



# CITY OF LONG BEACH

FINANCIAL MANAGEMENT DEPARTMENT

# R-11

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February 14, 2012

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt Specifications No. PA-00412 authorizing the City Manager to execute contracts with Galls, an Aramark Company, LLC, a Long Beach-based business (Local; not an MBE, WBE or SBE) and Quartermaster, Inc., of Cerritos, CA (not an MBE, WBE or SBE) to furnish, service and deliver uniforms and accessories to the Long Beach Police Department (PD) in a total annual amount not to exceed \$377,050, for a period of one year, with the option of renewing for two additional one-year periods, at the discretion of the City Manager. (Citywide)

## DISCUSSION

City Council approval is being requested to enter into an annual contract with Galls, an Aramark Company, LLC (Galls), and Quartermaster, Inc. (Quartermaster), for furnishing, servicing, and delivering uniforms, accessories, and miscellaneous equipment to maintain PD dress codes and standards for uniformed personnel.

This contract was previously inclusive of all City departments that require uniforms for their employees. In order to capture the specific uniform purchasing needs of PD, a separate bid was developed. This bid was designed to provide a detailed description of the specialized criteria required to meet safety and quality standards for uniformed personnel. The bid specifications include a requirement for an online ordering system that would be capable of providing order-tracking information, as well as usage reports for record-keeping purposes.

The proposed contracts will be comprised of a primary and secondary supplier of uniforms in order to ensure the availability of uniforms, accessories, and miscellaneous equipment for PD. Galls will be the primary supplier and Quartermaster will be the secondary supplier for this contract based on submitted bid pricing.

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The Purchasing Division is currently developing a similar bid focusing on the distinctive uniform standards required by the Long Beach Fire Department and a miscellaneous contract for various other uniformed operations. By separation of contractual needs, the various departments will receive better pricing, service and quality, as each contract has a distinct set of requirements, independent from one another.

The bid was advertised in the Press-Telegram on October 11, 2011, and 240 potential bidders specializing in uniforms, accessories and miscellaneous equipment were notified of the bid opportunity. Of those bidders, 33 downloaded the bid via our electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority and women-owned business groups. Two bids were received on November 29, 2011. Of those two bidders, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), none were certified Small Business Enterprises (SBEs), and one was a Long Beach business (Local). Galls, an Aramark Company, LLC, of Long Beach, CA (Local, not an MBE, WBE or SBE) was the lowest responsible bidder, and Quartermaster, Inc., of Cerritos, CA (not an MBE, WBE or SBE) was the second lowest responsible bidder.

### **Local Business Outreach**

In an effort to align with our outreach goal, Long Beach businesses were encouraged to submit bids for City contracts. The Purchasing Division also assisted businesses with registering on the Bids Online database to download the bid specifications. Through outreach, 22 Long Beach vendors were contacted to submit bids, of which one downloaded the bid and one submitted a bid. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Amy R. Webber and Budget Management Officer Victoria Bell on January 30, 2012.

### **TIMING CONSIDERATIONS**

City Council action to adopt Specifications No. PA-00412 and award contracts is requested on February 14, 2012 to ensure that the contracts are in place expeditiously.

### **FISCAL IMPACT**

The estimated combined annual amount of these contracts is \$377,050. Of that amount, \$365,050 is budgeted in the General Fund (GP) and \$12,000 is budgeted in the Marina Fund (TF 403), both in the Long Beach Police Department (PD). This action will provide continued support to our local economy by assisting in the preservation of employment for 25 full-time employees residing in Long Beach.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

*R. Luna for JMCD.*

JIM McDONNELL  
CHIEF OF POLICE

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APPROVED:



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PATRICK H. WEST  
CITY MANAGER