LAKE GC: Maintenance Bldg. - All Year	2X / 719	\$ 71.90	\$ 0.10	\$ 81.97	\$ 0.1140	\$ 201.32	\$ 0.28
SANCTUARY LAKE GC: Pro Shop (9 mos./yr)	5X / WEEK,000	\$ 160.00	\$ 0.16	\$ 142.00	\$ 0.1420	\$ 420.00	\$ 0.42
ENGINEERING FIELD OFFICE: All Year	2X / Week 2,357	\$ 235.70	\$ 0.10	\$ 223.92	\$ 0.0950	\$ 259.27	\$ 0.11
Monthly TOTAL of GROUP 5:		\$ 814.60		\$ 775.53		\$ 1,474.09	
Yearly Total of Group 5:		\$ 9,775.20	**	\$ 9,306.36	*26% Service Fee	\$ 17,689.08	
Monthly GRAND TOTAL GROUPS 1 - 5		\$ 28,352.07		\$ 28,157.54	\$2,326.59	\$ 30,899.17	
Yearly Grand Totals - Groups 1 - 5		\$ 340,224.84		\$ 337,890.48		\$ 370,790.08	
GRAND TOTAL - Groups 1-5 w/Causal		\$ 644,439.84		\$ 606,867.48		\$ 657,206.08	

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06  
 Pg 4 of 10

VENDOR NAME: THIS IS IT		OMNI Facility	Giant Janitorial
<b>CASUAL LABOR:</b>			
City Hall, Courts, Comm.Ctr, Library			
22,724 Hrs x Regular Time;	\$ 289,731.00	\$ 255,645.00	\$ 272,688.00
Holiday Time 96 Hrs	\$ 1,224.00	\$ 1,632.00	\$ 1,248.00
Nature Center - 1,040 Hrs X Regular Time;	\$ 13,260.00	\$ 11,700.00	\$ 12,480.00
Regular Time:	\$ 12.75	\$ 11.25	\$ 12.00
Employee Pay Range:	10.50 to 12.75	8.00 to 8.15	6.50 to 11.00
Holiday Time:	\$ 12.75	\$ 17.00	\$ 13.00
<b>TOTAL OF CASUAL LABOR:</b>	<b>\$ 304,215.00</b>	<b>\$ 268,977.00</b>	<b>\$ 286,416.00</b>
<b>GRAND TOTAL:</b>			
<b>RETURN OF BID DEPOSIT:</b> Pick Up	X		X
Mail		X	
<b>INSURANCE:</b> Can Meet	X	X	X
Cannot Meet			
<b>SITE INSPECTIONS:</b> Y or N	Yes	Yes	Yes
DATE	9/16/03	9/11/03	9/10 & 9/16
<b>VENDOR QUESTIONNAIRE</b> Y or N	Yes	Yes	Yes
<b>TERMS:</b>	Net 15 Days	Net 30 Days	Net 10
<b>WARRANTY:</b>	Blank	N/A	/
<b>EXCEPTIONS:</b>	Blank	25% Service Fee for Group 5 Listed In Bid	Blank

**ATTEST:**  
 Steve Pallotta  
 Mary Ann Hayes  
 Linda Bockstanz

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06

VENDOR NAME:	HI-Tech	Clean Care	Kristel Cleaning
CHECK #	961911146	840811902-3	10118551
CHECK AMOUNT \$	15,150.00	14,700.00	15,150.00

LOCATION	SQUARE FOOTAGE	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.
<b>Group 1: Civic Center Sites</b>							
CITY HALL & POLICE	86,388	\$ 7,774.92	\$ 0.09	\$ 5,183.28	\$ 0.06	\$ 6,911.04	\$ 0.08
52-4 DISTRICT COURT	29,000	\$ 2,900.00	\$ 0.10	\$ 2,900.00	\$ 0.10	\$ 2,320.00	\$ 0.08
COMMUNITY CENTER	97,835	\$ 8,805.15	\$ 0.09	\$ 9,783.50	\$ 0.10	\$ 11,740.20	\$ 0.12
LIBRARY	44,500	\$ 3,560.00	\$ 0.08	\$ 3,560.00	\$ 0.08	\$ 3,337.50	\$ 0.075
Monthly TOTAL of GROUP		\$ 23,040.07		\$ 21,426.78	WAS CLARIFIED BY	\$ 24,308.74	
Yearly Total of Group 1:		\$ 276,480.84		\$ 257,121.36	AUDREA ON 9/26/03	\$ 291,704.88	
CASUAL- 22,724 Hrs x Regular Time:		\$ 270,415.60		\$ 306,774.00		\$ 272,688.00	
CASUAL - Holiday Time x 96 HRS		\$ 1,713.60		\$ 768.00		\$ 1,152.00	
GRAND TOTAL -W/CASUAL - GROUP 1:		\$ 548,610.04		\$ 564,663.36		\$ 565,544.88	
<b>Group 2: Garage Facilities</b>							
DPW FACILITY	9,500	\$ 1,235.00	\$ 0.13	\$ 1,472.50	\$ 0.155	\$ 1,330.00	\$ 0.140
P&R GARAGE	1,781	\$ 231.53	\$ 0.13	\$ 1,424.80	\$ 0.80	\$ 302.77	\$ 0.17
Monthly TOTAL of GROUP 2:		\$ 1,466.53		\$ 2,897.30		\$ 1,632.77	
Yearly Total of Group 2:		\$ 17,598.36		\$ 34,767.60		\$ 19,593.24	
<b>Group 3:</b>							
<b>Enrichment Facilities</b>							
MUSEUM	5X / Week 10,846	\$ 759.22	\$ 0.07	\$ 1,301.52	\$ 0.12	\$ 1,518.44	\$ 0.14
LLOYD STAGE	3X / Week						
NATURE CENTER	8,184	\$ 982.08	\$ 0.12	\$ 982.08	\$ 0.12	\$ 613.80	\$ 0.075
Monthly TOTAL of GROUP 3:		\$ 1,741.30		\$ 2,283.60		\$ 2,132.24	
Yearly Total of Group 3		\$ 20,895.60		\$ 27,403.20		\$ 25,586.88	
Nature Center - 1,040 Hrs x Regular Time:		\$ 12,376.00		\$ 14,040.00		\$ 12,480.00	
GRAND TOTAL -W/CASUAL - GROUP 3:		\$ 33,271.60		\$ 41,443.20		\$ 38,066.88	
<b>Group 4: Fire Sites</b>							
<b>FIRE HALLS:</b>							
1 (Tuesday and Friday)	2,175	\$ 282.75	\$ 0.13	\$ 435.00	\$ 0.20	\$ 326.25	\$ 0.15
2 (Monday and Thursday)	2,320	\$ 301.60	\$ 0.13	\$ 464.00	\$ 0.20	\$ 348.00	\$ 0.15
3 (Tuesday and Friday)	3,000	\$ 390.00	\$ 0.13	\$ 600.00	\$ 0.20	\$ 450.00	\$ 0.15
4 (Tuesday and Friday)	1,914	\$ 248.82	\$ 0.13	\$ 382.00	\$ 0.20	\$ 287.10	\$ 0.15
5 (Monday and Thursday)	3,000	\$ 390.00	\$ 0.13	\$ 600.00	\$ 0.20	\$ 450.00	\$ 0.15
6 (Monday and Thursday)	1,920	\$ 249.60	\$ 0.13	\$ 384.00	\$ 0.20	\$ 288.00	\$ 0.15
FIRE/ POLICE TRAINING	6,915	\$ 1,521.30	\$ 0.22	\$ 1,452.15	\$ 0.21	\$ 1,037.25	\$ 0.15
Monthly TOTAL of GROUP 4:		\$ 3,384.07		\$ 4,317.15		\$ 3,186.60	
Yearly Total of Group 4:		\$ 40,608.84		\$ 51,805.80		\$ 38,239.20	
<b>Group 5: Other Sites</b>							
SYLVAN GLEN:	2X /	\$ 112.50	\$ 0.15	No Bid		\$ 127.50	\$ 0.17
Maintenance Bldg. - All Year	750						
SYLVAN GLEN GC:	5X /	\$ 289.00	\$ 0.17	No Bid		\$ 459.00	\$ 0.27
Pro Shop (9 mos./yr)	1,700						
SANCTUARY LAKE GC:	2X /	\$ 115.04	\$ 0.16	No Bid		\$ 122.23	\$ 0.17
Maintenance Bldg. - All Year	719						
SANCTUARY LAKE GC:	5X /	\$ 290.00	\$ 0.29	No Bid		\$ 450.00	\$ 0.45
Pro Shop (9 mos./yr)	WEEK,000						
ENGINEERING FIELD	2X / Week	\$ 235.70	\$ 0.10	No Bid		\$ 235.70	\$ 0.10
OFFICE: All Year	2,357						
Monthly TOTAL of GROUP 5:		\$ 1,042.24		No Bid		\$ 1,394.43	
Yearly Total of Group 5:		\$ 12,506.88		0		\$ 16,733.16	
Monthly GRAND TOTAL GROUPS 1 - 5		\$ 30,674.21		N/A		\$ 32,654.78	
Yearly Grand Totals - Groups 1 - 5		\$ 368,090.52		N/A		\$ 391,857.36	
GRAND TOTAL - Groups 1-5 w/Causal		\$ 652,595.72		N/A		\$ 678,177.36	

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06  
 Pg 6 of 10

VENDOR NAME:		HI -Tech	Clean Care	Kristel Cleaning
<b>CASUAL LABOR:</b>				
City Hall, Courts, Comm.Ctr, Library				
22,724 Hrs x Regular Time;		\$ 270,415.60	\$ 306,774.00	\$ 272,688.00
Holiday Time 96 Hrs		\$ 1,713.60	\$ 768.00	\$ 1,152.00
Nature Center - 1,040 Hrs X Regular Time;		\$ 12,376.00	\$ 14,040.00	\$ 12,480.00
Regular Time:		\$ 11.90	\$ 13.50	\$ 12.00
Employee Pay Range:		8.00 to 9.00	7.00 to 11.00	8.00 to 12.00
Holiday Time:		\$ 17.85	\$ 8.00	\$ 12.00
<b>TOTAL OF CASUAL LABOR:</b>		<b>\$ 284,505.20</b>	<b>\$ 321,582.00</b>	<b>\$ 286,320.00</b>
<b>GRAND TOTAL:</b>				
<b>RETURN OF BID DEPOSIT:</b>	Pick Up		Blank	X
	Mail	X	Blank	
<b>INSURANCE:</b>	Can Meet	X	X	X
	Cannot Meet			
<b>SITE INSPECTIONS:</b>	Y or N	Yes	No	Yes
	DATE	9/11/03	Current Contractor	9/11/03
<b>VENDOR QUESTIONNAIRE</b>	Y or N	Yes	Yes	Yes
<b>TERMS:</b>		Net 30 Days	30 Days/Net	Blank
<b>WARRANTY:</b>		Yes	Blank	Blank
<b>EXCEPTIONS:</b>		All or None award	Blank	N/A

**ATTEST:**  
 Steve Pallotta  
 Mary Ann Hayes  
 Linda Bockstanz

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06

Pg 7 of 10

VENDOR NAME:	SABER	ABM Jantorial	At Your Service Cleaning
CHECK #	698787165	NO CHECK/See Letter	875227425-3
CHECK AMOUNT	\$ 12,000.00	\$ 15,150.00	\$ 15,150.00

LOCATION	SQUARE FOOTAGE	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.
<b>Group 1: Civic Center Sites</b>							
CITY HALL & POLICE	86,388	\$ 6,219.94	\$ 0.0720	\$ 7,170.20	\$ 0.083	\$ 10,107.40	\$ 0.1170
52-4 DISTRICT COURT	29,000	\$ 2,436.00	\$ 0.0840	\$ 3,596.00	\$ 0.124	\$ 3,161.00	\$ 0.1090
COMMUNITY CENTER	97,835	\$ 8,707.32	\$ 0.0890	\$ 9,783.50	\$ 0.10	\$ 9,587.83	\$ 0.0980
LIBRARY	44,500	\$ 3,871.50	\$ 0.0870	\$ 4,450.00	\$ 0.10	\$ 5,918.50	\$ 0.1330
Monthly TOTAL of GROUP		\$ 21,234.75		\$ 24,999.70		\$ 28,774.73	
Yearly Total of Group 1:		\$ 254,817.01		\$ 299,996.40		\$ 345,296.71	
CASUAL- 22,724 Hrs x Regular Time;		\$ 318,136.00		\$ 274,278.68		\$ 295,184.76	
CASUAL - Holiday Time x 96 HRS		\$ 1,728.00		\$ 1,728.00		\$ 1,775.04	
GRAND TOTAL -W/CASUAL - GROUP 1:		\$ 574,681.01		\$ 576,003.08		\$ 642,256.51	
<b>Group 2: Garage Facilities</b>							
DPW FACILITY	9,500	No Bid	\$ -	\$ 2,194.50	\$ 0.231	\$ 2,736.00	\$ 0.288
P&R GARAGE	1,781	No Bid	\$ -	\$ 1,259.17	\$ 0.707	\$ 537.86	\$ 0.302
Monthly TOTAL of GROUP 2:		No Bid		\$ 3,453.67		\$ 3,273.86	
Yearly Total of Group 2:		0		\$ 41,444.04		\$ 39,286.34	
<b>Group 3:</b>							
<b>Enrichment Facilities</b>							
MUSEUM	5X / Week 10,846	No Bid	\$ -	\$ 770.07	\$ 0.071	\$ 1,052.06	0.097
LLOYD STAGE	3X / Week	No Bid	\$ -	\$ 491.04	\$ 0.06		
NATURE CENTER	8,184					\$ 867.50	0.106
Monthly TOTAL of GROUP 3:		No Bid		\$ 1,261.11		\$ 1,919.57	
Yearly Total of Group 3		0		\$ 15,133.27		\$ 23,034.79	
Nature Center - 1,040 Hrs x Regular Time;		\$ 14,560.00		\$ 12,552.80		\$ 13,509.60	
GRAND TOTAL -W/CASUAL - GROUP 3:		\$ 14,560.00		\$ 27,686.07		\$ 36,544.39	
<b>Group 4: Fire Sites</b>							
<b>FIRE HALLS:</b>							
1 (Tuesday and Friday)	2,175	No Bid	\$ -	\$ 152.25	\$ 0.07	\$ 289.28	\$ 0.133
2 (Monday and Thursday)	2,320	No Bid	\$ -	\$ 178.64	\$ 0.077	\$ 285.36	\$ 0.123
3 (Tuesday and Friday)	3,000	No Bid	\$ -	\$ 231.00	\$ 0.077	\$ 354.00	\$ 0.118
4 (Tuesday and Friday)	1,914	No Bid	\$ -	\$ 153.12	\$ 0.08	\$ 273.70	\$ 0.143
5 (Monday and Thursday)	3,000	No Bid	\$ -	\$ 204.00	\$ 0.068	\$ 354.00	\$ 0.118
6 (Monday and Thursday)	1,920	No Bid	\$ -	\$ 153.60	\$ 0.08	\$ 268.80	\$ 0.140
FIRE/ POLICE TRAINING	6,915	No Bid		\$ 1,535.13	\$ 0.222	\$ 1,002.68	\$ 0.145
Monthly TOTAL of GROUP 4:		No Bid		\$ 2,607.74		\$ 2,827.81	
Yearly Total of Group 4:		0		\$ 31,292.88		\$ 33,933.74	
<b>Group 5: Other Sites</b>							
SYLVAN GLEN:	2X /	No Bid		\$ 54.75	\$ 0.073	\$ 219.00	\$ 0.292
Maintenance Bldg. - All Year	750						
SYLVAN GLEN GC:	5X /	No Bid		\$ 384.20	\$ 0.226	\$ 402.90	\$ 0.237
Pro Shop (9 mos./yr)	1,700						
SANCTUARY LAKE GC:	2X /	No Bid		\$ 51.05	\$ 0.071	\$ 212.82	\$ 0.296
Maintenance Bldg. - All Year	719						
SANCTUARY LAKE GC:	5X /	No Bid		\$ 256.00	\$ 0.256	\$ 378.00	\$ 0.378
Pro Shop (9 mos./yr)	WEEK,000						
ENGINEERING FIELD	2X / Week	No Bid		\$ 153.21	\$ 0.065	\$ 263.98	\$ 0.112
OFFICE: All Year	2,357						
Monthly TOTAL of GROUP 5:		No Bid		\$ 899.20		\$ 1,476.71	
Yearly Total of Group 5:		0		\$ 10,790.45		\$ 17,720.50	
Monthly GRAND TOTAL GROUPS 1 - 5		N/A		\$ 33,221.42		\$ 38,272.67	
Yearly Grand Totals - Groups 1 - 5		N/A		\$ 398,657.04		\$ 459,272.09	
GRAND TOTAL - Groups 1-5 w/Causal		N/A		\$ 687,216.52		\$ 769,741.49	

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06

VENDOR NAME:

SABER	ABM Janitorial	At Your Service Cleaning
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**CASUAL LABOR:**

City Hall, Courts, Comm.Ctr, Library

22,724 Hrs x Regular Time;

Holiday Time 96 Hrs

Nature Center - 1,040 Hrs X Regular Time;

Regular Time:

Employee Pay Range:

Holiday Time:

**TOTAL OF CASUAL LABOR:**

**GRAND TOTAL:**

**RETURN OF BID DEPOSIT:** Pick Up

Mail

**INSURANCE:**

Can Meet

Cannot Meet

**SITE INSPECTIONS:**

Y or N

DATE

**VENDOR QUESTIONNAIRE** Y or N

**TERMS:**

**WARRANTY:**

**EXCEPTIONS:**

\$ 318,136.00

\$ 1,728.00

\$ 14,560.00

\$ 14.00

8.00 to 11.00

\$ 18.00

\$ 334,424.00

\$ 274,278.68

\$ 1,728.00

\$ 12,552.80

\$ 12.07

7.00 to 12.00

\$ 18.00

\$ 288,559.48

\$ 295,184.76

\$ 1,775.04

\$ 13,509.60

\$ 12.99

9.00 to 10.00

\$ 18.49

\$ 310,469.40

X

X

X

X

X

X

Yes

Yes

Yes

9/11/03

9/11/03

9/11/03

Yes

Yes

Yes

Option #1

Blank

Net 15 Days

Blank

Blank

Blank

Blank

ABM based its proposal on  
 being awarded all locations

All or None Award

**ATTEST:**

Steve Pallotta

Mary Ann Hayes

Linda Bockstanz

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

ITB-COT 03-06

VENDOR NAME:	24/7 365 Inc	Corporate Cleaning	European Best Cleaning
CHECK #	840811903-2	5733124716/5733124727	Five(5) Int'l Money Orders
CHECK AMOUNT	\$ 14,700.00	\$ 900.00 \$ 450.00	\$ 2,250.00

LOCATION	SQUARE FOOTAGE	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.	COST / MONTH	\$ PER SQUARE FT.
<b>Group 1: Civic Center Sites</b>							
CITY HALL & POLICE	86,388	\$ 14,685.96	\$ 0.17	No Bid	\$ -	No Bid	\$ -
52-4 DISTRICT COURT	29,000	\$ 2,610.00	\$ 0.09	No Bid	\$ -	No Bid	\$ -
COMMUNITY CENTER	97,835	\$ 12,229.38	\$ 0.125	No Bid	\$ -	No Bid	\$ -
LIBRARY	44,500	\$ 5,562.50	\$ 0.125	No Bid	\$ -	No Bid	\$ -
Monthly TOTAL of GROUP		\$ 35,087.84		No Bid		No Bid	
Yearly Total of Group 1:		\$ 421,054.08		0		0	
CASUAL- 22,724 Hrs x Regular Time;		\$ 294,048.56		\$ -		\$ -	
CASUAL - Holiday Time x 96 HRS		\$ 936.00		\$ -		\$ -	
GRAND TOTAL -W/CASUAL - GROUP 1:		\$ 716,038.64		\$ -		\$ -	
<b>Group 2: Garage Facilities</b>							
<b>Group 2 - DMS</b>							
DPW FACILITY	9,500	\$ 1,330.00	\$ 0.14	No Bid	\$ -	\$ 1,045.00	\$ 0.11
P&R GARAGE	1,781	\$ 516.49	\$ 0.29	No Bid	\$ -	\$ 356.20	\$ 0.20
Monthly TOTAL of GROUP 2:		\$ 1,846.49		No Bid		\$ 1,401.20	
Yearly Total of Group 2:		\$ 22,157.88		0		\$ 16,814.40	=> DMS
<b>Group 3: Enrichment Facilities</b>							
MUSEUM	5X / Week 10,846	\$ 1,193.06	\$ 0.11	\$ 867.68	\$ 0.080	No Bid	\$ -
LLOYD STAGE	3X / Week						
NATURE CENTER	8,184	\$ 900.24	\$ 0.11	\$ 1,145.76	\$ 0.14	No Bid	\$ -
Monthly TOTAL of GROUP 3:		\$ 2,093.30		\$ 2,013.44		No Bid	
Yearly Total of Group 3		\$ 25,119.60		\$ 24,161.28		0	
Nature Center - 1,040 Hrs x Regular Time;		\$ 13,457.60		\$ 14,040.00		\$ -	
GRAND TOTAL -W/CASUAL - GROUP 3:		\$ 38,577.20		\$ 38,201.28		\$ -	
<b>Group 4: Fire Sites</b>							
<b>FIRE HALLS:</b>							
1 (Tuesday and Friday)	2,175	\$ 304.50	\$ 0.14	No Bid	\$ -	\$ 217.50	\$ 0.10
2 (Monday and Thursday)	2,320	\$ 324.80	\$ 0.14	No Bid	\$ -	\$ 232.00	\$ 0.10
3 (Tuesday and Friday)	3,000	\$ 420.00	\$ 0.14	No Bid	\$ -	\$ 300.00	\$ 0.10
4 (Tuesday and Friday)	1,914	\$ 267.96	\$ 0.14	No Bid	\$ -	\$ 191.40	\$ 0.10
5 (Monday and Thursday)	3,000	\$ 420.00	\$ 0.14	No Bid	\$ -	\$ 300.00	\$ 0.10
6 (Monday and Thursday)	1,920	\$ 268.80	\$ 0.14	No Bid	\$ -	\$ 192.00	\$ 0.10
FIRE/ POLICE TRAINING	6,915	\$ 1,037.25	\$ 0.15	No Bid	\$ -	\$ 760.65	\$ 0.11
Monthly TOTAL of GROUP 4:		\$ 3,043.31		No Bid		\$ 2,193.55	
Yearly Total of Group 4:		\$ 36,519.72		0		\$ 26,322.60	
<b>Group 5: Other Sites</b>							
<b>Group 5 - DMS</b>							
SYLVAN GLEN: Maintenance Bldg. - All Year	2X / 750	No Bid 0	\$	\$ 97.50	\$ 0.13	\$ 90.00	\$ 0.12
SYLVAN GLEN GC: Pro Shop (9 mos./yr)	5X / 1,700	No Bid 0	\$	\$ 289.00	\$ 0.17	\$ 204.00	\$ 0.12
SANCTUARY LAKE GC: Maintenance Bldg. - All Year	2X / 719	No Bid 0	\$	\$ 100.66	\$ 0.14	\$ 71.90	\$ 0.10
SANCTUARY LAKE GC: Pro Shop (9 mos./yr)	5X / WEEK,000	No Bid 0	\$	\$ 150.00	\$ 0.15	\$ 110.00	\$ 0.11
ENGINEERING FIELD OFFICE: All Year	2X / Week 2,357	No Bid 0	\$	\$ 259.27	\$ 0.11	\$ 235.70	\$ 0.10
Monthly TOTAL of GROUP 5:		No Bid		\$ 896.43		\$ 711.60	
Yearly Total of Group 5:		0		\$ 10,757.16		\$ 8,539.20	=> DMS
Monthly GRAND TOTAL GROUPS 1 - 5		N/A		N/A		N/A	
Yearly Grand Totals - Groups 1 - 5		N/A		N/A		N/A	
GRAND TOTAL - Groups 1-5 w/Causal		N/A		N/A		N/A	

Opening Date -- 9-23-03  
 Date Prepared -- 10/14/03

CITY OF TROY  
 BID TABULATION  
 JANITORIAL SERVICES

VENDOR NAME:		24/7 365 Inc.	Corporate Cleaning	European Best Cleaning
<b>CASUAL LABOR:</b>				
City Hall, Courts, Comm.Ctr, Library				
22,724 Hrs x Regular Time;		\$ 294,048.56	\$ -	\$ -
Holiday Time 96 Hrs		\$ 936.00	\$ -	0
Nature Center - 1,040 Hrs X Regular Time;		\$ 13,457.60	\$ 14,040.00	\$ -
Regular Time:		\$ 12.94	\$ 13.50	Blank
Employee Pay Range:		6.50 to 8.50	Blank	Blank
Holiday Time:		\$ 9.75	\$ 20.25	Blank
<b>TOTAL OF CASUAL LABOR:</b>		<b>\$ 308,442.16</b>	<b>\$ 14,040.00</b>	<b>\$ -</b>
<b>GRAND TOTAL:</b>				
<b>RETURN OF BID DEPOSIT:</b>	Pick Up	X	Blank	Blank
	Mail		Blank	Blank
<b>INSURANCE:</b>	Can Meet	X	X	X
	Cannot Meet			
<b>SITE INSPECTIONS:</b>	Y or N	Yes	Yes	Yes
	DATE	Many Occasions	9/18/03	9/17/03
<b>VENDOR QUESTIONNAIRE</b>	Y or N	Yes	Yes	Yes
<b>TERMS:</b>		30 Days Net	Blank	Blank
<b>WARRANTY:</b>		Attached to Bid	Blank	Blank
<b>EXCEPTIONS:</b>		Blank	Blank	Blank

**DMS:**  
European Best Cleaning - Group 2 (\$16,814.40); Group 5 (\$8,539.20)  
 Reason: Lack of Equipment, failure to pass site visit inspection, inaccurate reference information

**NO BIDS:**  
Commercial Building Mtnc  
Speed Clean Service  
Right Way Janitorial

**ATTEST:**  
Steve Pallotta  
Mary Ann Hays  
Linda Bockstanz



## Downloading History for ITB-COT 03-06Janitorial

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of 10/13/2003.

<b>Document Title:</b>	Janitorial Services for Various City Locations
<b>Date Issued:</b>	8/26/2003
<b>Close Date:</b>	9/23/2003
<b>Date Amendment #1 was Issued:</b>	9/18/2003

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

Acct #	Company Name	Service	Date Obtained Document	Date Obtained Amendments
13235	5 Star Development, LLC	Free	9/2/2003	
12024	A&J WASHROOM ACCESSORIES	Free	9/22/2003	
13998	ABM Janitorial Services	Free	9/23/2003	#1 9/22/2003
10873	Action Mat & Towel Rental	Free	9/23/2003	
13362	AFLAC - American Family Life Assurance Company	Free	9/10/2003	
12322	All Purpose Cleaning	Fax	9/3/2003	#1 9/18/2003
12133	Allied Building Service Company of Detroit, Inc.	E-mail	9/18/2003	#1 9/18/2003
14003	AMERICAN CLEANING	E-mail	10/12/2003	#1 9/23/2003
10935	American Seal & Restoration	Fax	9/9/2003	#1 9/18/2003
13539	Anderson's Construction Inc	E-mail	9/4/2003	
13936	Antoine's Maintenance & Supply	Free	8/27/2003	
13995	APAC PAPER & PACKAGING CORP.	Fax	9/3/2003	#1 9/18/2003
13777	Applied Cleaning Technology, Inc	E-mail		
13096	Arnold Sales	Free	9/4/2003	
13297	At Your Service Cleaning Contractors Inc.	E-mail	8/26/2003	#1 9/18/2003
11522	Atlas Janitorial cleaning service	E-mail	9/5/2003	
13954	ATOZ INC.	E-mail	9/3/2003	
11456	B & R Sales and Service Inc.	Fax		#1 9/18/2003

13145	Beautify Professional Service Corp.	E-mail	8/27/2003	
12903	Bennett Design and Fabrication LLC	E-mail		
13656	Cabrera & Co	E-mail		
14130	Caravan/Knight Facilities	E-mail	9/16/2003	
14008	Carthron and Associates LLC	Free	9/6/2003	
10869	CES	Free	8/27/2003	
13803	CINDY'S PANEL CLEANING, LLC	Free	10/6/2003	
13916	Clean Care, Inc.	Free	9/22/2003	#1 9/22/2003
11051	Clean Country, Inc.	E-mail	8/27/2003	#1 9/18/2003
12406	cleaning connection inc	E-mail	8/26/2003	
13939	COMMERCIAL BUILDING MAINTENANCE	Free	8/28/2003	
12020	Computer & Electronics Enterprises, Inc.	E-mail		
13968	Corporate Cleaning Services	Fax	9/13/2003	#1 9/18/2003
14049	Creative Cleaning Concepts Inc.	Fax	9/9/2003	#1 9/18/2003
11091	Creative Touch Cleaning	Free	9/9/2003	
11122	Crystal Bright Janitorial Services, Inc.	Fax	9/2/2003	
13380	D&D Building Services, Inc.	E-mail		
12404	Diversified Tradesmen	Fax		#1 9/18/2003
11312	Diversity Management Solutions Group	Fax		#1 9/18/2003
13387	DJ Maintenance Corp.	Fax	8/29/2003	#1 9/18/2003
12889	Downriver Maintenance Corporation	E-mail	9/3/2003	
13787	Eagle Maintenance Inc.	Free	9/2/2003	
14118	Elite Maintenance Inc.	E-mail	9/20/2003	#1 9/22/2003
14012	european best cleaning	Free	9/4/2003	
12568	Fusion Design Communications	E-mail	8/26/2003	
13824	Giant Janitorial Service, Inc	Fax	9/19/2003	#1 9/18/2003
13972	Hercules & Hercules Inc.	E-mail	9/2/2003	
10015	HI-Tec Building Services, Inc.	E-mail	9/19/2003	#1 9/18/2003
12309	Horizon Painting Inc.	E-mail	9/16/2003	
10058	Hunter's Cleaning Service	Free	9/18/2003	
12686	Ideal Building Supplies, LLC.	E-mail		
11487	J.A.M. Unlimited	Free	8/28/2003	
11806	Jani-King # 5	Free	9/21/2003	#1 9/21/2003
12055	Jani-King of MI, Inc.	Free	8/28/2003	
11177	Joe's Janitorial Service, Inc.	Free	9/4/2003	
11116	Johnston Lithograph	Fax	9/8/2003	#1 9/18/2003
12650	Kleen-Tech Services Corp.	E-mail	9/12/2003	
13963	Kristel Cleaning, Inc	E-mail	10/10/2003	
14214	link 2 technologies	E-mail	9/22/2003	
13464	Loch Le Monde Landscapes	Free	9/3/2003	
13971	M.O.G. Cleaning Service	E-mail	9/18/2003	
14215	Master Clean Services, Inc.	E-mail		#1 9/23/2003
13959	Master Maintenance	Free	9/15/2003	

11884	Mathisen Company	Fax		#1 9/18/2003
14185	mcintosh cleaning service	Free	9/20/2003	#1 9/20/2003
13441	Michigan Biochem Screening, L.L.C. (Pending)	E-mail	8/26/2003	
11241	Michigan State Industries	Free	8/29/2003	
12766	Modernistic Cleaning Services	E-mail	9/2/2003	
13707	Morning Star Cleaning Services Inc	E-mail		
13956	MR. KLEEN MAINTENANCE	Free	8/29/2003	
13310	North Star Refrigeration, Heating and Cooling	E-mail	9/19/2003	#1 9/19/2003
13946	Nu-Tech Cleaning Systems	Free	8/28/2003	
10999	Omni Facility Services	Free	9/7/2003	
11073	Oscar W. Larson Co.	E-mail		
13981	Pallotta Heating And Cooling	Free	9/2/2003	
11553	Paragon Cleaning & Restoration Services Inc.	E-mail		
11553	Paragon Cleaning & Restoration Services Inc.	E-mail		
10065	Payne Landscaping, Inc.	E-mail		
11344	Premium Sevices, Inc	E-mail	9/19/2003	
13290	Printcorp	E-mail	8/26/2003	
13339	Pro Maintenance, Inc	E-mail		
13764	Race Recovery	E-mail	8/27/2003	
12852	RCM Technologies, Inc.	Free	9/8/2003	
13198	Right Way Janitorial Service	Free	9/2/2003	
11331	Roscoe's Enterprises Inc.	Fax		#1 9/18/2003
13955	Saber Commercial Cleaning and Supply	E-mail	9/22/2003	#1 9/22/2003
14033	ServiceMaster Tri-Counties	Fax	9/8/2003	#1 9/18/2003
12681	Services Unlimited	E-mail		
13223	Simpson Development Group	E-mail		
12675	SledgeHammer Const. Inc.	E-mail	8/28/2003	
13730	SMART Management Group, LLC	E-mail		
13494	Somat Engineering	E-mail	9/19/2003	
12465	Speed Clean Service, Inc.	E-mail	9/19/2003	#1 9/19/2003
14181	Sterling's Janitorial Service	E-mail	9/19/2003	
13967	Strong Tool	Fax	9/1/2003	#1 9/18/2003
13973	Sunset Maintenance	Free	9/2/2003	
12352	T and T Enterprise Corporation	Free	9/16/2003	
14167	Tammy Bacon	Free	9/18/2003	#1 9/18/2003
13977	TDC Cleaning Services Inc.	Fax	9/12/2003	#1 9/18/2003
12577	terrasini cement	E-mail	9/22/2003	
10974	The Avrie Group, Inc.	E-mail		
13301	The Devon Group	Free	8/28/2003	
11576	The Sports Flooring Company	Fax		#1 9/18/2003
13571	Tri-Cem Corporation	Free	9/8/2003	
12718	Tucker Group, Inc.	Free	9/11/2003	

13767	Uniglobe Construction Company	E-mail		
12483	URS Corporation	E-mail	8/27/2003	#1 9/18/2003
13345	Vending R' Us	E-mail	9/2/2003	
13207	Walbridge Aldinger Company	E-mail		
12859	YTI Supply Inc.	Free	9/6/2003	

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