COUNTY AGENDA REQUEST

Department:	Purchasing	Presenter(s):	Ted Burgess
Meeting Date:	Thursday, April 12, 2012	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #821 for the purchase, rental, and cleaning of uniforms to Aramark Uniform Services, with a contract renewable annually for a maximum of three years, and authorization for the Chairman to sign the contract and any related documents contingent upon the County Attorney's review.

Background/History/Details:

The Purchasing Department issued an invitation to bid for a one-year contract for uniforms, but received only two bids. Discussions with non-responding vendors led to the understanding that they cannot recoup their investment in the uniforms in that length of time.

A new invitation to bid- Bid #821- was released, with the stipulation that the contract could be renewed each year, upon the agreement of both parties, for a total of three years. With this adjustment, four vendors responded with bids, allowing for a more competitive process.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #821 for the purchase, rental, and cleaning of uniforms to Aramark Uniform Services, with a contract renewable annually for a maximum of three years, and authorization for the Chairman to sign the contract and any related documents contingent upon the County Attorney's review.

If this item requires funding, please describe:

Funding is budgeted each year for this purpose.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	Yes
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval	Yes		

Staff Notes:

Fayette County GEORGIA

Where Quality Is A Lifestyle

To: Jack Krakeel

From: Ted L. Burgess

Date: January 20, 2012

Subject: Bid #821 – Uniform Rental and Purchase

A number of county employees wear uniforms on the job. This includes employees of Building and Grounds Maintenance, Fleet Maintenance, the Road Department, the Water System, and Solid Waste. While some uniform items are purchased, most are rented. The county contracts with vendors to supply the uniforms, and to clean them each week.

On October 12, 2011 the Purchasing Department released an Invitation to Bid for calendar year 2012. Invitations were direct-mailed to 18 vendors, in addition to the customary notifications via internet and newspaper. Two vendors submitted bids. Staff contacted six vendors at random to determine why there were so few responses. All six said that they cannot make uniforms, and then recoup the cost by renting and cleaning them in just one year. They said they would consider a 3-5 year contract, but not a one-year contract.

In response, the Purchasing Department rescinded the Invitation to Bid. A new one – Bid #821 – was developed for a contract that is renewable annually for a total of three years. It was direct-mailed to 19 vendors, as well as being announced on the internet and in the newspaper. Four responsive bids were received for uniform purchases and uniform rentals (please see attachment).

The low bid was from Unifirst, which is the county's current vendor. There have been a considerable number of issues with that vendor, including inaccurate billing, lost uniforms, customer service, and other issues. Most of the using Departments feel that another vendor should be selected.

The second lowest bid was received from Aramark Uniform Services. The consensus of the involved Departments is that the second-lowest bid should be accepted.

Attachment

Bid #821 - Uniforms
Purchases

DESCRIPTION	EST QTY	ARAMARK UNIFORM SERVICES		G & K SERVICES		J.W. OUTFITTERS		UNIFIRST		NUWEAR BY KJOEB
		UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE*	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE
SHORT SLEEVE COTTON T-SHIRTS; COLOR: GRAY WITH BLACK SILK SCREEN OF FAYETTE COUNTY LOGO INCLULDED. (SIZES: MEDIUM THROUGH 3XL)	150	$6.99	$1,048.50	$5.49 2XL UP $7.99	$1,011.00	$6.45	$967.50	$11.99	$1,798.50	Non Responsive
SHORT SLEEVE COTTON T-SHIRTS; COLOR: FLORRISSANT GREEN WITH BLACK SILK SCREEN OF FAYETTE COUNTY LOGO INCLULDED. (SIZES: MEDIUM THROUGH 3XL)	170	$6.99	$1,188.30	$5.49 2XL UP $7.99	$1,145.80	$10.95	$1,861.50	$11.99	$2,038.30	
INSULATED COVERALLS; COLOR: BROWN (CANVAS COLOR)	10	$64.99	$649.90	$79.99 2XL UP $84.99	$824.90	$67.15	$671.50	$67.19	$671.90	
PULLOVER HOODED SWEAT SHIRTS WITH FAYETTE COUNTY SILK SCREEN LOGO INCLUDED ON LEFT BREAST. COLOR: NAVY; 50% COTTON / 50% POLYESTER	12	$26.99	$323.88	$20.99 2XL UP $25.00	$276.00	$27.75	$333.00	$21.19	$254.28	
FRONT ZIP-UP HOODED SWEAT SHIRTS WITH FAYETTE COUNTY SILK SCREEN LOGO INCLUDED ON LEFT BREAST. COLOR: NAVY; 50% COTTON / 50% POLYESTER	15	$29.99	$449.85	$27.99 2XL UP $31.99	$449.85	$30.25	$453.75	$25.19	$377.85	
Total Estimated Costs			**$3,660.43**		**$3,707.55**		**$4,287.25**		**$5,140.83**	

ONE TIME SCREEN SET-UP CHARGE (IF ANY)		NO CHARGE	$0.00	$40.00	$25.00	

*G&K Services' extended price assumes half of purchases are size 2XL or larger, and the other half are smaller sizes.

Bid #821 - Uniforms
Rentals

DESCRIPTION		ARAMARK UNIFORM SERVICES		G & K SERVICES		JW OUTFITTERS		UNIFIRST		NUWEAR BY KJOEB
	No. of Employees	PRICE PER WEEK	REPLACE-MENT COST	PRICE PER WEEK	REPLACE-MENT COST	PRICE PER WEEK	REPLACE-MENT COST	PRICE PER WEEK	REPLACE-MENT COST	
1. Industrial Work Shirt Short Sleeve	34	$52.70	$17.50	$74.80	$20.85	$59.50	$12.00	$27.20	$13.99	
2. Industrial Work Shirt Long Sleeve	5	$7.75	$17.50	$11.00	$20.85	$8.75	$12.00	$4.25	$15.99	Non-Responsive
3. Cotton Industrial Work Shirt Short Sleeve	21	$44.10	$21.50	$64.68	$28.51	$52.50	$16.00	$22.05	$20.99	
4. Cotton Industrial Work Shirt Long Sleeve	9	$18.90	$21.50	$27.72	$28.51	$22.50	$16.00	$9.90	$21.99	
5. Industrial Pants	34	$59.50	$19.50	$69.19	$21.95	$81.60	$16.00	$34.00	$22.99	
6. Shirt 65/35 Long Sleeve	8	$12.40	$17.50	$17.60	$20.85	$14.00	$12.00	$8.40	$20.99	
7. Shirt 65/35 Short Sleeve	23	$35.65	$17.50	$50.60	$20.85	$40.25	$12.00	$21.85	$19.99	
8. Oxford Shirt Short Sleeve	4	$7.00	$18.00	$66.00	$23.10	$10.00	$16.00	$3.80	$18.99	
9. Oxford Shirt Long Sleeve	1	$1.75	$18.00	$16.50	$23.10	$2.60	$16.00	$1.00	$20.99	
10. Oxford Executive Shirts Short Sleeve	3	$5.25	$18.00	$9.90	$23.10	$7.50	$16.00	$2.85	$20.99	
11. Executive Twill Pleat Pants	15	$31.50	$22.00	$40.43	$30.03	$42.00	$18.00	$18.00	$24.99	
12. Polo 50/50 Short Sleeve	33	$66.00	$23.50	$108.90	$23.10	$33.00	$14.00	$29.70	$21.99	
Cooler Polo Shirt Short Sleeve for Summer Wear	33	$66.00	$23.50	$108.90	$23.10	$39.60	$16.00	$29.70	$21.99	
13. Shorts 65/35	13	$21.45	$16.00	$26.46	$20.83	$31.20	$14.00	$11.70	$17.99	
14. Pants 65/35	57	$99.75	$19.50	$116.00	$21.95	$136.80	$16.00	$57.00	$22.99	
15. Jacket Lined With Pockets	43	$19.35	$33.00	$12.90	$40.43	$10.75	$25.00	$15.05	$39.99	
16. Hip Style Jacket With Pockets	28	$12.60	$33.00	$8.40	$41.75	$7.00	$25.00	$10.36	$42.99	
17. Hip Style Jacket Lined With Pockets	35	$15.75	$33.00	$10.50	$41.75	$8.75	$25.00	$12.95	$42.99	
18. Smock ¾ Sleeve	1	$1.55	$14.00	$4.40	$24.26	$2.00	$16.00	$1.00	$23.99	
19. 65/35 Coveralls	5	$7.70	$35.00	$10.40	$36.29	$7.50	$28.00	$3.00	$32.99	
20. Jump Suits SS	1	$2.31	$35.00	$3.12	$36.29	$2.25	$28.00	$0.84	$38.99	
21. Industrial Work Pants for Women	3	$6.00	$19.50	$6.11	$23.25	$7.50	$16.00	$3.00	$24.99	
22. Mat 3 X 5 Scraper	N/A	$11.96	$65.00	$20.54	$62.01	$19.50	$28.00	$13.00	$68.99	
23. Mat 4 X 6 Visiting G	N/A	$38.08	$85.00	$49.12	$65.95	$49.92	$35.00	$40.00	$81.99	
24. Mat 3 X 10 Visiting G	N/A	$9.36	$110.00	$11.28	$87.95	$11.70	$42.00	$9.00	$106.99	
25. Mat 3 X 5 Visiting G	N/A	$1.24	$45.00	$2.04	$36.05	$1.95	$28.00	$2.00	$53.99	
26. Mop Handles	One-Time		$12.50		$10.00				$9.99	
27. 36" Dry Mops	N/A	$1.68	$10.50	$1.68	$15.99	$2.40	$6.00	$2.40	$15.99	
28. 18 X 18 Washable Shop Rags	N/A	$2.00	$0.40	$4.00	$0.50	$4.00	$0.40	$4.00	$1.99	
TOTAL WEEKLY CHARGE		$659.28		$953.15		**$717.02**		**$398.00**		
EXCEPTIONS TO SPECIFICATIONS / PAYMENT TERMS				1 WEEK FREE SERVICE						
STATE PRICE ADJUSTMENT DURING THE CONTRACT PERIOD, WHICH SHALL ONLY BE MADE ON JANUARY 1, 2013 AND/OR JANUARY 1, 2014.		5% INCREASE ON CONTRACT ANNIVERSARY		2%		4% ANNUAL PRICE INCREASE.				