

To whom it may concern,

As the long time supplier of all the towel, bed linen, and mat needs of Ponca State Park we feel that we have the best possible understanding of all the unique and intricate details involved in servicing your account. We would also like to extend an invitation to you to come to Norfolk and tour our facility. We feel that it would be beneficial to you to see the actual process of how all of the items the park uses are sorted, washed, and processed. If you have any further questions please feel free to contact our office at 402-371-9715.

Thank You,



Troy Farrier
District Manager
126 N. 3rd Street
Norfolk, NE 68701
(402) 371-9715

**Request for Proposal 5742 Z1
Attachment 1
Cost Sheet**

ORIGINAL

Firm Name: _____ Dudley Laundry DBA, Appears _____

Estimated Usage Quantity (Annual)	Description – Bed Linens and Towels	Unit Price	Extended Amount Ponca SP Cabins
Ponca SP Cabins – 7,560	Queen fitted sheet, color white, 55% cotton and 45% polyester	0.88	6652.80
Ponca SP Cabins – 7,560	Queen flat sheet, color white, 55% cotton and 45% polyester	0.83	6274.80
Ponca SP Cabins – 23,980	Open Pillow Case, color white, 55% cotton and 45% polyester	0.27	6474.60
Ponca SP Cabins – 520	Full fitted sheet, color white, 55% cotton and 45% polyester	0.88	457.60
Ponca SP Cabins - 1040	Full flat sheet, color white, 55% cotton and 45% polyester	0.86	894.40
Ponca SP Cabins - 35040	Bath towel (25"x47"), color white, 80% cotton and 20% polyester	0.34	11913.60
Ponca SP Cabins - 6740	Bath mat (21"x28"), color white, 80% cotton and 20% polyester	0.34	2291.60
Ponca SP Cabins - 18880	Hand towel (16"x28"), color white, 80% cotton and 20% polyester	0.25	4720.00
Ponca SP Cabins - 35040	Wash cloth (12"x12"), color white, 80% cotton and 20% polyester	0.10	3504.00
Ponca SP Cabins - 24620	Kitchen towels (25"x 34"), color white, 100% cotton	0.23	5662.6
Ponca SP Cabins - 42980	Micro-fiber cleaning cloth (15"x15") color blue	0.15	6447.00
	Textile Maintenance	6% of total	3884.65
	Subtotals		59177.65

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ORIGINAL

Estimated Usage Quantity (Annual)	Description - Rugs	Unit Price	Extended Amount Ponca SP Cabins
Visitor Center Change Outs -- 48	Logo Rug--- 6' x 6'	12.81	614.88
Visitor Center Change Outs -- 72	Logo Rug --- 4' x 6'	8.54	614.88
Cabins Change Outs -- 768	Logo Rug --- 3' x 5'	5.47	4200.96
Cabins Change Outs -- 360	Waterproof Shadow Grey ---2' x 3'	2.50	900.00
Visitor Center Change Outs -- 48	Waterproof Shadow Grey --- 2' x 3'	2.81	134.88
Visitor Center Change Outs -- 216	Waterproof Shadow Grey --- 3' x 5'	3.50	756.00
Visitor Center Change Outs -- 288	Waterproof Shadow Grey --- 4' x 6'	5.69	1638.72
Visitor Center Change Outs -- 48	Waterproof Shadow Grey --- 3' x 10'	7.03	337.44
Cabins --- 62	All Weather Outdoor Mat --- 2' x 3'	2.50	155.00
Visitor Center --- 24	All Weather Outdoor Mat --- 3' x 5'	4.10	98.40
Billed once per billed delivery --- 41	Service Charge	8.50	348.50
	Subtotals		9799.66

Total

68977.31

Section VI. PROPOSAL INSTRUCTIONS information and answers

2. Corporate Overview

a. Dudley Laundry Company DBA, Appeara 126 N 3RD St Norfolk Nebraska

We opened for business in the same location we have always been in 1916. We are a 4th generation family owned laundry facility and textile rental supply company. We started out simply as Dudley Laundry, then our rental service went by Servall for some time before swithching to Appeara.

b. We currently have 21 routes that cover northeast Nebraska, northwest Iowa, and southeast South Dakota. In addition to our main facility in Norfolk, Nebraska we also have a remote service center in Sioux Falls, South Dakota and we are in the process of building another in North Sioux City , South Dakota that is scheduled to be completed March 16th of this year. We specialize in the textile rental industry and provide service to a wide variety of small and large businesses including service of Ponca State Park for over 25 years. In addition to this we have 63 full time employees and service over 2500 customers. We bank at US Bank their local branch is at 333 W Norfolk Ave here in Norfolk and you can reach our main contact Kathy Svik at 402-644-8923. We do not currently have any pending judgments or expected litigation.

c. We do not anticipate any change of ownership or control during the next 12 months or the foreseeable future.

d. Our main office is located at 126 N. 3rd St Norfolk NE, 68701 and if we are awarded the contract the park will continue to be serviced out of this location.

e. We have been the linen and rug supplier for Ponca State Park for over 25 years. We also supply uniform, rug and shop towel supplies to 22 different NE Dept of roads accounts all over northeast Nebraska. No current contract exists with any of these accounts.

f. We have no employees who have been employed by the state in the last 6 months. There are no State of Nebraska employees currently employed or subcontracted by Dudley Laundry DBA Appeara.

g. During the past 5 years we have not had any contracts terminated for default on our part. We have lost customers based on their inability to financially continue to use our services.

h. We have been the sole supplier for Ponca State Park for over 25 years.

i. Ponca State Park

a) over 25 years ago – present supplier

b) We have serviced the park on Monday and Wednesday during the busy summer months and on Wednesday only during the winter per the request of the housing supervisor at the park.

c) We provide all the towels, bed linen, and mats to the entire operation.

d) Jeff Fields, Northeast Region Supervisor

office : 402-755-2284

cell : 712-898-7308

email : jeff.fields@nebraska.gov

e) We are the prime contractor but there is no planned or scheduled completion date or budget.

Section VI. PROPOSAL INSTRUCTIONS information and answers

- ii. We are the sole contractor for our work with Ponca State Park
- iii. As we are the sole contractor, we have received the full share of costs and responsibilities.
- i. Bob Allen, Vice President – 35 years industry experience, oversees all personnel, reports directly to our owner Bob Dudley
- Jeff Hader, Plant Manager – 24 years industry experience, oversees all production reports directly to Bob Allen
- Roger Prince, Assistant Production Manager – 38 years industry experience, reports directly to Jeff Hader
- Troy Farrier, District Manager – 4 years industry experience, oversees the route that services the territory that the park is in, reports directly to Bob Allen
- Justin Lackas, Customer Service Representative – 3 years industry experience, current route rep that services the park and surrounding area, reports directly to Troy Farrier
- j. If awarded the bid we do not plan to subcontract any portion of the service.

3. Technical Approach

- a. As the current service provider we understand better than anyone your requirements
- b. The entire process has been developed thru the time we have provided service to the park.
- c. All technical equipment is in place and is currently being used.
- d. All project work plans are currently in place.
- e. All required inventories of deliverable items needed are already on hand and in circulation.