

LISTING OF PROPOSERS

FOR: REQUIREMENTS CONTRACT REQUEST FOR PROPOSALS FOR REFUSE TRUCK CLEANING

RFP No. 12302358
RFP Opening: 9/26/2023

PROPOSERS

(In alphabetical order)

TOTAL PROPOSAL AMOUNT

- | | |
|---|--------------|
| 1. Ethio Cleaning Services LLC
6001 W Alluvial Ave
Fresno, Ca 93722 | \$497,640.00 |
| 2. Kept Companies dba FLEETWASH
4545 N Bendel Ave
Fresno, Ca 93722 | \$196,996.80 |
| 3. ScrubCan Inc
4140 N Knoll Dr
Fresno, Ca 93722 | \$326,040.00 |

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$196,996.80
to Kept Companies dba FLEETWASH
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval


Brian Barr (Nov 30, 2023 11:30 PST)

Title General Services Director

Date Nov 30, 2023

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CLEANING

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Approve Dept. Recommendation

Approve GSD/Purchasing Recommendation

Disapprove

Disapprove

See Attachment

GENERAL SERVICES DEPARTMENT


CITY MANAGER



Purchasing Manager 11/30/2023
Date



City Manager or Designee 12/1/2023
Date



[Brian Barr \(Nov 30, 2023 11:30 PST\)](#) Nov 30, 2023
General Services Director Date

REPORT FROM EVALUATION COMMITTEE

REQUIREMENTS CONTRACT REQUEST FOR PROPOSALS REFUSE TRUCK CLEANING

RFP NO. 12302358

COMMITTEE MEMBERS:

SZARINA LOZANO – Management Analyst II, City of Fresno General Services Department

COSMO ORDUNEZ – Equipment Supervisor, City of Fresno Fleet Management Division

WILLIAM WARNKE - Equipment Supervisor, City of Fresno Fleet Management Division

FACILITATOR:

TAMRA TORRENCE – Senior Procurement Specialist, City of Fresno Purchasing Division

BACKGROUND:

The City of Fresno solicited proposals from qualified vendors to wash and maintain the cleanliness of refuse trucks with occasional washes of other vehicle types (utility trucks and sweepers). This request is for a three (3) year contract with two (2) possible one-year extensions. At the conclusion of the RFP opening, three vendors submitted proposals as follows:

- | | |
|---------------------------------|------------------------------|
| 1. Kept Companies dba FLEETWASH | \$196,996.80, \$149 per hour |
| 2. Scrubcan Inc | \$326,040.00, \$75 per hour |
| 3. Ethio Cleaning Services LLC | \$497,640.00, \$60 per hour |

SIGNIFICANT EVENTS:

RFP Release: August 25, 2023

Opening: September 26, 2023

Committee Evaluation: October 11, 2023

EVALUATION COMMITTEE:

KEPT COMPANIES DBA FLEETWASH

Kept Companies dba FLEETWASH had the lowest proposal price of \$196,996.80 for refuse truck cleanings and an hourly rate of \$149 for other vehicles. Committee members discussed past experiences with other businesses and costs. Fleetwash has the most experience, with 50 plus years in the industry and business relationships spanning 10–30 years. Two of the three references specifically involved truck washing and water recovery services. Water recovery is a particularly important capability for complying with state water regulations. Although Fleetwash has the highest hourly rate of the three proposals, most of the services will be at the quoted refuse truck cleaning price of \$196,996.80 for three years.

SCRUBCAN INC

Scrubcan Inc was the second lowest proposer with a proposal price of \$326,040 for refuse truck cleanings and an hourly rate of \$75 for other vehicles. Committee members discussed past experiences with other businesses and costs. Scrubcan Inc has the least amount of experience

when compared to Fleetwash and Ethio Cleaning Services LLC with eight years in the industry. The references provided established an ability to provide the City with the services required. However, due to the overall cost, committee members decided not to select Scrubcan Inc.

ETHIO CLEANING SERVICES LLC

Ethio Cleaning Services LLC was the highest proposer with a proposal price of \$497,640 for refuse truck cleanings and an hourly rate of \$29 for other vehicles. Committee members discussed past experiences with other businesses and costs. While Ethio Cleaning Services LLC provided great references with decades of experience, these were smaller scale passenger vehicle washes and janitorial services. Committee members are uncertain that they possess the capability to service larger vehicles and equipment such as refuse trucks. There is also a concern with Ethio Cleaning Services LLC's pricing since it was more than double the price of the lowest proposer for refuse truck cleaning. Although their hourly rate is the lowest of the three proposals, most of the services will be at the quoted refuse truck cleaning price.

SUMMARY RECOMMENDATION

The committee unanimously agreed that Fleetwash would be the best value and fit for the City's needs. Therefore, recommends Council award Fleetwash a three (3) year contract for \$196,996.80 with two (2) possible one (1) year extensions at the City's discretion based upon performance and adherence to contract requirements.