



SMALL TOWN, BIG BEACH

Memorandum

Date: March 14, 2016
To: Grant Brown
From: Mark Perkins
Cc: Renee Eberly, Nicole Ard, Matt Young
Subject: Sealed Bid Uniform – 2016 Recommendation

Grant,

The City of Gulf Shores has received 3 complete sealed bids for our 2016 youth athletic uniforms. Bids were received by Eastbay Engraving/Riverbend Enterprises, SP Designs and Southern Sands Printing Co.

After reviewing the sealed bids for the 2016 youth athletic uniforms I would like to recommend the approval of Eastbay Engraving/Riverbend Enterprises as our vendor for these items. Eastbay Engraving/Riverbend Enterprises is a local vendor in Baldwin County, and the quality, promptness and professionalism of their work in previous years has been excellent.

SP Designs from Cape Coral, FL was our lowest bid on the “apples to apples” tabulation with a turnaround time of 14 days/2weeks. I spoke with their representative, Mr. Jabari Davis to become familiar with SP Designs, what services/items they can provide, their turn-around time (in hand), and if they can provide references of other organizations that use SP Designs as their uniform vendor.

Mr. Davis informed me that SP Designs’ turn-around time of 14 days is once uniform items are at their facility in Cape Coral, FL. Meaning that SP Designs would have to order our uniform items from the manufacturer and have it shipped to their facility before their quoted turn-around time goes into effect. In addition, the quoted turn-around time does not include the UPS ground ship time from Cape Coral, FL to Gulf Shores, AL.

I have spoken with two references provided by SP Designs regarding their uniforms and turn-around time.

1. Ann Arbor, Michigan: turn-around time for their youth sports uniforms (shirts only) was 3 weeks, sometimes 4 week. A two week turn-around is not realistic for them.



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2. Collier County, Florida: turn-around time for their youth sports uniforms (shirts only) was 3 weeks. Their staff was complimentary of SP Designs and their customer service, however due to our uniform needs and turnaround time they would not recommend the City of Gulf Shores using SP Designs as our uniform vendor.

Please move forward with the Gulf Shores City Council to have this bid and vendor approved for 2016.

Feel free to contact me at mperkins@gulfshoresal.gov or 251-968-1421 if you have any questions.

Thank you.