

**IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI**

**A RESOLUTION** awarding twenty-four month term and supply contracts with three twelve-month options to extend for the furnishing of laundry, janitorial, and dishwashing chemicals and supplies for use by the Department of Corrections to Ecolab, Inc. of St. Paul, MN, Heartland Auto Chlor Systems of Wichita, KS, and Controlled Environmental Products of Kansas City, MO, under the terms and conditions of Request for Proposals No. 6-11.

**RESOLUTION #17571**, April 18, 2011

**INTRODUCED BY** James D. Tindall, County Legislator

WHEREAS, the Director of Finance and Purchasing has solicited proposals under the terms and conditions of Request for Proposals No. 6-11 for the furnishing of laundry, janitorial, and dishwashing chemicals and supplies for use by the Department of Corrections; and,

WHEREAS, a total of eleven notifications were distributed and four responses were received; and,

WHEREAS, the Director of Finance and Purchasing recommends that the contract be divided and awarded to the vendors submitting the lowest bid for each item; and,

WHEREAS, award as recommended would result in awards to the following:

<u>VENDOR</u>	<u>ITEMS RECOMMENDED FOR AWARD</u>
Ecolab, Inc. St. Paul, MN	1 - 7
Heartland AutoChlor Wichita, KS	9 - 11, 25 - 28
Controlled Environmental Products Kansas City (Clay County), MO	12 - 23

and,

WHEREAS, this award is made on an as needed basis and does not obligate the County to pay any specific amount; now therefore,

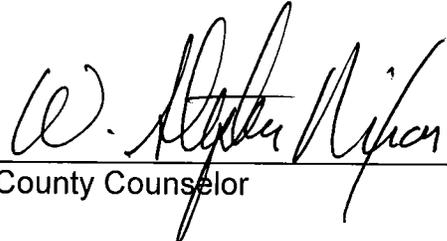
BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing and that the Director be and hereby is authorized to execute for the County any documents necessary for the accomplishment of this award; and,

BE IT FURTHER RESOLVED that the Director of Finance and Purchase is authorized to make all payments, including final payment on the contract, to the extent that sufficient appropriations to the using spending agency are contained in the then current Jackson County budget.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

  
\_\_\_\_\_  
Chief Deputy County Counselor

  
\_\_\_\_\_  
County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution #17571 of April 18, 2011, was duly passed on April 25, 2011 by the Jackson County Legislature. The votes thereon were as follows:

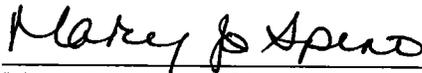
Yeas 7

Nays 0

Abstaining 0

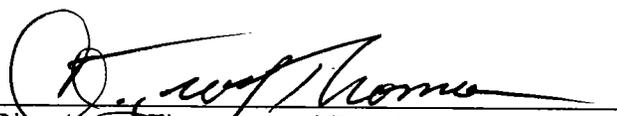
Absent 2

4-26-11  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Mary Jo Spino, Clerk of Legislature

This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.

April 12, 2011  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Director of Finance and Purchasing

# REQUEST FOR LEGISLATIVE ACTION

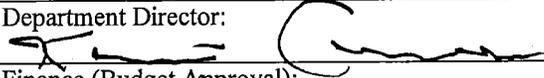
Completed by County Counselor's Office:

Res/Ord No.: 17571

Sponsor(s): James D. Tindall

Date: April 18, 2011

<p>SUBJECT</p>	<p>Action Requested  <input checked="" type="checkbox"/> Resolution  <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Twenty-Four Month Term and Supply Contract with Three Twelve-Month Options to Extend for the furnishing of LAUNDRY, JANITORIAL, &amp; DISHWASHING CHEMICALS; SERVICE; AND RENT/LEASE DISHWASHER for the Department of Corrections to Ecolab Inc. of St. Paul, Minnesota; Heartland Auto Chlor Systems of Wichita, Kansas; and Controlled Environmental Products (Clay County) of Kansas City, Missouri; under the terms and conditions of Request for Proposal No. 6-11.</u></p>										
<p>BUDGET INFORMATION  <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number; FROM / TO</td> <td>FROM ACCT  TO ACCT</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required)</p> <p><input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract:          Department: Corrections      Estimated Use: \$158,560.00</p> <p>NOTE: This is the first time these commodities have been combined into one bid. There is no history of previous years at this time.</p> <p>Prior Year Budget (if applicable): N/A          Prior Year Actual Amount Spent (if applicable): N/A</p>	Amount authorized by this legislation this fiscal year:	\$	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number; FROM / TO	FROM ACCT  TO ACCT
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Source of funding (name of fund) and account code number; FROM / TO	FROM ACCT  TO ACCT										
<p>PRIOR LEGISLATION</p>	<p>Prior ordinances and (date): N/A          Prior resolutions and (date): N/A</p>										
<p>CONTACT INFORMATION</p>	<p>RLA drafted by (name, title, &amp; phone): Teddy Ballard, Senior Buyer, 881-3465</p>										
<p>REQUEST SUMMARY</p>	<p>The Department of Corrections requested a bid for the following: laundry, janitorial, &amp; dishwashing chemicals; service; and dishwasher rental. Purchasing issued Request for Proposal No. 6-11 combining these commodities.</p> <p>Due to the prohibitive costs to purchase a dishwasher, Corrections staff researched rent/lease equipment and found costs to be much more affordable. Corrections recommendation to rent/lease will save the County both capital and maintenance funds. While a new dishwasher cost exceeds \$100,000, and has about a 10 year life span, the rent/lease agreement with Auto-Chlor will cost \$17,460 over 5 years, and this cost includes maintenance. Chemical vendors were chosen due to the lowest product costs. This necessitated splitting the bid between the kitchen vendor and those specializing in laundry and janitorial supplies.</p>										

	<p>A total of 11 notifications were distributed and four responses were received. The following split of award is recommended:</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 60%; vertical-align: top;"> <p><b>BIDDER</b>  Ecolab Inc, St. Paul, MN  Heartland Auto Chlor, Wichita, KS  Controlled Environmental Products (Clay County), KCMO</p> </td> <td style="width: 40%; vertical-align: top; text-align: center;"> <p><b>ITEMS RECOMMENDED FOR AWARD</b>  1 thru 7  9 thru 11, &amp; 25 thru 28  12 thru 23</p> </td> </tr> </table> <p>Item no. 24 – not recommended for award. Department to purchase from the Janitorial Supplies term and supply contract.</p> <p>Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award for the furnishing of Awarding a Twenty-Four Month Term and Supply Contract with Three Twelve-Month Options to Extend for the furnishing of LAUNDRY, JANITORIAL, &amp; DISHWASHING CHEMICALS; SERVICE; AND RENT/LEASE DISHWASHER for the Department of Corrections to Ecolab Inc. of St. Paul, Minnesota; Heartland Auto Chlor Systems of Wichita, Kansas; and Controlled Environmental Products (Clay County) of Kansas City, Missouri; under the terms and conditions of Request for Proposal No. 6-11 as the lowest and best proposals received meeting specifications.</p> <p>This award is made on an “As Needed” basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriations.</p>		<p><b>BIDDER</b>  Ecolab Inc, St. Paul, MN  Heartland Auto Chlor, Wichita, KS  Controlled Environmental Products (Clay County), KCMO</p>	<p><b>ITEMS RECOMMENDED FOR AWARD</b>  1 thru 7  9 thru 11, &amp; 25 thru 28  12 thru 23</p>
<p><b>BIDDER</b>  Ecolab Inc, St. Paul, MN  Heartland Auto Chlor, Wichita, KS  Controlled Environmental Products (Clay County), KCMO</p>	<p><b>ITEMS RECOMMENDED FOR AWARD</b>  1 thru 7  9 thru 11, &amp; 25 thru 28  12 thru 23</p>			
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) <input type="checkbox"/> Business License Verified (Purchasing & Department) <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)			
ATTACHMENTS	Abstract of Bids and evaluation Memo from Laura Scott, Manager of Jail Services, Corrections Department, and Surplus Property Declaration Form			
REVIEW	Department Director: 	Date: 4-11-11		
	Finance (Budget Approval): If applicable <i>Robert Ball N/A</i>	Date: 4-11-11		
	Division Manager: 	Date: 4/11/11		
	County Counselor's Office:	Date:		

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # \_\_\_\_\_
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.

**Jackson County Department of Corrections**  
**MEMO**



**To:** Teddy Ballard, Senior Buyer, Purchasing  
**CC:** Ken Conlee, Director; Marvin Walker, Support Services; Norman Dennison, Fac Mgmt; Billy Holland, Food Services  
**Date:** 3/14/11  
**From:** L.J. Scott, Mgr Jail Services  
**Subject:** RFP No. 6-11 – Laundry, Janitorial, Dishwashing...

Four proposals were submitted on this RFP. They include, CK Enterprises Inc.; Heartland Auto Chlor; Echolab; and Controlled Environment Products, Inc. (CEP). Proposals were reviewed by: the Food Services Director; the Support Services Supervisor; the Facilities Management Administrator and the Manager of Services. While Echo Lab and CEP maintained a “no bid” status on several products, these proposals were still considered for the products that were bid. (In addition, see attached spread sheet).

- 1) Echo Lab had the lowest prices on laundry chemicals, numbers 1 through 7 in the RFP. In addition, this vendor has good references and qualifications. Echo Lab meets 100% of the evaluation criteria for laundry chemicals. Echo Lab is recommended as the best bid for these laundry chemicals.
- 2) CEP Inc. had the lowest prices on janitorial chemicals, numbers 12 through 23 in the RFP. CEP has good references and qualifications. CEP meets 100% of the evaluation criteria for janitorial supplies 12 through 23. CEP is recommended as the best bid for janitorial chemicals.
- 3) In trying to compare over-all long term costs on the dishwasher chemicals and rent/lease dishwasher, it was difficult due to missing data that was requested in the bid. It appears that detergent for the dishwasher will be a major cost item, however CK Enterprises Inc did not provide use information on this product and a cost could not be deduced. When detergent costs were dropped for both CK and Auto Chlor, Auto Chlor had the lowest overall costs. In addition, Auto Chlor’s costs for the dishwashing equipment drops from \$4,680 per year in the first two years to \$2,700 per year in years three, four and five. Both companies have good references and qualifications, but Auto-Chlor appears to have the lowest costs. Auto-Chlor is recommended as the best bid for the dishwasher rent/lease and chemicals number 9 through 11 and 25 through 28.

As a replacement for and in comparison with the current H2 Orange 2 chemical (number 24 on the RFP) in use, the CK Enterprises Inc. material safety data sheet indicates that their K-Quat 4 product is too hazardous, and the Auto Chlor product, while comparable in content is much more expensive than the current product. JCDC would like to reserve the right to continue to purchase H2 Orange 2 from the current vendor, Puro-O-Zone in quantities not to exceed \$5,000 per year.



## Teddy Ballard

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**From:** Thomas J. Wyrsh  
**Sent:** Wednesday, March 23, 2011 10:15 AM  
**To:** Teddy Ballard  
**Subject:** RE: compliance status request - 6-11

All are in compliance. Renewal date is 12/31/2011. Thanks.

-----Original Message-----

**From:** Teddy Ballard  
**Sent:** Tuesday, March 22, 2011 10:40 AM  
**To:** Thomas J. Wyrsh  
**Subject:** compliance status request - 6-11

Tom,

Please send compliance status for the following vendors:

- 1) Heartland Auto Chlor Systems LLC, 134 S Laura, Wichita, KS 67211 - 1st report attached.
- 2) Ecolab Inc., 370 Wabasha Street, St. Paul, MN 55102
- 3) Controlled Environment Products Inc., 3851 NW Kimball Drive, Kansas City, MO 64161

Thank you.

Teddy  
Ext 13465