

<b>Part IA – Technical Proposal</b>	
RFP Title:	Statewide Laundry Services
RFP:	3485
Vendor Name:	AlSCO Inc.
Address:	2535 E. 5 <sup>th</sup> Street, Reno, NV 89512
Opening Date:	February 28, 2018
Opening Time:	2:00 PM

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**VENDOR INFORMATION SHEET FOR RFP 3485**

V1	Company Name	<i>Alsco Linen and Uniform</i>	
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V2	Street Address	<i>2535 E. 5<sup>th</sup> Street</i>	
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V3	City, State, ZIP	<i>Reno, NV 89512</i>	
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V4	Telephone Number		
	Area Code: <i>775</i>	Number: <i>323-4111</i>	Extension:

V5	Facsimile Number		
	Area Code: <i>775</i>	Number: <i>323-5080</i>	Extension:


V6	Toll Free Number		
	Area Code:	Number:	Extension:

V7	<b><i>Contact Person for Questions / Contract Negotiations, including address if different than above</i></b>		
	Name: <i>Shawn Mynear</i>		
	Title: <i>General Manager</i>		
	Address: <i>2535 E. 5<sup>th</sup> Street Reno, NV 89512</i>		
Email Address: <i>smynear@alsco.com</i>			

V8	Telephone Number for Contact Person		
	Area Code: <i>775</i>	Number: <i>323-4111</i>	Extension: <i>1618</i>

V9	Facsimile Number for Contact Person		
	Area Code: <i>775</i>	Number: <i>323-5080</i>	Extension:

V10	<b><i>Name of Individual Authorized to Bind the Organization</i></b>		
	Name: <i>Shawn Mynear</i>	Title: <i>General Manager</i>	

V11	Signature ( <i>Individual shall be legally authorized to bind the vendor per NRS 333.337</i> )		
	Signature: 	Date: <i>2/27/2018</i>	

**ATTACHMENT A – CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION**

Submitted proposals, which are marked “confidential” in their entirety, or those in which a significant portion of the submitted proposal is marked “confidential” **shall not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a “trade secret” as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors’ technical and cost proposals become public information.

In accordance with the submittal instructions of this RFP, vendors are requested to submit confidential information in separate files marked “**Part IB Confidential Technical**” and “**Part III Confidential Financial**”.

The State shall not be responsible for any information contained within the proposal. If vendors do not comply with the labeling and packing requirements, proposals shall be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that shall be in an open meeting format, the proposals shall remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act shall constitute a complete waiver and all submitted information shall become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information.

*Please initial the appropriate response in the boxes below and provide the justification for confidential status.*

Part IB – Confidential Technical Information			
YES		NO	X
<b>Justification for Confidential Status</b>			

Part III – Confidential Financial Information			
YES	X	NO	
<b>Justification for Confidential Status</b>			
Duns and Bradstreet # and Federal Tax ID #			

*AlSCO Inc.*

Company Name

Signature

*Shawn Mynear*

Print Name

*2/27/2018*  
Date

**ATTACHMENT B – VENDOR CERTIFICATIONS**

Vendor agrees and shall comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and shall not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, shall remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, shall remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals shall be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion shall be in writing and included in the proposal at the time of submission.
- (7) Each vendor shall disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict shall be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest shall automatically result in the disqualification of a vendor's proposal. An award shall not be made where a conflict of interest exists. The State shall determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and shall be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor shall certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal shall be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

*AlSCO Inc.*

Vendor Company Name

Vendor Signature  
*Shawn Mynear*

Print Name

*2/27/2018*  
Date

## Scope of Work

- 2.1.2 Proposing vendors must list the geographic region(s) where service will be provided. *North Western Nevada East of Fallon and South of Yerington. Southern Nevada area from Utah border to Las Vegas/Henderson Metro areas. Areas Not Serviced: Winnemucca, Lovelock, Ely, and Elko.*
- 2.1.3 Proposing vendors **must** list all participating locations, identify hours of operation and average number of vehicles “in-service”. *We have three processing facilities in the State of Nevada. One in Reno, one in Las Vegas, and the other in Carson City. Processing times are 5:00am to 5:00pm, Monday – Friday. Nevada fleet averages 68 vehicles in service.*
- 2.1.4 Proposing vendors **must** indicate the frequency that laundry services will take place, i.e. weekly, monthly, etc. *All uniforms and flat linen service performed on a weekly basis. All mats serviced weekly or every other week.*
- 2.3.6 Uniform replacement procedures due to normal wear and tear, including excessive staining by grease, oil or paint shall be continuous throughout the contract period. *Garment replacement will be automatic in cases of normal wear and tear at no additional cost to the State. Excessive staining due to grease, oil or paint rarely occurs but if any garment is deemed unusable due to paint, oil, grease, normal 3% per month of service depreciation will apply to the damaged garment.*

## Company Background and References

### 3.1 VENDOR INFORMATION

3.1.1 Vendors shall provide a company profile in the table format below.

Question	Response
Company name:	<i>AlSCO Inc.</i>
Ownership (sole proprietor, partnership, etc.):	<i>Corporation</i>
State of incorporation:	<i>State of Nevada</i>
Date of incorporation:	<i>1959</i>
# of years in business:	<i>128 years</i>
List of top officers:	<i>Robert C. Steiner, Co-President Kevin K. Steiner, Co-President Steve Larson, VP North America</i>
Location of company headquarters, to include City and State:	<i>Salt Lake City, UT</i>
Location(s) of the office that shall provide the services described in this RFP:	<i>2535 E. 5<sup>th</sup> St, Reno, NV 89512 2300 N. Commerce St., Las Vegas, NV 89030</i>
Number of employees locally with the expertise to support the requirements identified in this RFP:	<i>175 employees</i>
Number of employees nationally with the expertise to support the requirements in this RFP:	<i>Over 5,000 employees</i>
Location(s) from which employees shall be assigned for this project:	<i>2535 E. 5<sup>th</sup> St, Reno, NV 89512 2300 N. Commerce St., Las Vegas, NV 89030</i>

3.1.4 The selected vendor, prior to doing business in the State of Nevada, shall be appropriately licensed by the State of Nevada, Secretary of State's Office pursuant to NRS76. Information regarding the Nevada Business License can be located at <http://nvsos.gov>.

Question	Response
Nevada Business License Number:	NV19591000546
Legal Entity Name:	<i>Alsco Inc.</i>

Is "Legal Entity Name" the same name as vendor is doing business as?

Yes	<b>X</b>	No	
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3.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes	<b>X</b>	No	
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If "Yes", complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

Question	Response
Name of State agency:	<i>State of Nevada</i>
State agency contact name:	<i>Annette Morfin</i>
Dates when services were performed:	<i>12/3/2013 thru present</i>
Type of duties performed:	<i>Laundry Services</i>
Total dollar value of the contract:	<i>Not to exceed \$700,000</i>

3.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	<b>X</b>
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3.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP shall also be disclosed.

Does any of the above apply to your company?

Yes		No	X
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3.1.9 *Alsco is a fourth-generation, family owned and operated business, founded by George A. Steiner in 1889. Alsco is proud to be celebrating over 128 years of excellence in service to its customers. Alsco provides linen and uniform rental services to restaurants, healthcare clinics, and automotive, industrial, manufacturing, and other facilities. With over 170 locations worldwide, Alsco provides world-class service to over 350,000 customers in 13 countries.*

3.1.10 *As mentioned above, Alsco was founded in 1889 and purchased a local company back in the early 1950's in Reno. We currently service over 2500 customers located throughout the Reno/Tahoe/Carson/Yerington and Fallon. The Las Vegas facility was opened in 2011 as our St. George, Utah facility was transporting products to a service center. As the business has grown, the Las Vegas facility was opened and Alsco also acquired the Carson City facility in Northern Nevada.*

**3.2 SUBCONTRACTOR INFORMATION**

Subcontractors are defined as a third party, not directly employed by the contractor, who shall provide services identified in this RFP. This does not include third parties who provide support or incidental services to the contractor.

3.2.1 Does this proposal include the use of subcontractors?

Yes		No	X
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# Attachment F

## 3.4 VENDOR STAFF RESUMES

### PROPOSED STAFF RESUME FOR RFP 3485

*A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.*

<b>Company Name Submitting Proposal:</b>	<i>AlSCO Inc.</i>
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<i>Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.</i>			
<b>Contractor:</b>	<b>X</b>	<b>Subcontractor:</b>	

<i>The following information requested pertains to the individual being proposed for this project.</i>			
<b>Name:</b>	<i>Shawn Mynear</i>	<b>Key Personnel: (Yes/No)</b>	<b>Yes</b>
<b>Individual's Title</b>	<i>General Manager</i>		
<b># of Years in Classification:</b>	<i>15 years</i>	<b># of Years with Firm:</b>	<i>1 year</i>

<b>BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE</b> <i>Information should include a brief summary of the proposed individual's professional experience.</i>
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I've been a General Manager for 15 years and oversee all facets of the operations which include Service, Office, Production and Engineering. I have overseen four different plant operations with experience in uniform, hospitality, medical, and clean room processing.

<b>RELEVANT EXPERIENCE</b> <i>Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.</i>
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General Manager, AlSCO Inc. January 2017 to present  
 General Manager, Brady Linen Services, August 2012 to December 2016  
 General Manager, AmeriPride Services, February 2003 to May 2012  
 Branch Manager, AmeriPride Services, July 2001 to January 2003  
 Branch Manager, Mission Industries, December 1999 to June 2001

<b>EDUCATION</b> <i>Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.</i>
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Lassen Jr. College, Susanville CA – General Studies  
 Morrison Business College, Reno, NV – Computer Accounting  
 Executive Management Institute, TRSA – Graduated 2008

Production Manager Institute, TRSA – Graduated 2008

**CERTIFICATIONS**

*Information required should include: type of certification and date completed/received.*

Quality Leadership Program, AmeriPride Services  
OSHA 511 General Standards 30 hr  
Cal OSHA 10hr

**REFERENCES**

*A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.*

Jay Luck, Director of Ops, AmeriPride Services [jay.luck@ameripride.org](mailto:jay.luck@ameripride.org) 916-806-0651  
Michael Hollenbeck, Regional Manager, ALSCO [mhollenbeck@alsco.com](mailto:mhollenbeck@alsco.com) 916-825-3735  
Eric Brady, President, Brady Linen Services [ebrady@bradylinen.com](mailto:ebrady@bradylinen.com) 702-378-3990

**PROPOSED STAFF RESUME FOR RFP 3485**

*A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.*

<b>Company Name Submitting Proposal:</b>	<b>Alsco Inc.</b>
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<i>Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.</i>			
<b>Contractor:</b>	<b>X</b>	<b>Subcontractor:</b>	

<i>The following information requested pertains to the individual being proposed for this project.</i>			
<b>Name:</b>	<b>Michael Heath</b>	<b>Key Personnel: (Yes/No)</b>	<b>Yes</b>
<b>Individual's Title</b>	<b>Service Manager</b>		
<b># of Years in Classification:</b>	<b>38</b>	<b># of Years with Firm:</b>	<b>8</b>

<p><b>BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE</b>  <i>Information should include a brief summary of the proposed individual's professional experience.</i></p>
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I have been in the Linen and Uniform business for 38 years. I have extensive experience and knowledge of all aspects of Linen Supply and Uniform Rental Services and Sales.

<p><b>RELEVANT EXPERIENCE</b>  <i>Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.</i></p>
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Alsco Linen Supply August 2009- current Service Manager  
 Mission Linen Supply October 1979-August 2009.  
 Route Sales Representative October 1979-1981  
 Route Supervisor October 1981-1982  
 Production Manager October 1982-April 1987  
 Route Sales Representative April 1987-May 2000  
 Service Manager May 2000-August 2009

<p><b>EDUCATION</b>  <i>Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.</i></p>
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Woodruff High School, Peoria, Illinois  
 Ged High School Equivalency Carson City, Nevada

**CERTIFICATIONS**

*Information required should include: type of certification and date completed/received.*

Completed AlSCO World Class Service Management Skills  
General Manager Training Completed at Mission Linen Supply

**REFERENCES**

*A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.*

Katy Carman, Executive Housekeeper, Granlibakken Resort (530) 581-7584  
[katycarman@granlibakken.com](mailto:katycarman@granlibakken.com)

Don Edelstein, Hotel General Manager, Sunnyside Resort (530) 583-7200  
[don@sunnysideresort.com](mailto:don@sunnysideresort.com)

Patrick Nelson, Executive Chef, Casino Fandango (775) 885-7000  
[nelsonp@casinofandango.com](mailto:nelsonp@casinofandango.com)