



# Fulton County

## Legislation Details (With Text)

**File #:** 21-0765 **Version:** 1 **Name:**  
**Type:** CM Action Item - Open & Responsible Government **Status:** Passed  
**File created:** 6/30/2021 **In control:** Board of Commissioners  
**On agenda:** 10/6/2021 **Final action:** 10/6/2021  
**Title:** Request approval of the lowest responsible bidder - Department of Real Estate and Asset Management, 21ITB129107C-GS, Uniforms and Related Accessories, in the total amount of \$55,000.00 with North America Fire Equipment Company, Inc. (NAFECO), (Norcross, GA), to provide uniforms and related accessories for the Department of Real Estate and Asset Management. Effective upon execution of contract through December 31, 2021, with two renewal options. (APPROVED)

### Sponsors:

### Indexes:

### Code sections:

**Attachments:** 1. Exhibit 1 Bid Tabulation Sheet 6-21, 2. Exhibit 2 Contractor Performance Report, 3. Exhibit 3 Non-Responsible Letter, 4. Exhibit 4. Department Recommendation Memo, 5. 2021-0765

Date	Ver.	Action By	Action	Result
10/6/2021	1	Board of Commissioners	approve	Pass

## Department

Real Estate and Asset Management

### Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of the lowest responsible bidder - Department of Real Estate and Asset Management, 21ITB129107C-GS, Uniforms and Related Accessories, in the total amount of \$55,000.00 with North America Fire Equipment Company, Inc. (NAFECO), (Norcross, GA), to provide uniforms and related accessories for the Department of Real Estate and Asset Management. Effective upon execution of contract through December 31, 2021, with two renewal options. (APPROVED)

### Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-373, all competitive sealed bids of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

### Strategic Priority Area related to this item *(If yes, note strategic priority area below)*

Open and Responsible Government

### Commission Districts Affected

- All Districts ☒  
District 1 ☐  
District 2 ☐  
District 3 ☐  
District 4 ☐

District 5 ☐  
District 6 ☐

## Is this a purchasing item?

Yes

**Summary & Background** *(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)*

**Scope of Work:** This contract provides uniforms and related accessories for plumbers, electricians, carpenters, HVAC technicians, building mechanics, auto mechanics, electronic technicians, custodial personnel, ground keepers and warehouse personnel that represent Fulton County and the Department of Real Estate and Asset Management (DREAM).

The contractor must measure all eligible DREAM employees at the following locations:

- Fulton County Executive Airport, 3929 Aviation Circle, Bldg. B, Atlanta, Georgia 30336
- Fulton County Justice Center, 160 Pryor Street, Suite B, Atlanta, Georgia 30303
- Board of Health (BOH), 1636 Connally Drive, East Point, Georgia 3034
- Central Maintenance Facility, 895 Marietta Blvd., Atlanta, Georgia 3031

**Community Impact:** None of which the Department is aware.

**Department Recommendation:** The Department of Real Estate and Asset Management recommends approval of the lowest responsible bidder to provide uniforms and related accessories on an “as needed” basis to support DREAM staff for the remainder of FY2021.

The recommendation is based on the bidders’ total cost of each uniform and related accessories, size from line items #1 through #27 (which comprise of 147 total line items, each line item has approximately 9 variety of sizes ranging from small through 6 XLG for men and women) of the total base bid amount to determine the lowest responsible and responsive bidder.

The Department received and evaluated three (3) bid responses to the solicitation. The apparent lowest bidder, submitted a bid with 57 overall lowest items (39%) out of 147 total line items at a total base bid cost of \$4,154.42. But DREAM experienced numerous issues associated with this bidder with poor performances (CPR avg. ratings 1.0 - 0.8) from pervious contracts during FY2015 thru FY2017 (see attached Exhibit 3). For this reason, this bidder was deemed non-responsible by the Department of Purchasing due to poor performance on a previous contract, their inability to provide services due to unsatisfactory performance and not meeting the criteria standards set forth in the terms and conditions.

The second apparent lowest bidder, submitted a bid with 58 overall lowest items (40%) out of 147 total line items at a total base bid cost of \$4,311.82. The third lowest bidder, submitted a bid with 25 overall lowest items (17%) out of 147 total line items at a total base bid cost of \$5,999.69.

After careful review of these bids, DREAM recommends the lowest responsible and responsive bidder, North America Fire Equipment Company, Inc. (NAFECO), to provide uniforms and related

accessories for DREAM for the remainder of FY2021.

**Historical Expenditures:**

FY2020: The County Rescind Contract #19ITBC0501144C-MH, Item #20-0300

FY2019: The County spent \$46,646.70

FY2018: The County spent \$42,504.67

**Project Implications:** This contract provides uniforms and related accessories needed to support DREAM.

**Community Issues/Concerns:** None of which the Department is aware.

**Department Issues/Concerns:** If this contract is not approved, the Department will not be able to provide uniforms and related accessories for DREAM staff.

**Contract Modification:** This is a new procurement.

**Contract & Compliance Information** *(Provide Contractor and Subcontractor details.)*

**Contract Value:** \$55,000.00

**Prime Vendor:** North America Fire Equipment Company (NAFECO)

**Prime Status:** Non-Minority

**Location:** Decatur, AL

**County:** Morgan County

**Prime Value:** \$48,582.00 or 88.33%

**Subcontractor:** Safeguard Printing & Promotional

**Subcontractor Status:** African American Male Business Enterprise - Certified

**Location:** Clarkston, GA

**County:** DeKalb County

**Contract Value:** \$6,418.00 or 11.67%

**Total Contract Value:** \$55,000.00 or 100.00%

**Total M/FBE Value:** \$6,418.00 or 11.67%

**Exhibits Attached**

Exhibit 1: Bid Tabulation Sheet

Exhibit 2: Contractor Performance Report

Exhibit 3: Non-Responsible Letter

Exhibit 4: Department Recommendation Memo

**Contact Information** *(Type Name, Title, Agency and Phone)*

Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772

## Contract Attached

No

## Previous Contracts

No

## Total Contract Value

Original Approved Amount: \$0.00  
Previous Adjustments: \$0.00  
This Request: \$55,000.00  
TOTAL: \$55,000.00

## Grant Information Summary

Amount Requested: ☐ Cash  
Match Required: ☐ In-Kind  
Start Date: ☐ Approval to Award  
End Date: ☐ Apply & Accept  
Match Account \$:

## Fiscal Impact / Funding Source

### Funding Line 1:

100-520-5222-1455: General, Real Estate and Asset Management, uniforms. - \$55,000.00

Key Contract Terms	
Start Date: 8/4/2021	End Date: 12/31/2021
Cost Adjustment:	Renewal/Extension Terms: Tv renewal options

## Overall Contractor Performance Rating:

Would you select/recommend this vendor again?

Yes

Report Period Start: 8/4/2021  
Report Period End: 12/31/2021