

October 26, 2016

MARKET SURVEY

ITB Number: 16-100767

Agent: Beverly D. Williams

Project Name: Rental of Uniforms DeKalb  
County Sanitation Dept. (Multi-Year Three  
Year Contract  
With 2 Options to Renew

Department: Sanitation Dept.

Prepared By: *Beverly D. Williams*

Company	Contact #	Contact Person	Receive bid? Yes/No	New Contact/ Address Information	Non-Response Justification	Bid in Future?
AmeriPride Linen & Uniform Services	770-307-6497	Bruce Cox	Y		<ul style="list-style-type: none"> <li>The indemnification language is too one-sided</li> <li>Vendor could not provide women's specific clothing</li> <li>Vendor could not agree to a 30 day notice for termination</li> </ul>	No, if specs remain as is
JW Outfitters	678-367-8244	Joe Shaughnessy	Y		<ul style="list-style-type: none"> <li>ITB includes too many various types of clothing items</li> <li>May not be profitable; Sanitation Depts. typically have a high turnover rate, resulting in a lot of un-useable embroidered uniforms</li> </ul>	No, if specs remain as is
Cintas	478-284-8713				<ul style="list-style-type: none"> <li>Rental program would not be sustainable, due to the customization of the uniforms for each employee. Cintas would require the County to buy back the uniform each time an employee left the company, or had a size change.</li> <li>DeKalb Law dept. would not agree to the termination for convenience language contained in the US Communities Agreement</li> </ul>	No, if specs remain as is

**Results Summary:** Two (2) companies expressed concerns with meeting the LSBE and Good Faith Effort requirements; one (1) company stated the indemnification clause was one-sided; two (2) companies took exception to the termination for convenience clause, and all three (3) companies stated that due to turnover rates and customized garments, the program may not be profitable.