

ITB #2024-005B
Rental & Laundry Services for Uniforms, Floor Mats, and Janitorial Items
Bad Tally Sheet Based on Weekly Price
Bid Opening Date: 10-26-23 2:00 pm

			American Linen		Mission Linen		Aramark	
			# of Items Charged Per Week Per 1 Employee	Weekly Charge	# of Items Charged Per Week Per 1 Employee	Weekly Charge	# of Items Charged Per Week Per 1 Employee	Weekly Charge
SECTION A UNIFORMS								
1	Work Shirt, LS, Button Up or Snap Front & Cuffs, Collar, Two Front Pockets	Chambray, 65% Polyester / 35% Cotton Blend or	5	\$ 2.35	11	\$ 1.65	11	\$ 2.64
2	Work Shirt, LS, Button Up or Snap Front and Cuffs, Collar, Two Front Pockets	100% Cotton or	5	\$ 2.35	11	\$ 2.75	11	\$ 3.85
4	Work Shirt, SS, Button Up or Snap Front, Collar, Two Front Pockets	Chambray, 65% Polyester / 35% Cotton Blend	5	\$ 2.35	11	\$ 1.65	11	\$ 2.64
5	Work Shirt, SS, Button Up or Snap Front, Collar, Two Front Pockets	100% Cotton or	5	\$ 2.35	11	\$ 2.75	11	\$ 3.85
6	Shirt, Polo, LS, Collar,	100% Polyester	5	\$ 3.50	11	\$ 2.20	11	\$ 8.69
7	Shirt, Polo, SS, Collar,	100% Polyester	5	\$ 3.25	11	\$ 2.20	11	\$ 8.69
8	Pant, Double Knot, 2 Front and 2 Back Pockets	100% Cotton	5	\$ 3.10	11	\$ 3.30	11	\$ 3.74
9	Pant, Flex Fit, 2 Front and 2 Back pockets	Denim	5	\$ 3.10	11	\$ 3.30	11	\$ 5.17
10	Standard Jeans, 2 Front and 2 Back Pockets (Wrangler, Rustler, or Similar)	100% Denim Cotton	5	\$ 8.40	11	\$ 3.30	11	\$ 4.40
11	Relaxed Jeans, 2 Front and 2 Back Pockets	100% Denim Cotton Blend	5	\$ 3.10	11	\$ 3.30	11	\$ 4.40
12	Coveralls, LS, Insulated, Zippered		1	\$ 2.50	1	\$ 1.25	1	\$ 1.15
13	Coveralls, LS, Non-Insulated, Zippered		1	\$ 1.17	1	\$ 0.50	1	\$ 0.47
WEEKLY COST FOR UNIFORMS				\$ 37.52	\$ 28.15	\$ 49.69		

SECTION B NEW EMPLOYEE SET UP								
1	Village of Ruidoso Patch			\$ 1.00		\$ 3.00		\$ 3.00
2	Employee Name Patch or Embroidery			\$ 1.50		\$ 2.50		\$ 2.00

SECTION C LAUNDRY SERVICE FOR VILLAGE OWNED ITEMS								
1	Coveralls			\$ 2.00		\$ 5.00		None
2	Jackets			\$ 2.00		\$ 5.00		None
3	Shop Towels		Per Pound	\$ 2.00		None		None

The following items were removed from the comparisons in order to compare what everyone offered

3	Work Shirt, Western Style , LS, Button Up or Snap Front and Cuffs, Collar, Two Front Pockets	100% Cotton or	5	\$ 3.50	11	\$ 4.95	11	\$ -
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American Linen
Mission Linen
Aramark

		# of Items Charged Per Week	Weekly Charge	# of Items Charged Per Week	Weekly Charge	# of Items Charged Per Week	Weekly Charge
SECTION D FLOOR MATS AND JANITORIAL							
Shop Mat 3x4		4	\$ 7.72	4	\$ 12.00	4	\$ 8.00
Floor Mat 3x4		4	\$ 7.72	4	\$ 12.00	4	\$ 8.00
Floor Mat Scrapper 3x5		4	\$ 6.60	4	\$ 12.00	4	\$ 8.00
Floor Mat 4x6		5	\$ 15.15	5	\$ 20.00	5	\$ 15.00
Floor Mat 3x10		4	\$ 14.32	4	\$ 20.00	4	\$ 16.00
Shop Towel, 100% Cotton 18x18		150	\$ 18.00	150	\$ 15.00	300	\$ 27.00
Dust Mop 20 in		1	\$ 1.50	1	\$ 1.75	2	\$ 1.30
Wet Mop		2	\$ 4.00	2	\$ 4.00	4	\$ 5.40
WEEKLY COST FOR JANITORIAL ITEMS			\$ 75.01		\$ 96.75		\$ 88.70

The following items were removed from the comparisons in order to compare what everyone offered

Shop Towel, 100% Cotton 12x12	150	\$ 18.00	\$ -	\$ -
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SECTION E ADDITIONAL SERVICE CHARGES							
Garment Maintenance	Per Garment		\$ 0.05				
Industrial Maintenance	Per Item (Mat, Mop, Towels)	% of Invoice	12.50%				
Energy Charge	All % of Invoice	% of Invoice	3.00%				
Environmental Charge	All % of Invoice	% of Invoice	7.00%				
Linen Maintenance % of Invoice	All Garments, Mats, Mops, Towels.			% of Invoice	8.00%		
Service Charge % of invoice	All Garments, Mats, Mops, Towels.			% of Invoice	5.00%		
Easy Care Rate						Per Shirt	\$ 0.06
Easy Care Rate						Per Pant	\$ 0.13
Easy Care Rate						Per Coverall	\$ 0.20
Easy Care Rate						Per Shop Towel	\$ 0.03
Easy Care Rate						Per Mop	\$ 0.25
Easy Care Rate						Per Mat	NC

COMBINED COST OF UNIFORMS AND JANITORIAL ITEMS			
Total Cost Per Week for Uniforms	\$ 37.52	\$ 28.15	\$ 49.69
Total Cost Per Week for Janitorial	\$ 75.01	\$ 96.75	\$ 88.70
Total Cost Per Week for Both	<u>\$ 112.53</u>	<u>\$ 124.90</u>	<u>\$ 138.39</u>

ANALYSIS AND RECOMMENDATION:

1. The Invitation to Bid stated, "The award shall be made to the responsible offeror whose bid is the most advantageous to the Village." The Village utilizes more uniforms in a week and a year than it does janitorial items, therefore, it was necessary to analyze the unit prices listed above, multiplied by the number of units of uniforms and janitorial items currently used during the week for each department to determine a weekly and annual cost that is most advantageous to the Village.

2. The award shall be made to only one vendor that is the most advantageous to the Village. Based on the total cost per week for uniforms, the lowest bid of \$28.15 by Mission Linen will save the Village approximately \$10,333.96 annually. Although the total cost per week for janitorial items for Mission Linen's bid of \$96.75 will cause an increase of approximately \$1,229.28, the net savings still come to \$9,104.68 per year.